

**Meeting of the Board of Directors  
December 17th, 2018  
Hampton Inn Board Room  
25 Lake Avenue, Saratoga Springs, 12866**

Meeting called to order at 3:35 pm by Chairman Kevin Hedley.

**Present:**

Chairman Kevin Hedley, Vice Chairman Brendan Chudy, Secretary Rita Cox, Treasurer Art Johnson, Penny Hill, David Wood, Rocco Ferraro, Josh Spain, Scott Ostrander, Jack Lawler Charles Wait, Kevin Tollisen, Anita Daly and Ed Kinowski

**Staff and Guests:**

Saratoga Partnership Staff: Martin Vanags, Shelby Schneider, Michele Battle, Mary Estelle Ryckman, Jennifer Kelley

Legal Counsel, Justin Miller; Smith Executive Services, Jennifer Smith;

Board Members absent: Scott Ostrander

A motion to accept the Minutes from October 15th was made by Charles Wait, and the motion was seconded by Rita Cox. On a voice vote, the motion passed unanimously.

The Treasurers report was presented by Art Johnson, and there were no questions regarding the treasurer's report. A motion to accept the Treasurer's Report was made by Rocco Ferraro, and the motion was seconded by Jack Lawler. On a voice vote, the motion passed unanimously.

Mr. Marty Vanags presented the Presidents Report where he highlighted on some of the current projects that the Saratoga Partnership is working on.

The Partnership met with Michele Madigan, Commissioner of Finance for the City of Saratoga Springs, Mike Sharp, Deputy Finance Commissioner, Saratoga Springs Supervisors Matt Veitch and Supervisor Tara Gaston to discuss the Saratoga Partnership's increased involvement in the Smart Cities Initiative that Commissioner Madigan initiated. Madigan is interested in continuing the collaboration but needs someone or some organization to help lead the effort. The initiative is a roadmap to make the City of Saratoga "Smart" through the application of technology that improves the efficiency of City operations, promotes the use of technology in everyday service delivery and provides technological enhancements to individual citizens. Marty Vanags emphasized the possibility of leading and coordinating the effort as long as we could apply it to the entire county.

Mr. Martin Vanags also brought to the boards' attention that the Partnership received a thank you letter from Upstate Preservation Hall (UPH) stating they received a donation. However, the check was not a donation, but rather it was a rebate from the IDA. Marty reiterated the and the check was an abatement check for their fee, and per the Partnerships policy, the funds were rebated back to the organization.

Vanags reported on a collaboration with Albany Can Code. A coding course will be introduced in Saratoga County and will run two evenings a week, for three hours a session. The group will work closely with the Saratoga Partnership, who will assist in recruiting students and connecting the programs graduates with potential employers in need of computer programmers – filling a critical need among Saratoga County businesses and providing a pathway for students to pursue exciting career opportunities.

Jack Lawler asked how we are promoting this program, Shelby Schneider responded indicating most promotion will occur using social media, our organizations website, Chamber and Small Business Association. meetings as well as having the flyer available at the Best Buy in Wilton.

Jack Lawler also asked what the demographic for this program is. Shelby Schneider explained that this program is for the under-employed in our area, as well as Veterans and high school graduates. The Partnership is also working with Saratoga-Warren Washington Workforce Development Board to promote this initiative.

Jack Lawler requested that we create a FAQ for the County Supervisors so that the program can be promoted on their municipal pages as well.

Mr. Marty Vanags went over the HOT LIST and noted that Project Pulp had a change in leadership, which resulted in the project slowing down while the company reorganizes and brings a new CFO up to speed. This will be delayed until after the New Year.

Other projects that are in motion are: a solar panel company looking for a manufacturing facility in Saratoga County, and a Sports Dome is finishing up on a place in the County to start their project, as well as another company looking to expand its operations and move into a larger facility.

The benefits of these projects would be the creation of 750 jobs in the county, 600 construction jobs as well as a 52 million dollar capital investment.

The Partnership's 2019 Budget was presented by Marty Vanags. Marty reviewed revenue and expenditures. and approved by the board. A motion to accept the Budget was made by Charles Wait and the motion was seconded by Art Johnson. On a voice vote, the motion passed unanimously.

A motion to adjourn to Executive Session to discuss personnel matters was made by Jack Lawler, and the motion was seconded by Penny Hill. On a voice vote, the motion passed unanimously. The meeting went into executive session at 4:15 pm

The Board came out of Executive Session at 4:50 pm.

Board Chair Kevin Hedley presented a Memorandum of Understanding with Saratoga Economic Development Corporation for consideration. Jack Lawler moved to approve the Memorandum of Understanding with the Saratoga Economic Development Corporation. Ed Kinowski seconded the motion. On a voice vote, the motion passed unanimously.

The meeting was adjourned at 4:52 pm.

Recording Secretary\_\_\_\_\_