



**Saratoga County Prosperity Partnership
Minutes of the Board Meeting
October 15, 2015 - 3:00 P.M.**

Present: Chairman Jack Lawler. Board members Anita Daly, Art Johnson, Gary Dake, Charles Wait, Kevin Hedley, Dave Wood, Rita Cox, Ed Kinowski, Brendan Chudy, Penny Hill, and Matthew Veitch. Also present were Attorney Justin Miller, President Marty Vanags and Waynette Roberts, Executive Assistant.

Chairman Jack Lawler called the meeting to order and welcomed all in attendance at 3:03 p.m.

APPROVAL OF MINUTES

A was made motion by Charles Wait to approve the minutes of the August 17, 2015 meeting. It was seconded by Gary Dake. On a voice vote the motion passed unanimously.

Chairman Jack Lawler requested earlier receipt of Agenda with attachments for future Board Meetings. President Marty Vanags responded by saying agenda packets will be sent out one week prior to the Board Meetings. Chairman Jack Lawler asked Kevin Hedley to assist with a solution for financial reporting.

TREASURER REPORT

Treasurer Art Johnson reported the Partnership's financial records were in order. Chairman Jack Lawler stated the County is comfortable with the budget and where they stand with SCPP balance sheet. Chairman Lawler asked to for a breakdown of the invoices for ZONE 5 and to provide clarity to accounting sheets. Chairman Jack Lawler will work with President Marty Vanags and Kevin Hedley to have a more practical, yet simple system in place.

Kevin Hedley asked if we had any previous year tax returns. Attorney Miller indicated that tax were not required to be filed in the previous year. For compliance, Atty. Miller said the only requirement is for the budget to be uploaded to the PARIS system by November 1.

A motion was made by Matt Veitch, to accept the Treasurer's report. It was seconded by Kevin Hedley. On a voice vote the motion passed unanimously.

PRESIDENTS REPORT

President Marty Vanags discussed attraction activities. Currently there are five active projects. A spreadsheet was provided, with President Vanags explaining the report. President Vanags brought attention to those companies/sites that we could or could not meet their needs. He reported the first successful project, Land Remediation, will be subject to approval at the

Industrial Development Authority meeting to be held at the Waterford Town Hall meeting on October 19, 2015.

Attraction

President Vanags indicated he attended the International Asset Management Council New York State Dinner September 28, 2015. President Vanags attended the dinner with a purpose to make our presence known.

President Vanags will be attending the Fab Owners Association Portland Oregon meeting on October 27-30, 2015. He stated he will have one-on-one meetings with semiconductor industry and report at the next meeting.

He also reported that SCPP will co-sponsor with New York Loves Nano, the Semiconductor Industry Awards Dinner in San Jose, CA. He said Zone 5 is putting together additional one-on-one meetings with clients and investors while he is out there.

Business Retention and Expansion

Marty Reported that he recently had an opportunity to meet and greet several companies including DC Sports in Mechanicville NY, the 3rd largest sports apparel outlet. President Vanags will be at the Mechanicville and Stillwater Chamber of Commerce Economic Summit dinner October 15, 2015. Lawler noted that it is a great opportunity to talk and network.

Chairman Jack Lawler indicated another opportunity to tell our story will be the December 8th part for our plan. He requested that SCPP work with Rita Cox to book the event at The Lodge.

Government Relations

President Vanags indicated that attending Supervisors Board Meetings was a great opportunity for SCPP to meet and greet County Supervisors. He indicated he was working to get more meetings with elected officials. He said with the addition of Alyssa, we will be even more connected as she has many relationships with elected officials.

2016 County Budget Request Presentation

Chairman Lawler indicated in a discussion with the County Administrator that the proposed budget request from the SCPP to the County is in good shape. The budget as presented was written as a placeholder. The Board will have an opportunity to review a budget later.

A motion was made by Charles Wait to approve the budget request from the SCPP to the County as presented. Seconded by Art Johnson. On a voice vote the motion passed unanimously.

Staffing

President Marty Vanags announced the hiring of Alyssa McClenning as Director of Communications and Marketing, Alyssa McClenning with a starting date of November 3, 2015.

MOTIONS and RESOLUTIONS

Approval of Bills and Reimbursable Expenses

The bills and payments were reviewed and presented by Treasurer Art Johnson. Treasurer Johnson reported the bills are ready for payment.

A motion was made by Gary Dake, seconded by Brendan Chudy to approve the bills and payments. On a voice vote the motion passed unanimously.

NEW BUSINESS

Strategic Plan Review and Approval

Chairman Jack Lawler addressed the late receipt of the Strategic plan and objectives. The Board did not have the time needed to review. Requested President Vanags did a run through of the objectives.

President Vanags went through the Objectives, Strategies and initiatives page by page. Each objective was reviewed and the strategies described. Under each strategy were initiatives with measures of success, metrics and outcomes. President Vanags asked that the board review this document and that they get back to him with any questions, comments or suggestions. President Vanags said that the document would be condensed for the public and the metrics and other measures were for internal review and monitoring. Charles Wait asked that a scorecard or dashboard be created to be able to look at all of the metrics.

Chairman Lawler said that no approval was required at this meeting. He asked that everyone review the document with approval at the November meeting to be considered.

SEDC Proposal

Gary Dake had some discussions with SEDC. He indicated that SEDC was moving forward with their fundraising efforts and that he was confused by the sequence of events. Based upon the letter that was sent by SEDC to the entire Board and not to the committee that was charged with discussing this the SEDC Board, he felt that we had not got anywhere and recommended we turn down their offer. Chairman Jack Lawler along with the entire board agreed that a formal reply to the proposal is owed to SEDC. Brendan Chudy said that in their meeting with SEDC that the discussions needed to end in a merger and their response and letter did not reflect that. Chairman Jack Lawler recommended and that he will write a letter to SEDC and have the board review and comment before a final letter is sent.

A motion was made by Gary Dake to reject the SEDC offer and to have chairman Lawler respond to the SEDC by letter. It was seconded by David Wood. On a voice vote the motion passed unanimously.

IDA Proposal

Art Johnson stated the IDA Board had a workshop to discuss the proposed agreement with the SCPP and only one board member agreed with the proposal. Johnson also referred to the contract with SEDC, indicating it is old and has not been updated since the original contract went into place. There is no contract with SCPP. The option the IDA Board agreed upon was to leave it up to the client to choose SEDC or SCPP, or possibly a split fee.

Art Johnson moved to table it for more discussion. The motion was seconded by Kevin Hedley. On a voice vote the motion passed unanimously.

LFTC Marketing Agreement Proposal

In discussion Anita Daly asked if LFTC had a written contract with SEDC. Art Johnson asked if we have gone through the Luther Board. Justin Miller said the Luther Board is small and there will not be a problem.

A motion was made by Charles Wait to approve the agreement with LFTC. It was seconded by Matt Veitch. On a voice vote the motion passed unanimously.

Membership in the New York State Business Council

Chairman Jack Lawler asked what the upside is to being a member and President Vanags stated it is to bring awareness to our brand. Charles Wait expressed some concern about the the political implications of the membership. President Vanags suggested he would attend events and report back with an evaluation at later time.

Perception Survey-DCI

President Vanags presented a contract to do a perception survey using a company called Development Counsellours International. They are a company with many years of experience in economic development marketing and search. President Vanags indicated that he has worked with them in the past. Their contract would be to do a perception study. They would survey site consultants and corporate real estate professionals about their awareness of Saratoga County.

A motion was made by Charles Wait to approve the contract. It was seconded by Kevin Hedley. On a voice vote the motion passed unanimously.

Chairman Jack Lawler called for adjournment. Kevin Hedley made a motion to adjourn. Penny Hill seconded the motion. On a voice vote the motion passed unanimously.

Meeting adjourned at 4:13 pm.