

ECONOMIC DEVELOPMENT COMMITTEE

June 8, 2016

Meeting Minutes

PRESENT: Chairman Art Johnson; Supervisors Vince DeLucia, Jack Lawler, Paul Lent, Tom Richardson, Jon Schopf, Tom Wood, Phil Barrett, Ed Kinowski and Chairman of the Board Mo Wright; Chad Cooke, Deputy County Administrator; Steve Dorsey, County Attorney; Drew Jarosh, County Treasurer; Lisa Scaccia, Director of Employment & Training; Anita Daly, Capital Resource Corporation; Marty Vanags, Shelby Schneider, Saratoga County Prosperity Partnership; Press.

Mr. Johnson called the meeting to order and welcomed those in attendance.

Mr. Johnson introduced and welcomed Mr. Schopf, new Supervisor from Clifton Park to the Economic Development Committee.

On a motion by Mr. Wood, seconded by Mr. DeLucia the minutes of the May 4, 2016 meeting were unanimously approved.

Mr. Dorsey said that in response to the Home Rule request that the Board submitted a few months ago, the Senate and the Assembly have drafted a bill which will authorize the County to convey the Kinns Road Park reforested lands to the Town of Clifton Park. The legislature is scheduled to adjourn on June 16 so this will necessitate a special meeting of the Board on Wednesday June 15, 2016 in order to pass the resolution which will request the Legislature to adopt the bills. **On a motion by Mr. Richardson, seconded by Mr. Schopf unanimous approval was given requesting passage of Home Rule Legislation authorizing conveyance of Kinns Road Reforested Land.**

Mr. Johnson said that the Capital Resource Corporation met, had a public hearing and approved the issuance of tax exempt bonds to cover this project. Mrs. Daly, Chairwoman of the Capital Resource Corporation said that project is an application to acquire and make improvements to the Raymond Watkins Apartments in Saratoga Springs. It's a facility with 112 affordable senior housing units, subsidized by the Department of Housing and Urban Development, serving low and moderate income senior citizens. The applicant will borrow \$13M for acquisition and capital improvements with CRC acting as the conduit for the tax exempt bonds. Approximately \$3M will be spent on renovations and \$10M on acquisition. Low and moderate housing will still be offered to the Senior Citizens. The project has the support of the City Council of Saratoga Springs. Mrs. Daly said that the next step is to go through the Capital Region Economic Development Council to make a request for an allocation of private equity tax exempt bonds. The project is expected to close within the 3rd quarter of this year. **On a motion by Mr. Lawler, seconded by Mr. DeLucia unanimous approval was given approving issuance of tax exempt revenue bonds by the Saratoga County Capital Resource Corporation to finance improvements to the Raymond Watkins Apartments.**

Ms. Scaccia said that the TANF summer youth employment program is for low income youth throughout Saratoga County. 90 youth were served last summer and she is hoping to have the same amount this summer as they received \$7,000 additional funds for the program. Applications went out to all of the school districts and an ad has been run in the paper. They will also be hosting a career day at SUNY Adirondack where youth can learn about in demand occupations and degree programs the college has to offer, job searching, resume writing etc. to make them self-sufficient after the program is over. **On a motion by Mr. Richardson, seconded by Mr. Lent unanimous approval was given to accept \$170,587 to run the TANF Summer Youth Employment Program and amend the Saratoga County Employment and Training budget in relation thereto.**

Ms. Scaccia said that the purpose of the SWW Workforce Development Board budget is to fund employees' salary, benefits, office expenses and other associated costs. The budget is \$118 less than last year and includes a marketing line for changes needed to their website. **On a motion by Mr. Wood, seconded by Mr. Lent unanimous approval was given to approve the SWW Workforce Development Board budget of \$97,635 for the program year 2016 and authorize agreements with Warren and Washington Counties to fund WDB Services.**

Ms. Scaccia said that the fee of \$7,745 for the agreement with JJ Young for administrative services for the WIB has been the same since 2011. Under the Workforce Innovation and Opportunity Act, counties are prohibited from providing these services therefore it must be contracted out. **On a motion by Mr. Lent, seconded by Mr. Wood unanimous approval was given to authorize a contract with JJ Young, LLC to provide administrative services for the Workforce Investment Board.**

Ms. Scaccia stated that Saratoga County will receive \$718,023.55 in funds this year to operate the programs for Youth, Adults and Dislocated Workers out of the Career Center. This is a reduction of \$95,999.85 from last year. **On a motion by Mr. Richardson, seconded by Mr. Lawler unanimous approval was given to accept workforce Innovation and Opportunity funds for the 2016 program year from July 1, 2016 to June 30, 2017.**

Ms. Scaccia said that the agreement of \$93,197.96 with Captain Youth and Family Services incorporates \$60,000 to run the program and provide services, and \$33,197.96 to provide paid work experiences to youth and administer the payroll for those services as required by WIOA. Captain is meeting all New York State performance measures for youth entering employment and youth receiving a degree or certificate. **On a motion by Mr. DeLucia, seconded by Mr. Schopf unanimous approval was given to authorize an agreement with Captain Youth and Family Services to administer the Workforce Innovation and Opportunity Act Youth Programs for the 2016 program year.**

Ms. Scaccia stated that both Warren and Washington counties have very positive youth programs. Agreement for Warren County will be \$211,268.77 with \$42,253.75 spent on work experience and the agreement for Washington County will be \$120,312.74 with \$24,253.75 spent on work experience. **On a motion by Mr. DeLucia, seconded by Mr. Richardson unanimous approval was given to authorize contracts with Warren and Washington Counties to administer the Workforce Innovation and Opportunity Act Youth Programs for the 2016 program year.**

Mr. Vanags gave a brief update on the Prosperity Partnership. He introduced Shelby Schneider as the Partnerships Director of Business Retention and Expansion. The Partnership is currently working with 17 active clients or projects, of which 11 are local or business expansion projects and 5 are attraction projects or clients. 1 project is a combination of the two. He said that the Partnership has 4 full time staff at this time, one part time staff and two summer interns.

Attraction

- Research has been done on warehouse and distribution companies. Will develop a call and reach out plan for the industries targeted.
- Multi-faceted marketing program in progress
- Consistent brand development recognizable locally, regionally and nationally in progress.
- Initial research and planning on developing a series of county base conference and trade shows.

Business retention and expansion

- Lead partners are Saratoga Chamber and Southern Saratoga Chamber. Have met with a number of businesses and over half require some assistance. The goal is to reach over 300 companies this year.
- Brand awareness, through use of social media and some advertising they have received many leads. Working with both Chambers to continue.

GLOBALFOUNDRIES AND Luther Forest Technology Campus

- Working with GLOBALFOUNDRIES and through own efforts by attending industry events. We have targeted over 20 companies to have one-on-one meetings in San Francisco at SEMICON West with two meetings set up so far.
- Multifaceted marketing program in progress.
- MTEC/Next Wave Center, working with GLOBALFOUNDRIES, SUNY and others to identify space within the Center that they can use for manufacturing technology education center.
- Identifying infrastructure needs at LFTC, will be leading an effort working with Malta, Stillwater and the County.

Government Relations

- Has met with Federal, State and Local government officials and agencies.
- Has met with various members of ESD and actively engaged in projects, NYSERDA as well as regional planning, transportation, mass transit and others.

Mr. Lawler said that he is excited about LFTC and bringing a greater level of detail on how the Park can be developed. One of the big goals is getting LFTC back on the radar as an ideal location for semiconductor or any other industries that the PDD legislation targeted.

Mr. Vanags reported that he meets with Mike Reylea on a bi weekly basis to coordinate their efforts. Mr. Vanags said that they will be utilizing the CFA process for funding sources, looking at 4 or 5 applications for the next wave project. Mr. Lawler said that they have companies committed to using the next wave facility when it is built, they are working with the State and a number of different entities to push the project along.

On a motion by Mr. Lent, seconded by Mr. DeLucia the meeting was unanimously adjourned.

Respectfully Submitted,

Therese Connolly, Legislative Clerk