



Meeting of the Board of Directors
December 16th, 2019
The 408 at Cantina
408 Broadway, Saratoga Springs, NY 12866

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 Ed Kinowski, Supervisor Todd Kusnierz, Rocco Ferraro, Charles Wait, Anita Daly, and Josh Spain

Staff and Guests:

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

Board Members Absent:

Supervisor Tim Szczepaniak, and Dave Wood

A motion to accept the Minutes from November 25th was made by Charles Wait, and the motion was seconded by Rocco Ferraro. On a voice vote, the motion passed unanimously.

The Treasurer's Report was presented by Treasurer Supervisor Art Johnson. Supervisor Art Johnson recapped the Saratoga Partnership's bills and recapped that we are ending the year mostly on target. There was a question asked about not receiving the additional funds from the County, and President Marty Vanags stated that it would be handled later in the meeting.

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

President Marty Vanags recapped on the Unity Meeting from December and highlighted that the committee discussed the Saratoga County Economic Development Alliance draft logos and also opportunities for co-location of both organizations in the future. Also, he stated that the next meeting of the Unity Committee will take place on December 20th at Adirondack Trust. The topics of this meeting will center around the Alliance Logo and branding, an update on co-locating the Alliance portal website, and the planned January announcement and roll-out of the new Business Retention program (led by the Saratoga Partnership per the MOU), the Alliance Website, and other material.

President Marty Vanags went on to tell the Board about Project Victory and the updates and progress so far. At a public hearing held at the Village of Victory on December 10th, the Saratoga



County Industrial Development Authority (SCIDA) adopted an inducement resolution to move forward with a 30-year Payment in lieu of tax (PILOT) agreement pushing this project forward to completion. The Saratoga Partnership was instrumental in getting this project approved by working with the Town of Saratoga, the Village of Victory, the Village of Schuylerville, the Schuylerville School District, and others in the community. While the thirty-year PILOT is not customary, the SCIDA Board felt the project was significant enough from an overall economic impact that it deserved the lengthier PILOT. Also, the developer made it known that "but-for" the 30-year PILOT provided, the project would not go forward. The project is likely to produce about 25-30 jobs, but for the purposes of the application, the job numbers were stated as eight. Also, there will be over 100 construction jobs over the two-year construction period, with most of the contractors hired locally.

Charles Wait proceeded to ask when the project will begin. President Marty Vanags stated that if the approval process moves forward, hopefully, they will start building in the fall of 2020.

President Marty Vanags went on to discuss workforce development and explained that we will be partnering with AlbanyCanCode and SUNY Adirondack to launch the first-ever Python for Data Analytics class. This class will cover the basics of Python (which is a very popular language at the moment) and teach how to use the language for the purposes of data analysis. AlbanyCanCode developed the course with input from MVP and GE so that it is in line with the skills employers need most. It will be entry-level for those looking to get into computer programming for the first time but is also designed for those students who have already taken front end web development and will allow them to develop their skill sets with a new language. AlbanyCanCode just received a wonderful donation of \$25k from SEFCU dedicated to Scholarships for Veterans interested in taking the course.

President Marty Vanags went on to introduce the MOU with G&G Lighting and the Start-Up NY program that works with SUNY Albany. Justin Miller created the Authorizing Resolution for the Start-Up NY Program Affiliation and the START-UP NY affiliation agreement. There was a discussion amongst the Board about liability for the Saratoga Partnership. Justin Miller assured the Board that this is not an uncommon agreement, and there are similar agreements in Troy and one in Saratoga that he is aware of.

A motion to accept the MOU and Affiliation Agreement was made by Charles Wait, and the motion was seconded by Penny Hill. On a voice vote, the motion passed unanimously.

The meeting was adjourned to executive session at 3:57 to discuss personal issues.

The Board reconvened at 5:09 pm

The meeting adjourned at 5:10 pm.

Recording Secretary _____