



Economic Development Committee

Wednesday, April 3, 2024 3:30PM

40 McMaster Street, Ballston Spa, NY

Chair: C. Eric Butler

Members: Ed Kinowski, Michele Madigan, Ian Murray, Jean Raymond, Mo Wright VC, Cynthia Young

Agenda

- I. Welcome and Attendance
- II. Approval of the minutes of the March 6, 2024 meeting
- III. Economic Development Grant Reimbursement – Jason Kemper, Planning & Economic Development
 - a. Committee approval of reimbursement requests from the City of Saratoga Springs and Town of Milton
 - b. Authorizing a transfer of funds from the Economic Development Reserve Fund and amending the 2024 County Budget in relation thereto
- IV. Committee approval to amend the Town of Wilton 2023 Economic Development Grant Application – Jason Kemper, Planning & Economic Development.
- V. Other Business
- VI. Adjournment



DEPARTMENT OF PLANNING & ECONOMIC DEVELOPMENT

JASON KEMPER, DIRECTOR

518.884.4705

SARATOGACOUNTY.NY.GOV

50 WEST HIGH ST, BALLSTON SPA, NY 12020

MEMORANDUM

TO: Economic Development Committee Members

CC: County Administrator's Office
County Attorney's Office
Clerk of the Board of Supervisors

FROM: Jason Kemper, Director of Planning and Economic Development

DATE: March 27, 2024

RE: April Economic Development Meeting

Saratoga County Economic Development Grants Updates/Reserve Fund Transfer

The Town of Milton (2023) and the City of Saratoga Springs (2023) are seeking reimbursement for their Economic Development Grant projects. Committee approval is required for the municipalities to be reimbursed. A board resolution is required for the transfer funds from the Economic Development Grant Reserve Account (A.0888.ED) to the to the Municipal Planning Grant Program (A.80.000-8763).

1. 2023 City of Saratoga Springs - \$1,500.00 (Closeout)
2. 2023 Town of Milton - \$7,100

The 2024 Economic Development Grant application was sent out to all of the Town Supervisors and Village/City Mayors with a due date of June 21, 2024. This will allow time for staff to review the applications for completeness and have the materials ready for review at the committee's July 2024 meeting.

The Town of Wilton has made a request to amend their 2023 Grant application for Gavin Park Improvements to be changed to resurfacing tennis courts instead of improvements to the Town's band concerts. The email request for the amendment is attached to the AIR for this item. The improvements will be completed immediately, and a reimbursement request submitted.

Economic Development Updates

- The monthly meeting of the Saratoga County IDA is tentatively scheduled for Tuesday, April 16, 2024 at the Saratoga County Planning Conference Room at 8:30am.

If any of the committee members would like additional information on this item, feel free to contact me.



SARATOGA COUNTY AGENDA ITEM REQUEST

TO: Steve Bulger, County Administrator
Ridge Harris, Deputy County Administrator
George Conway, County Attorney
Therese Connolly, Clerk of the Board
Stephanie Hodgson, Director of Budget

CC: John Warnt, Director of Purchasing
Jason Kemper, Director of Planning and Economic Development
Bridget Rider, Deputy Clerk of the Board
Matt Rose, Management Analyst
Audra Hedden, County Administrator's Office
Samantha Kupferman, County Attorney's Office

DEPARTMENT: Department of Planning & Economic Development

DATE: 3.27.24

COMMITTEE: Economic Development

This column must be completed prior to submission of the request.

County Attorney's Office
Consulted Yes

1. Is a Resolution Required:

Yes, Other

2. Proposed Resolution Title:

Authorizing the Transfer of Funds From The Economic Development Grant Reserve Fund And Amending the 2024 County Budget in Relation THERETO

3. Specific Details on what the resolution will authorize:

This is two step process for the Committee: 1.) Committee vote to approve the reimbursement request to the City of Saratoga Springs and the Town of Milton, then 2.) Authorize a budget transfer from the Economic Development Grant Reserve Account (A.-0888 ED) to the General Fund (A.80-000-8763) to allow for the payment of ED Grants for the City of Saratoga Springs in the amount of \$1,500.00 (2023 Second Reimbursement, grant closeout), Town of Milton \$7,100.00 (2023, grant closeout).

4. Is a Budget Amendment needed: YES or NO
If yes, budget lines and impact must be provided.
Any budget amendments must have equal and offsetting entries.

County Administrator's Office
Consulted Yes

Please see attachments for impacted budget lines.
(Use ONLY when more than four lines are impacted.)

Revenue

Account Number	Account Name	Amount
A.0888ED	Econ. Dev. Grant Program Reserve	\$8,600.00

Expense

Account Number	Account Name	Amount
A.80.000-8763	Municipal Planning Grant Program	\$8,600.00

Fund Balance (if applicable): (Increase = additional revenue, Decrease = additional expenses)

Amount:

5. Identify Budget Impact (**Required**):

Other

- a. G/L line impacted A.0888ED and A.80.000-8763
- b. Budget year impacted 2024
- c. Details

The budget will be amended to increase appropriations and reduce the Economic Development Grant Reserve fund by \$8,600.00

6. Are there Amendments to the Compensation Schedule?

YES or NO (If yes, provide details)

a. Is a new position being created? Y N

Effective date

Salary and grade

b. Is a new employee being hired? Y N

Effective date of employment

Salary and grade

Appointed position:

Term

c. Is this a reclassification? Y N

Is this position currently vacant? Y N

Is this position in the current year compensation plan? Y N

7. Does this item require the awarding of a contract: Y N

Purchasing Office Consulted

a. Type of Solicitation

b. Specification # (BID/RFP/RFQ/OTHER CONTRACT #)

c. If a sole source, appropriate documentation, including an updated letter, has been submitted and approved by Purchasing Department? Y N N/A

d. Vendor information (including contact name):

e. Is the vendor/contractor an LLC, PLLC, or partnership:

f. State of vendor/contractor organization:

g. Commencement date of contract term:

h. Termination of contract date:

i. Contract renewal date and term:

k. Is this a renewal agreement: Y N

l. Vendor/Contractor comment/remarks:

Human Resources Consulted

8. Is a grant being accepted: YES or NO

- a. Source of grant funding:
- b. Agency granting funds:
- c. Amount of grant:
- d. Purpose grant will be used for:
- e. Equipment and/or services being purchased with the grant:
- f. Time period grant covers:
- g. Amount of county matching funds:
- h. Administrative fee to County:

9. Supporting Documentation:

- Marked-up previous resolution
- No Markup, per consultation with County Attorney
- Information summary memo
- Copy of proposal or estimate
- Copy of grant award notification and information
- Other Reimbursement Request Form

10. Remarks:

See attached memo for summary. A committee vote is first required to approve the reimbursement request for the City of Saratoga Springs (partial reimbursement #2, closeout) and Town of Milton (2023 closeout). Secondly, a vote must be held to approve a resolution moving the funds out of the reserve account and into the 2024 budget to process payment for the grant.



SARATOGA COUNTY EST. 1791

Planning & Economic Development

2023 Economic Development Fund Reimbursement Request Form

Date February 29, 2024

Applicant Information

Town/City City of Saratoga Springs

Grant Information

Project Name New Years' Eve Fest

Date of project completion 01/02/2024

Reimbursement Amount Requested (\$7,100 or less) \$1,500.00

Attached documentation

- Worksheet listing all expenses
- Receipts
- Canceled checks

Project Outcome Narrative:

Enclosed DPW invoice for labor of breakdown and fencing of protective areas for the New Years' Eve Fes participants.

Signature of Town/City Supervisor

A handwritten signature in blue ink, appearing to read "Jason Kemper", written over a horizontal line.

Please submit reimbursement request form with receipts and canceled checks to Jason Kemper at jkemper@saratogacountyny.gov or mail to:

Saratoga County Department of Planning and Economic Development

50 West High St.

Ballston Spa, NY 12020

518.884.4705



SARATOGA COUNTY EST. 1791

Planning & Economic Development

Economic Development Fund Reimbursement Request Form

Date 3/11/2024

Applicant Information

Town/City Milton

Grant Information

Project Name Town of Milton for the Come Grow with Us: Economic Development Overview _____

Date of project completion 02/28/2024

Reimbursement Amount Requested (\$7,100 or less) 7,100

Attached documentation

Receipts

Cancelled checks

Project Outcome Narrative:

Behan Planning and Design produced an economic development brochure for the Town of Milton in collaboration with John Olenik. See brochure attached hereto.

A handwritten signature in cursive script that reads "Scott Olenik".

Signature of Town/City Supervisor

Please submit reimbursement request form with receipts and canceled checks to Jason Kemper at jkemper@saratogacountyny.gov or mail to:
Saratoga County Department of Planning and Economic Development
50 West High St.
Ballston Spa, NY 12020
518.884.4705

BALLSTON SPA NATIONAL BANK
BALLSTON SPA, NY 12020
www.bsrb.com

84617

TOWN OF MILTON
OPERATING ACCOUNT
503 GEYSER RD
BALLSTON SPA, NY 12020

50-467213
03
CHECK NUMBER
MICR LINE

PAY TO THE ORDER OF Behan Planning and Design

Check Date 3/11/2024
Check Amount \$ *****2,130.00

Two Thousand One Hundred Thirty and 00/100 Dollars

DOLLARS

To the Order of: Behan Planning and Design
112 Spring Street, Suite 305
Saratoga Springs, NY 12866
MEMO

Seth Keller

AUTHORIZED SIGNATURE

TOWN OF MILTON

OPERATING ACCOUNT

84617

3/11/2024

Invoice No.	Invoice Date	Description	Amount
23-011 #3 (1134)	12/31/2023	Economic Development Brochure Completion	2130.00
Total:			2,130.00

TOWN OF MILTON
 503 Geyser Road
 Ballston Spa, NY 12020
 (518) 885-9220

RECEIVED
 MAR 11 2024

Voucher No.	
Voucher Date	
Fund Appropriation	Amount
AA-1440-400-000	\$ 2,130.00
Purchase Order No.	
Abstract No.	

DEPARTMENT Supervisor

CLAIMANT'S
 NAME
 AND
 ADDRESS

Behan Planning and Design
 112 Spring Street, Suite 305
 Saratoga Springs, NY 12866

COMPTROLLER'S OFFICE

Date(s)	Quantity	Description of Materials/Services	Unit Price	Amount
3/5/2024	1	Town Economic Development Brochure Completion	\$ 2,130.00	\$ 2,130.00
<p>ENTERED MAR 11 2024 BY: <u>SK</u></p>				
				\$ 2,130.00

CLAIMANT'S CERTIFICATION

I, _____, certify that the above amount of \$_____ is true and correct that the items, services and disbursements charges were rendered to or for the municipality on the dates stated; that no part has been paid or satisfied; that the taxes, from which the municipality is exempt, are included; and that the amount claimed is actually due.

Date

Signature

Space Below for Municipal Use

Approval for Payment

Title

Department Approval

The above services or materials were rendered or furnished to the municipality on the dates stated and the charges are correct.

3/11/24 [Signature]

Date Authorized Official

This claim is approved and ordered paid from the appropriations indicated above

3/11/24 [Signature]

Date Comptroller

Behan Assoc Landscape Architecture, DPC

112 Spring Street, Suite 305
Saratoga Springs, NY 12866

FI 46-1575375

Voice: 518-583-4335

Fax: 518-583-6970

INVOICE

Invoice Number: 1134

Invoice Date: 3/5/24

Page: 1

Duplicate

Bill To:

TOWN OF MILTON
503 GEYSER ROAD
BALLSTON SPA, NY 12020

Customer ID: TOWN MIL

Customer PO	Payment Terms	Sales Rep ID	Due Date
	Net 30 Days		3/31/24

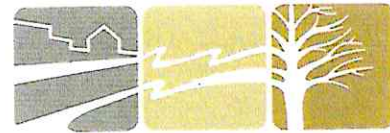
Description	Amount
23-011; inv 3. Town of Milton -Economic Development brochure For Professional services rendered for period from 01/01/2024 to 03/02/2024	2,130.00

Check/Credit Memo No

Subtotal	2,130.00
Sales Tax	
Total Invoice Amount	2,130.00
Payment/Credit Applied	
TOTAL	2,130.00

March 5, 2024

Mr. Scott Ostrander, Supervisor
Town of Milton
Milton Town Hall
503 Geyser Road
Ballston Spa, NY 12020



BEHAN PLANNING
AND DESIGN

**Re: Town of Milton – Economic Development Brochure
Invoice #3 (1134) Behan Project Number 23-011**

Dear Scott:

This letter conveys our invoice for tasks associated with preparation of an economic development brochure for the town. As requested, our company has been developing the brochure in collaboration with John Olenik. We have completed 100% of the work on the brochure. The project budget is \$7,100 and this invoice is for 30% Final completion. The amount due is **\$2,130.00** (Once the brochure is completed, the town will be able to request reimbursement for these costs through the grant awarded to the town from Saratoga County.)

Behan Planning and Design has completed the following tasks:

- Project review with Behan team and John Olenik.
- Meeting with client and sidekick
- Revisions to brochure based on client meeting on 1/25

Thank you for the opportunity to be of continued service.

Sincerely,

A handwritten signature in blue ink that reads "John J. Behan".

John J. Behan, Principal

Cc: John Olenik, Director of Economic Planning
David Braymer, Town Comptroller

TOWN OF MILTON

OPERATING ACCOUNT

84350

Behan Planning and Design

11/17/2023

Invoice No.	Invoice Date	Description	Amount
1103	11/08/2023	Development Brochure 35% complete 09/01/2023-	2485.00
Total:			2,485.00

TOWN OF MILTON
 503 Geysler Road
 Ballston Spa, NY 12020
 (518) 885-9220

RECEIVED
 CONTROLLER'S OFFICE

Voucher No.	1
Voucher Date	11/8/2023
Fund Appropriation	Amount
	AA-144D-400
P.O.	
Abstract No.	\$2,485.00

DEPARTMENT _____

CLAIMANT'S NAME AND ADDRESS
 Behan Associates Landscape Architecture, D.P.C.
 112 Spring St., Suite 305
 Saratoga Springs, NY 12866

Date(s)	Quantity	Description of Materials/Services	Unit Price	Amount
11/8/2023	1	Development of Town Economic Development Brochure--35% Complete BY: <u>SK</u> NOV 14 2023 ENTERED		\$2,485.00

CLAIMANT'S CERTIFICATION

I, John Behan, certify that the above amount of \$2,485.00 is true and correct; that the items, services and disbursements charges were rendered to or for the municipality on the dates stated; that no part has been paid or satisfied; that the taxes, from which the municipality is exempt, are included; and that the amount claimed is actually due.

11/8/2023 Date John J. Behan Signature _____ Principal _____ Title
 Space Below for Municipal Use Approval for Payment

Department Approval
 The above services or materials were rendered or furnished to the municipality on the dates stated and the charges are correct.
11-13-23 Date [Signature] Authorized Official

This claim is approved and ordered paid from the appropriations indicated above
11/16/23 Date [Signature] David Braymer, Comptroller

November 8, 2023

Mr. Scott Ostrander, Supervisor
Town of Milton
Milton Town Hall
503 Geysers Road
Ballston Spa, NY 12020



BEHAN PLANNING
AND DESIGN

**Re: Town of Milton – Economic Development Brochure
Invoice #1 Behan Project Number 23-011**

Dear Scott:

This letter conveys our invoice for tasks associated with preparation of an economic development brochure for the town. As requested, our company has been developing the brochure in collaboration with John Olenik. We have completed 35% of the work on the brochure. The project budget is \$7,100 and this invoice is for 35% completion. The amount due is **\$2,485.00** (Once the brochure is completed, the town will be able to request reimbursement for these costs through the grant awarded to the town from Saratoga County.)

Behan Planning and Design has completed the following tasks:

- Development of brochure outline
- Preparation of narrative sections
- Collection of economic and demographic data for the town
- Development of initial PowerPoint presentation/rough draft of brochure
- Progress review meetings with John Olenik

Thank you for the opportunity to be of continued service.

Sincerely,

A handwritten signature in blue ink that reads "John J. Behan". The signature is written in a cursive style.

John J. Behan, Principal

Cc: John Olenik, Director of Economic Planning
David Braymer, Town Comptroller

Behan Assoc Landscape Architecture, DPC

112 Spring Street, Suite 305
Saratoga Springs, NY 12866

FI 46-1575375

Voice: 518-583-4335

Fax: 518-583-6970

INVOICE

Invoice Number: 1103

Invoice Date: 11/8/23

Page: 1

Duplicate

Bill To:
TOWN OF MILTON

Customer ID: TOWN MILT

Customer PO	Payment Terms	Sales Rep ID	Due Date
23-011; inv 1	Net 30 Days		12/8/23

Description	Amount
23-011; inv 1 For Professional services rendered for period from 09/01/23-to 10/28/2023, Economic Development Brochure	2,485.00

Subtotal	2,485.00
Sales Tax	
Total Invoice Amount	2,485.00
Payment/Credit Applied	
TOTAL	2,485.00

Check/Credit Memo N:

Item Image

**TOWN OF MILTON
OPERATING ACCOUNT
503 GEYSER RD
BALLSTON SPA, NY 12020**

BALLSTON SPANATIONAL BANK
BALLSTON SPA, NY 12020
www.bsnb.com

84350
00-407-213
00
MICROFILM

PAY TO THE ORDER OF Behan Planning and Design

Check Date 11/17/2023 Check Amount *****2,485 00

DOLLARS

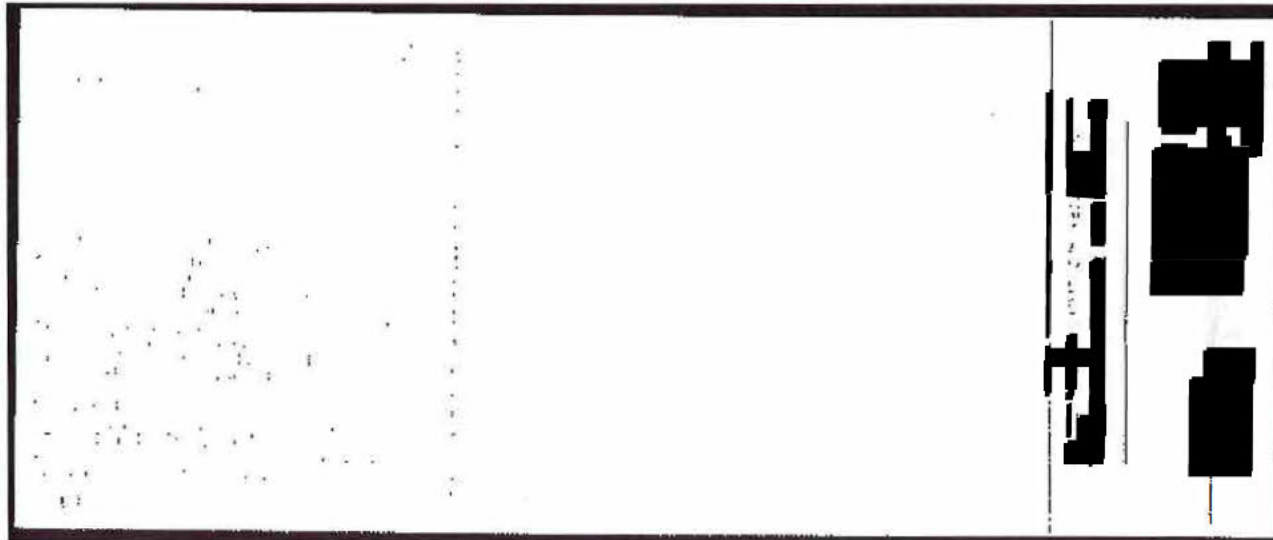
Two Thousand Four Hundred Eighty Five and 00/100 Dollars

To the Order of: Behan Planning and Design
112 Spring Street, Suite 305
Saratoga Springs, NY 12866

MEMO

Scott Osterman
AUTHORIZED SIGNATURE

Photo Safe Deposit
Details on Back



84488

OPERATING ACCOUNT

TOWN OF MILTON

1/25/2024

Behan Planning and Design

Invoice No.	Invoice Date	Description	Amount
1121	1/03/2024	Town Economic Development Brochure 70% comple	2485.00
Total:			2,485.00

TOWN OF MILTON
 503 Geysers Road
 Ballston Spa, NY 12020
 (518) 885-9220

RECEIVED
JAN 04 2023
COMPTROLLER'S OFFICE

Voucher No.	2
Voucher Date	1/3/2024
Fund Appropriation	Amount
	AA-1440-400
P.O.	
Abstract No.	\$2,485.00

DEPARTMENT _____

CLAIMANT'S
 NAME
 AND
 ADDRESS

Behan Associates Landscape Architecture, D.P.C.
 112 Spring St., Suite 305
 Saratoga Springs, NY 12866

Date(s)	Quantity	Description of Materials/Services	Unit Price	Amount
1/3/2024	1	Development of Town Economic Development Brochure--35% Complete -70%		\$2,485.00

BY: SK
JAN 04 2024
ENTERED

CLAIMANT'S CERTIFICATION

I, John Behan, certify that the above amount of \$2,485.00 is true and correct; that the items, services and disbursements charges were rendered to or for the municipality on the dates stated; that no part has been paid or satisfied; that the taxes, from which the municipality is exempt, are included; and that the amount claimed is actually due.

1/3/2024 John M. Behan _____
 Date Signature Principal Title
 Space Below for Municipal Use Approval for Payment

Department Approval
 The above services or materials were rendered or furnished to the municipality on the dates stated and the charges are correct.
01-25-24 [Signature]
 Date Authorized Official

This claim is approved and ordered paid from the appropriations indicated above
1/22/24 [Signature]
 Date David Braymer, Comptroller

Behan Assoc Landscape Architecture, DPC

112 Spring Street, Suite 305
Saratoga Springs, NY 12866

FI 46-1575375

Voice: 518-583-4335

Fax: 518-583-6970

INVOICE

Invoice Number: 1121

Invoice Date: 1/3/24

Page: 1

Duplicate

Bill To:
TOWN OF MILTON 503 GEYSER ROAD BALLSTON SPA, NY 12020

Customer ID: TOWN MIL

Customer PO	Payment Terms	Sales Rep ID	Due Date
	Net 30 Days		1/31/24

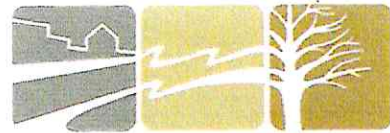
Description	Amount
23-011; inv 2 For Professional services rendered for period from 10/29/2023 to 12/31/2023	2,485.00

Subtotal	2,485.00
Sales Tax	
Total Invoice Amount	2,485.00
Payment/Credit Applied	
TOTAL	2,485.00

Check/Credit Memo N:

January 3, 2024

Mr. Scott Ostrander, Supervisor
Town of Milton
Milton Town Hall
503 Geysers Road
Ballston Spa, NY 12020



BEHAN PLANNING
AND DESIGN

**Re: Town of Milton – Economic Development Brochure
Invoice #2 Behan Project Number 23-011**

Dear Scott:

This letter conveys our invoice for tasks associated with preparation of an economic development brochure for the town. As requested, our company has been developing the brochure in collaboration with John Olenik. We have completed 70% of the work on the brochure. The project budget is \$7,100 and this invoice is for 35% completion. The amount due is **\$2,485.00** (Once the brochure is completed, the town will be able to request reimbursement for these costs through the grant awarded to the town from Saratoga County.)

Behan Planning and Design has completed the following tasks:

- Meeting with John Olenik and follow up.
- Updates to draft brochure per John Olenik comments.
- Coordination with GIS specialist re: maps for brochure
- Project review meeting with John Olenik

Thank you for the opportunity to be of continued service.

Sincerely,

A handwritten signature in cursive script that reads "John J. Behan".

John J. Behan, Principal

Cc: John Olenik, Director of Economic Planning
David Braymer, Town Comptroller

Item Image

**TOWN OF MILTON
OPERATING ACCOUNT**
503 GEYSER RD
BALLSTON SPA, NY 12020

84488
50 487 213
ON
DEPOSIT ONLY

BALLSTON SPA NATIONAL BANK
BALLSTON SPA, NY 12020
www.bsnb.com

Photo Safe Deposit

Check Date
1/25/2024

Check Amount
*****2,485.00

\$

DOLLARS

MEMO
To the Behan Planning and Design
Order 112 Spring Street, Suite 305
of: Saratoga Springs, NY 12866

AUTHORIZED SIGNATURE
Scott Behan

CREATED TO THE ACCOUNT OF

[REDACTED]

WELCOME TO THE Town of Milton in Saratoga County



A great place to invest, grow, and prosper!

Dear Potential Investor in the Town of Milton,

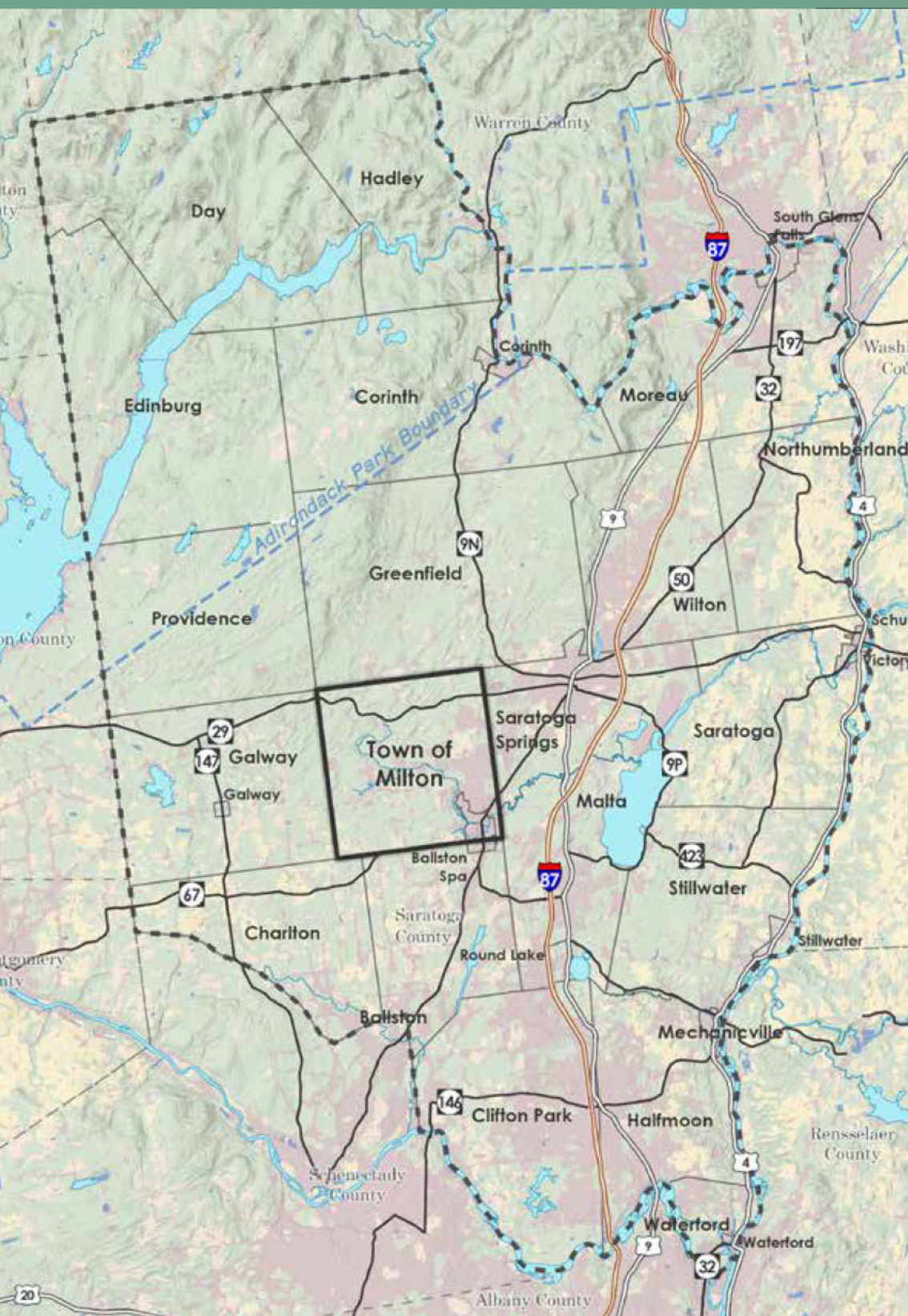
Nestled in picturesque Saratoga County, the Town of Milton beckons businesses with a captivating blend of natural beauty, community spirit, economic opportunity and a **high population density**. Located alongside the tranquil Kayaderosseras Creek, and cradled by the Adirondack Mountains, Milton is a haven for those seeking a serene yet strategically positioned business environment.

Milton's desirability lies in its high demand for goods and services, high quality of life, affordable housing options, and a skilled and dedicated workforce. The town distinguishes itself by maintaining an efficiently **low tax structure**, in conjunction with Saratoga County which boasts one of the **lowest tax rates in New York State**. Furthermore, the town's business-friendly government ensures the provision of public water and sewer, and well-maintained modern roadways, making it an enticing destination for business investment.

By choosing Milton as a place for your business to grow, you not only align with nature's beauty, but also embrace a close-knit community where your business can flourish, and your employees can enjoy an enriched quality of life.

Milton invites you to embark on a journey of prosperity in this captivating corner of Saratoga County.

TOWNOFMILTON.NY.ORG



Town Overview

With Saratoga County being the fastest growing county in New York State, and the other towns along the Rt 87 Northway corridor quickly being overbuilt and increasingly costly, the Town of Milton has emerged as an attractive alternative to the business investor seeking a lucrative untapped market.

Our town's name, Milton, stems from our roots as an historic "Mill Town" on the rolling Kayaderosseras Creek—the sparkling stream that tumbles down from the foothills of the Adirondacks and which once powered dozens of mills and factories in our community—from the historic hamlet of Rock City Falls to the thriving Village of Ballston Spa.

The manufacturing and rural character has now changed, and as a result of an affordable housing boom and influx of thousands of additional residents, new investment is booming in our commercial centers, reflecting the resulting demand for local goods and services, with the local businesses thriving.

The town of Milton has evolved from its historic mill town roots into a thriving community presenting new economic development opportunities for the discerning business investor. Milton is poised to become a center of commerce while offering a vibrant and sustainable quality of life for its residents.

Milton Growth Centers

Milton's Town Center and the commercial corridor along NYS Route 50 offer ample room for business expansion for retail businesses, a wide range of medical and service establishments, chain restaurants, unique local venues and other commercial operations capitalizing on the high visibility and accessibility of these locations.

The Village of Ballston Spa offers a unique opportunity for infill development in an historic and memorable community setting—"A village of friends."



Milton Town Center and Saratoga County Airport in the distance.

Future Growth

Milton, as the third largest town, is strategically positioned in the center of Saratoga County to support business investment, reinforced by a surrounding population of over **100,000 residents**. With a rapidly expanding and underserved population base, the demand for goods and services has never been higher.

Intersection of Rt . 50 and Northline Rd.



Compelling Reasons Why Investing In Milton Is A Great Move:

- 1 Untapped Market:** The people of Milton have unmet needs and desires for a variety of products and services, from dining options to retail stores and healthcare facilities.
- 2 Competitive Advantages:** By getting in on the ground floor in Milton, you can enjoy cost-effective real estate opportunities and a competitive edge over your rivals in more saturated markets.
- 3 Large Growing Population:** Milton's population is on the rise, and it shows no signs of slowing down. Families are drawn to the town's natural beauty, excellent schools, and strong sense of community.
- 4 Profitability:** Testimonials from current businesses:
 - **Hannaford Supermarkets** - "The Milton store remains a top performer amongst the 185 stores that comprise Hannaford's five state footprint."
 - **Stewart's Shops** - "Milton stores generate millions of dollars of sales revenues, contributing significantly to the company's bottom line."
 - **Plaza Wine & Spirits** - "Being located in the Town of Milton, it has seen sales increases between 5 and 10 percent per year."
- 5 Location Advantage:** Milton's strategic location, within easy reach of Saratoga Springs and surrounding towns, provides access to a larger market, including proximity to our region's nationally-recognized tourism destinations.
- 6 Supportive Community:** The people of Milton value and support local businesses. Here, you're not just investing in a town; you're joining a community that will rally behind your venture. The local government is also committed to fostering a business-friendly environment.
- 7 Quality of Life:** The high quality of life in Milton attracts talent and residents. Invest in Milton, and you'll have access to a motivated and skilled workforce that values work-life balance.
- 8 Economic Resilience:** Milton has demonstrated remarkable economic resilience, even during challenging times. The diverse local economy has weathered storms and emerged stronger.



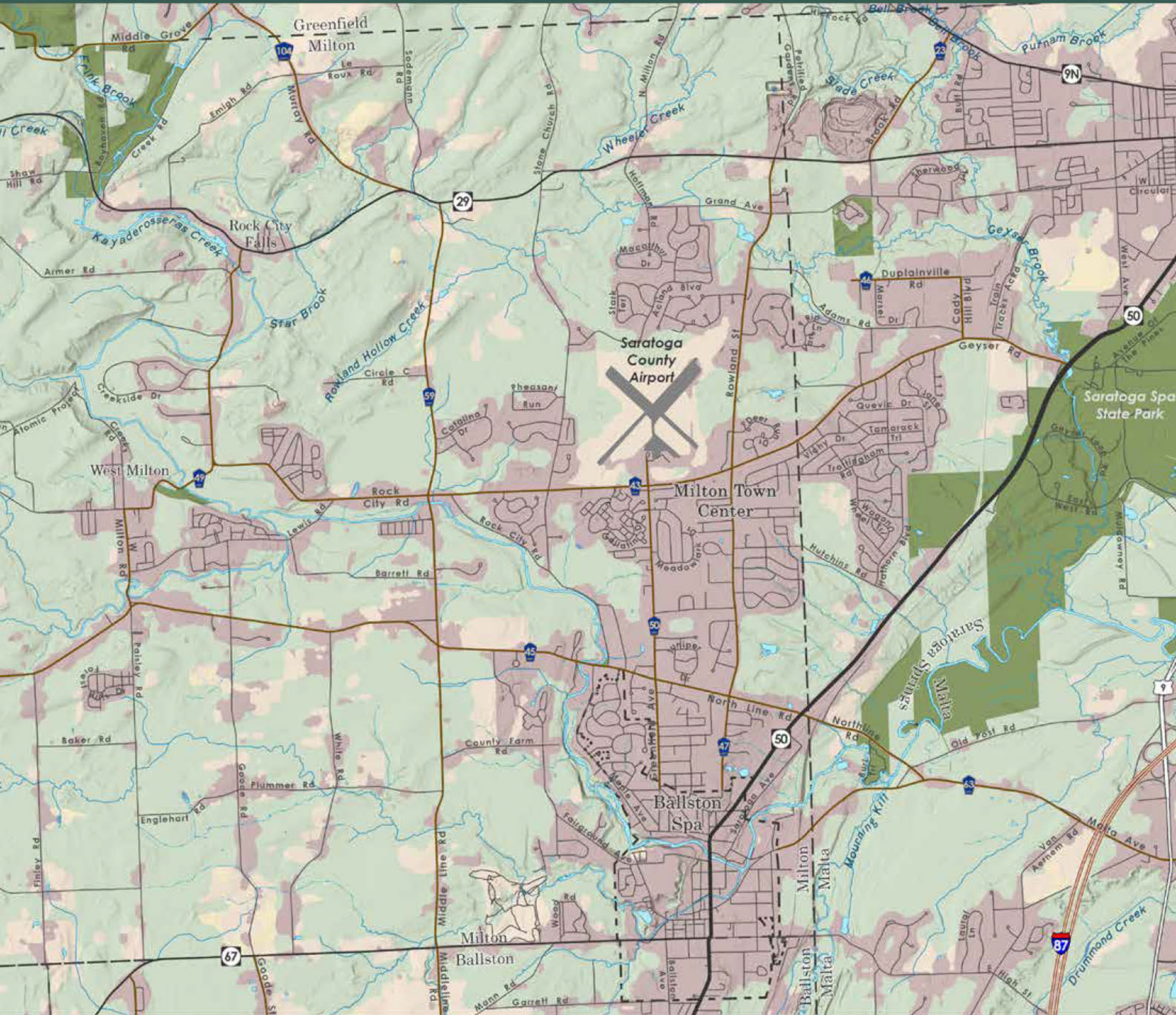
SARATOGA SPA STATE PARK



SARATOGA LAKE



DOWNTOWN BALLSTON SPA



VILLAGE OF BALLSTON SPA



TROUT FISHING ON KAYADEROSSERAS CREEK



DOWNTOWN SARATOGA SPRINGS



Ballston Spa's thriving downtown.



Saratoga Performing Arts Center, a popular cultural event and concert venue.

Regional Amenities

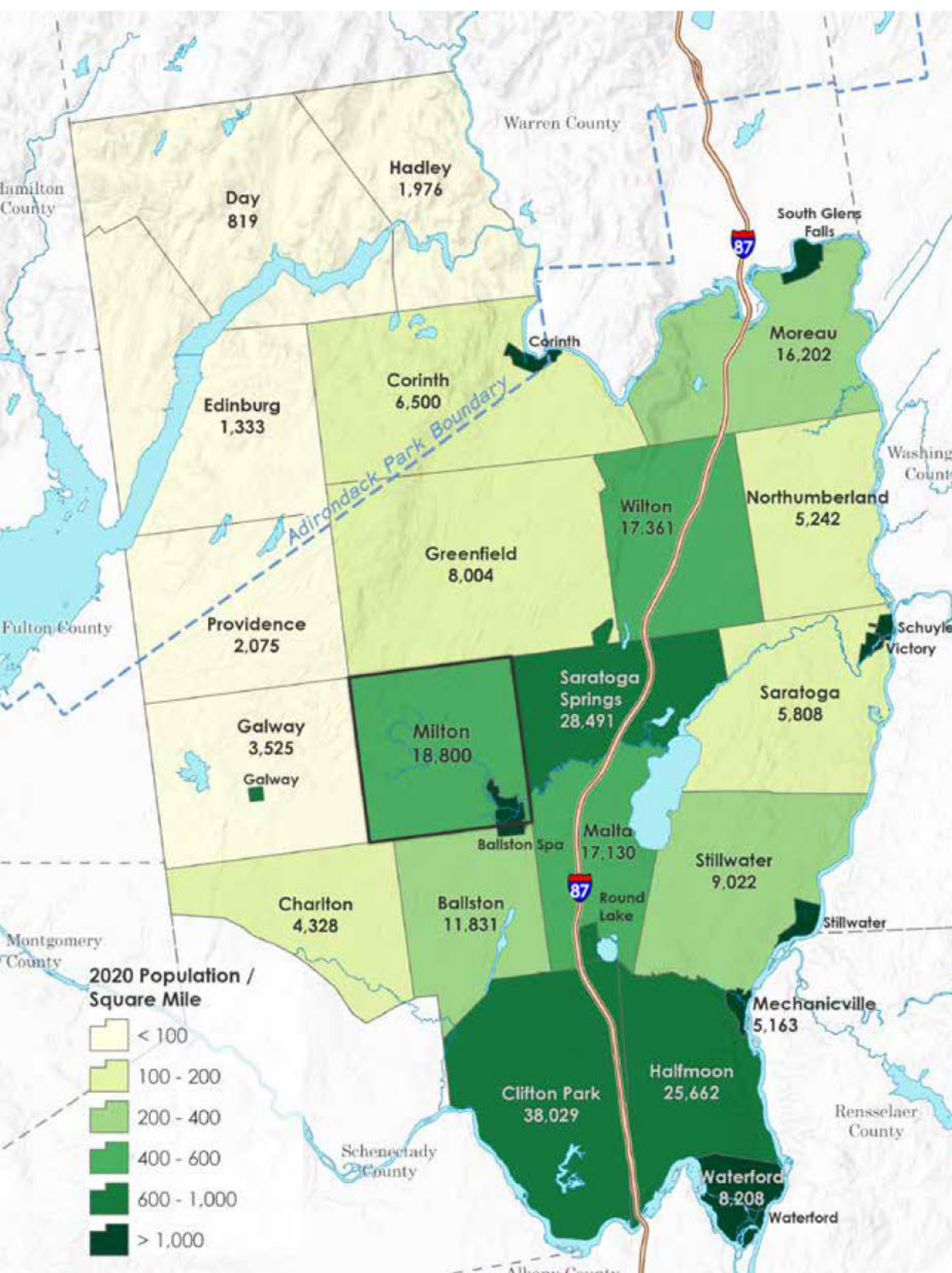
With its charming and historic downtown, the Village of Ballston Spa, located within the Town of Milton, serves as an ideal backdrop for boutique shops, restaurants, and cultural spaces that enhance the community's overall appeal.

Saratoga Performing Arts Center (SPAC) offers the potential for partnerships in the entertainment and hospitality industries, supporting a vibrant arts scene. The historic Saratoga Race Course has been hosting world-class thoroughbred racing since 1863 and continues to attract numerous visitors to the area.

Both venues are only a few minutes drive from Milton's Town Center and are served by the adjacent Saratoga County Airport.



Historic Saratoga Race Course.



Recognizing Milton's Population Base

BY THE NUMBERS

From Milton Town Center:

5 MINUTE DRIVE = **20,000** PEOPLE

10 MINUTE DRIVE = **40,000** PEOPLE

15 MINUTE DRIVE = **80,000** PEOPLE

Household Income

BY THE NUMBERS

48% \$100,000 - \$200,00+

23% \$50,000 - \$100,00

Looking Ahead

The Town of Milton stands at a crossroads of opportunity and potential. By embracing new businesses, technology, and sustainable tourism, Milton is seeking supportive investors to create economic prosperity while preserving the town's natural charm. With this partnership, Milton will continue to prosper as an example of hometown economic growth and a model for similar communities. By working together, Milton's residents, businesses, and leaders ensure a bright and prosperous future for current and future generations.

Artist's Rendering of New Saratoga Saratoga County Airport. Image courtesy of Saratoga County.



Saratoga County Airport is an important part of Milton's economy which serves local residents, tourists, and businesses.



Rowland St Area of Future Development



Rt 50 Corridor South to Ballston Spa



Intersection of Geyser Rd. and Rowland St facing North to Saratoga Springs



Milton Town Hall



Milton Town Hall
503 Geyser Road
Ballston Spa, NY 12020
518-885-9220

Contact John E. Olenik
Director of Economic Planning, Town of Milton
jolenik@nycap.rr.com
518-587-0306 Office • 518-423-6802 Cell



BOARD OF SUPERVISORS

034/196/2024

RESOLUTION ~~81~~ - 2024

Introduced by Economic Development: Supervisors Butler, Kinowski, Madigan, Murray, Raymond, Wright and Young

AUTHORIZING THE TRANSFER OF FUNDS FROM THE ECONOMIC DEVELOPMENT GRANT RESERVE FUND AND AMENDING THE 2024 COUNTY BUDGET IN RELATION THERETO

WHEREAS, pursuant to Resolution 97-2021, this Board established a capital reserve fund to be known as the "Economic Dev Grant Reserve" for the purpose of depositing unexpended funds for the Municipal Economic Development Assistance Program; and

WHEREAS, pursuant to Resolution 97-2021 the reserve account was created to house the unexpended municipal economic grant program funds until such funds are needed, and a reimbursement voucher is submitted by the municipal applicant, at which point the funds will be appropriated to the General Fund budget; and

WHEREAS, the portion of unexpended grant funds from the ~~Town of Greenfield, Town of Ballston and 2023~~ City of Saratoga Springs and Town of Milton total ~~\$8,600.00~~ ~~17,111.41~~; and

WHEREAS, the grant projects that were approved in ~~2022 and~~ 2023 have been submitted for payment and reimbursement were approved by our Economic Development Committee; and

WHEREAS, the transfer of Economic Development Grant Reserve funds to the Municipal Economic Development Assistance account requires this Board's approval and an associated amendment to the 2024 County budget; and

WHEREAS, our Economic Development Committee and the Director of Planning and Economic Development have recommended that ~~\$8,600.00~~ ~~17,111.41~~ be transferred from the Economic Development Grant Reserve funds to the Municipal Economic Development Assistance account; now, therefore, be it

RESOLVED, that this Board authorizes the transfer of ~~\$8,600.00~~ ~~17,111.41~~ from the Economic Development Grant Reserve funds to the Municipal Economic Development Assistance account to provide reimbursement to municipal applicants as approved by our Economic Development Committee; and it is further

RESOLVED, that the Budget Officer is hereby authorized to enter the appropriate journal entries to reflect the approved budget transfer; and it is further

RESOLVED, that the 2024 Saratoga County Budget is amended as follows:

PLANNING

Increase Appropriations:

A.80.000-8763	Municipal Planning Grant Prog-Econ Dev	\$8,600.00 \$17,111.41
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Decrease Reserve:

A-0888.ED	Economic Dev Grant Reserve	\$8,600.00 \$17,111.41
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; and it is further

RESOLVED, that this Resolution shall take effect immediately.

BUDGET IMPACT STATEMENT: The budget will be amended to increase appropriations and decrease the Economic Development Grant Reserve Fund by ~~\$8,600.00~~\$17,111.41.

~~March 19~~ April 16, 2024 Regular Meeting

Motion to Adopt: ~~Supervisor Grasso~~

Second: ~~Supervisor K. Veitch~~

~~AYES (193,508): Eric Connolly (11831), Joseph Grasso (4328), Philip C. Barrett (19014.5), Angela Thompson (19014.5), C. Eric Butler (6500), Diana Edwards (819), Jean Raymond (1333), James D. Arnold (3525), Kevin Veitch (8004), Arthur M. Wright (1976), Cynthia Young (17130), Thomas Richardson (5163), Scott Ostrander (18800), Jesse Fish (16202), Ian Murray (5808), Michele Madigan (14245.5), Matthew E. Veitch (14245.5), David Ball (8208), John Lant (17361)~~

~~NOES (0):~~

~~ABSENT (42,001): Kevin Tollisen (25662), Willard H. Peek (5242), Sandra Winney (2075), Edward D. Kinowski (9022)~~



SARATOGA COUNTY AGENDA ITEM REQUEST

TO: Steve Bulger, County Administrator
Ridge Harris, Deputy County Administrator
George Conway, County Attorney
Therese Connolly, Clerk of the Board
Stephanie Hodgson, Director of Budget

CC: John Warmt, Director of Purchasing
Jason Kemper, Director of Planning and Economic Development
Bridget Rider, Deputy Clerk of the Board
Matt Rose, Management Analyst
Audra Hedden, County Administrator's Office
Samantha Kupferman, County Attorney's Office

DEPARTMENT: Department of Planning & Economic Development

DATE: 3.27.24

COMMITTEE: Economic Development

1. Is a Resolution Required:

No, Committee Approval Only

2. Proposed Resolution Title:

3. Specific Details on what the resolution will authorize:

Committee vote is required to amend the Town of Wilton 2023
Economic Development Grant application

This column must be completed
prior to submission of the request.

County Attorney's Office
Consulted Yes

4. Is a Budget Amendment needed: YES or NO
If yes, budget lines and impact must be provided.
Any budget amendments must have equal and offsetting entries.

County Administrator's Office
Consulted Yes

Please see attachments for impacted budget lines.
(Use ONLY when more than four lines are impacted.)

Revenue

Account Number	Account Name	Amount
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Expense

Account Number	Account Name	Amount
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Fund Balance (if applicable): (Increase = additional revenue, Decrease = additional expenses)

Amount:

5. Identify Budget Impact (**Required**):

No Budget Impact

- a. G/L line impacted
- b. Budget year impacted
- c. Details

6. Are there Amendments to the Compensation Schedule?

YES or NO (If yes, provide details)

a. Is a new position being created? Y N

Effective date

Salary and grade

b. Is a new employee being hired? Y N

Effective date of employment

Salary and grade

Appointed position:

Term

c. Is this a reclassification? Y N

Is this position currently vacant? Y N

Is this position in the current year compensation plan? Y N

7. Does this item require the awarding of a contract: Y N

Purchasing Office Consulted

a. Type of Solicitation

b. Specification # (BID/RFP/RFQ/OTHER CONTRACT #)

c. If a sole source, appropriate documentation, including an updated letter, has been submitted and approved by Purchasing Department? Y N N/A

d. Vendor information (including contact name):

e. Is the vendor/contractor an LLC, PLLC, or partnership:

f. State of vendor/contractor organization:

g. Commencement date of contract term:

h. Termination of contract date:

i. Contract renewal date and term:

k. Is this a renewal agreement: Y N

l. Vendor/Contractor comment/remarks:

Human Resources Consulted

8. Is a grant being accepted: YES or NO

- a. Source of grant funding:
- b. Agency granting funds:
- c. Amount of grant:
- d. Purpose grant will be used for:
- e. Equipment and/or services being purchased with the grant:
- f. Time period grant covers:
- g. Amount of county matching funds:
- h. Administrative fee to County:

9. Supporting Documentation:

- Marked-up previous resolution
- No Markup, per consultation with County Attorney
- Information summary memo
- Copy of proposal or estimate
- Copy of grant award notification and information
- Other Email from Town of Wilton requesting amendment

10. Remarks:

See attached email from the Town of Wilton requesting the amendment to the application.

From: [Maria Moran](#)
To: [Kemper, Jason](#)
Cc: [Kimberly Lambert](#); [Nisha Merchant](#); [John Lant](#)
Subject: Town of Wilton - 2023 Economic Development Grant
Date: Wednesday, March 27, 2024 9:08:23 AM

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good morning Jason,

The Town of Wilton had submitted a 2023 grant application for Gavin Park Improvement, specifically requesting \$7,100 for facility improvements to support the Town's band concerts.

The Town has encountered some issues with this specific project and would like to reallocate the grant toward another improvement to Gavin Park, specifically, resurfacing the tennis court.

Kindly consider this request and please let me know if you require additional information.

Thank you,

Maria

Maria Elena Moran, **CPA, CGFM**

Comptroller

Town of Wilton

22 Traver Road

Wilton, NY 12831

518-587-1939 x217