

Meeting of the Board of Directors
October 21st, 2019
Saratoga County Prosperity Partnership Boardroom 2911
Route 9, Malta, NY 12020

Meeting called to order at 3:33 pm by Chairman Kevin Hedley.

Present:

Chairman Kevin Hedley, Vice Chairman Brendan Chudy, Secretary Rita Cox, Treasurer Supervisor Art Johnson, and Board Members: Supervisor Kevin Tollisen, Supervisor Ed Kinowski, Supervisor Todd Kusnierz, Rocco Ferraro, Charles Wait, Anita Daly, Josh Spain, and David Wood

Staff and Guests:

Saratoga Partnership Staff: Martin Vanags, Shelby Schneider, Jennifer Kelley, Michele Battle, Jennifer Smith from Smith Executive Services, and Justin Miller from Harris Beach

Board Members Absent: Supervisor Tim Szczepaniak, and Penny Hill

Rocco Ferraro wanted to add one correction to the minutes from October 2nd. He noted that a statement of his from the minutes on October 2nd was incomplete, and should read:

“Rocco Ferraro expressed concern that we may not have enough workforce for the demands of the NWCI to advance the objectives.”

A motion to accept the Minutes from October 2nd was made by Charles Wait, and the motion was seconded by Supervisor Ed Kinowski. On a voice vote, the motion passed unanimously.

The Treasurer's Report was presented by Treasurer Art Johnson. Supervisor Art Johnson mentioned that not much had changed since our last meeting and that Jennifer Smith, of Smith Executive Services, will have a full year-end forecast for us to review at our next board meeting, but we are currently on track for our expected spending. Anita Daly raised a question about what the LiveStories bill was, and President Marty Vanags stated he would explain what LiveStories is and how it is an integral part of our scope of work moving forward in his President's report.

A motion to accept the Treasurer's report was made by Anita Daly, and the motion was seconded by Supervisor Ed Kinowski. On a voice vote, the motion passed unanimously.

The President's Report was presented by Marty Vanags. Marty Vanags began with a report on the Partnership's role as a database and information clearinghouse, The Saratoga Partnership plans to provide robust data for the county. Marty Vanags referenced Anita

Daly's earlier question about LiveStories and how this tool will be used to further our initiative of gathering data and presenting information about Saratoga County. Marty Vanags went on to explain how The Saratoga Partnership's initiative using LiveStories will provide dynamic and up to date information about Saratoga County. Marty Vanags also discussed the second tool we will be using is Site To Do Business, which will also provide business information and statistics.

Anita Daly asked if the community can use this information that the Saratoga Partnership is accumulating. Marty Vanags went on to explain how The Saratoga Partnership will be able to serve our communities with up-to-date data. Marty Vanags further explained that The Saratoga Partnership would host webinars on how to use the information and access the data points required for specific

projects. This will allow other organizations to know how to utilize the information including building queries and creating reports.

Charles Wait asked if this could be a shared cost with SEDC? Marty Vanags replied that if SEDC wanted to assist with the paying they could, but either way, the information will be on our website to be used by SEDC or anyone in the community.

Both Supervisor Ed Kinowski and Rocco Ferraro recognized how vital the data is, how difficult it can be to keep the data up to date and that Saratoga County will benefit from having all of this information in one place. A conversation ensued among the Board about the benefits, the uses, and how productive this will be. Also, there was a discussion about having other organizations monetarily sponsor building this site. Anita Daly even suggested that President Marty Vanags present the idea to the Saratoga County Capital Resource Corporation Board during their next meeting on Tuesday October 22nd, 2019.

Marty Vanags continued his President's report with an update on The Saratoga Partnership's Next Wave Communities Initiative. Marty Vanags also reported that Mayor Woolbright of the Village of Ballston Spa is looking forward to working on this project and has set up six focus groups to work with the Saratoga Partnership on crucial aspects that the Village is looking to improve.

Lastly, President Marty Vanags updated the Board that our next Economic Index will be November 13th, at Excelsior Springs Event Center, starting at 11:30 am. Our guest speakers are David O'Rourke, CEO & President of The New York Racing Association, Inc. (NYRA); Darryl Leggieri, President of the Saratoga Convention and Tourism Bureau; and Cindy Hollowood, former general manager of the Holiday Inn Saratoga Springs and current Board Member of SEDC.

Chairmen Kevin Hedley updated the Board on his recent trip to the United Arab Emirates, sponsored by the UAE, and how the UAE may be interested in some companies in the Capital Region and how we can work together with companies in the Capital Region and the UAE.

Chairman Kevin Hedley went on to discuss new officers for the 2020 Board of the Saratoga Partnership. Kevin Hedley stated if you are interested in serving on the Board again, and if you are interested in being an Officer on the Board, let Supervisor Preston Allen, the future Chairman of the Board of Supervisors, know you are interested.

Chairmen Kevin Hedley turned over the conversation to both Charles Wait and President Marty Vanags to give the Board an update on the Unity Community. Marty Vanags reported he has been continually meeting with Dennis Brobston in person or via phone to go over moving forward with Saratoga County Economic Development Alliance.

The overall consensus is there will need to be a press announcement with both Marty Vanags and Dennis Brobston showing that the two organizations are working together. The County needs to see some progress even if it is slow-moving, showing that we are working together will go a long way.

A motion to adjourn was brought by Supervisor Ed Kinowski and seconded by Rocco Ferraro. On a voice vote, the motion passed unanimously.

The meeting adjourned at 4:22 pm.

Recording Secretary _____