



**Meeting of the Board of Directors
November 15th, 2021, at 4:00 pm
Boardroom
40 McMaster St. Ballston Spa, NY 12020
Public Phone line: 1-978-990-5145
Access Code: 1840389**

Board Members Present:

Treasurer Rocco Ferraro, Steve Bulger, Eric Connolly, David Wood, Benny Zlotnick, Chair Maria Moran, Tim Dunn, Phil Barrett, Tim Szczepanek, Brendan Chudy, Jeremy Connors, Jeff Jones

Board Members Absent: Justin Baker, Penny Hill, Todd Kusnierz, Josh Spain, Tim Szczepanek

Saratoga Partnership Staff & Guests: Consultant Tim Dunn, Matthew Rose

Guests: Justin Miller, Legal Counsel, Harris Beach

Chair Maria Moran called the meeting to order at 4:02 pm

ADOPTION OF MINUTES

October 18th, 2021, Board Meeting

Dave Wood made a motion to accept the October 18th, 2021, minutes, seconded by Steve Bulger. No further discussion was made. On a voice vote the motion passed unanimously.

TREASURER'S REPORT – ROCCO FERRARO

Financial Report

The Treasurer's report was distributed, and Mr. Ferraro gave a brief overview of the Report. Mr. Ferraro discussed recent bill payments made by the Partnership. About half a dozen had gone out during the month of October, with some being reimbursable items. Mr. Ferraro stated rent payment had been made to the Saratoga County Chamber of Commerce and Mr. Dunn would be discussing rent with the Chamber shortly. Overall, there has not been much financial activity. Mr. Ferraro relayed that the Partnership has received the occupancy tax check from the County, however, it is not reflected in the financials for October because the check was deposited just outside those dates. Mr. Ferraro also shared that Mr. Rose has reached out to West & Company to start the 2022 audit process and a meeting will be held in the near future for the Audit and Finance Committee.

A motion to accept September's Treasurer's report was made by Jeremy Connors and seconded by Mr. Bulger. On a voice vote, the motion passed unanimously.

Management Report – Tim Dunn

Mr. Dunn briefly reviewed Administrative and Operational support that has been ongoing at the Partnership. The Partnership still has a sizeable USDA grant available and they have been approved for an extension on reporting requirements. Mr. Dunn shared that there is about sixty four thousand dollars left on the grant which is used to support emerging communities. Mr. Dunn

discussed amending the grant submission for a broadband study to assist smaller towns in the County. This resolution would be proposed to the board at the December meeting.

Mr. Dunn proposed the Partnership move the December meeting from December 20th to December 13th to assist with USDA reporting requirements. After a brief discussion amongst the Board of Directors, it was decided to move the next meeting to December 13th at 3:30pm.

Mr. Dunn shared that he has engaged in talks with the Saratoga County Chamber of Commerce regarding the space currently being rented by the Partnership. Mr. Dunn asked the board if there would be interest in canceling the current lease agreement. After further discussion it was determined that Mr. Dunn can explore this topic again with Chamber staff early in 2022.

Mr. Dunn then discussed outreach, marketing, and engagement efforts that have been made. Specifically those in the semiconductor market, agriculture, and tourism. Mr. Dunn stated there are opportunities available to support tourism and this could be accomplished working with other partners in the County. Mr. Dunn brought up the idea of sports tourism and identifying new opportunities to attract overnight stays and events.

Mr. Dunn explored strategic development and new program activities that will be upcoming. That includes LDC capabilities, research, NYSEG, Northern Border Regional Commission, and the creation of a working group.

After Mr. Dunn concluded the management report, Ms. Moran shared that she will be exploring the next steps needed to dissolve the Partnership's 401k. Ms. Moran will be coordinating with Mr. Miller and legal counsel on this process.

ADJOURNMENT

Steve Bulger made a motion to adjourn the meeting, seconded by Benny Zlotnick. On a voice vote, the motion passed unanimously.