

WARREN COUNTY BOARD OF SUPERVISORS

COMMITTEE: ECONOMIC GROWTH & DEVELOPMENT

DATE: FEBRUARY 23, 2012

COMMITTEE MEMBERS PRESENT:

SUPERVISORS TAYLOR
CONOVER
MONROE
WOOD
MASON

OTHERS PRESENT:

VICTORIA PRATT GERBINO, PRESIDENT, ECONOMIC DEVELOPMENT CORPORATION, WARREN COUNTY
PATRICIA TATICH, DIRECTOR OF PLANNING & COMMUNITY DEVELOPMENT
DANIEL STEC, CHAIRMAN OF THE BOARD
JOAN SADY, CLERK OF THE BOARD
SUPERVISORS DICKINSON
KENNY
MERLINO
STRAINER
WESTCOTT
DON LEHMAN, *THE POST STAR*
THOM RANDALL, *ADIRONDACK JOURNAL*
CHARLENE DiRESTA, SR. LEGISLATIVE OFFICE SPECIALIST

Mr. Taylor called the meeting of the Economic Growth & Development Committee to order at 9:34 a.m.

Motion was made by Mr. Monroe, seconded by Mrs. Wood and carried unanimously to approve the minutes of the previous Committee meeting, subject to correction by the Clerk of the Board.

Privilege of the floor was extended to Patricia Tatich, Director of Planning & Community Development, who distributed copies of the agenda to the Committee members; *a copy of the agenda is on file with the minutes.*

Commencing the agenda review, Ms. Tatich requested to amend Resolution No. 82 of 2010, which authorized an agreement with Adirondack North Country Association (ANCA) for the development of a Corridor Management Plan pertaining to the First Wilderness Scenic Byway, in order to reduce the amount of funding by \$14,017.18 and revise the scope of services. She noted she had presented the First Wilderness Scenic Byway Map at the previous Committee meeting and there was an extension to the term of the agreement resultant of the production of the map. Additionally, she continued, ANCA had hired another consultant to assist with the development of the Scenic Byway which resulted in the reduction in the amount of funding of approximately \$7,000 each year of the two year agreement. She noted the total amount of grant funding would be approximately \$46,000.

Motion was made by Mr. Monroe and seconded by Mr. Conover to amend Resolution No. 82 of 2010 as outlined above.

Mr. Conover asked for clarification if this was merely a reduction in the amount of grant funding and Ms. Tatich replied affirmatively. Ms. Tatich reported that in August of 2012 staff would advance the Byway Plan to the Federal Scenic Byway Committee for approval.

Mr. Taylor called the question and the motion was carried unanimously to amend Resolution No. 82 of 2010 as outlined above. *A copy of the resolution request form is on file with the minutes and the necessary resolution was authorized for the March 16, 2012 Board meeting.*

Ms. Tatich requested to amend Resolution No. 695 of 2008, which authorized the Warren County Planning & Community Development Department to act as project sponsor for the 400th Explore New York Reimbursable Grant and authorized an agreement with the New York State Department of Environmental Conservation (NYS DEC), to extend the term of the grant until January 31, 2012 in order to complete Quadricentennial projects in local communities. She noted the only remaining community to receive reimbursement was the Town of Queensbury who received their panels in January which necessitated an extension of the agreement.

Motion was made by Mr. Monroe, seconded by Mrs. Wood and carried unanimously to amend Resolution No. 695 of 2008 as outlined above. *A copy of the resolution request form is on file with the minutes and the necessary resolution was authorized for the March 16, 2012 Board meeting.*

This concluded the Planning & Community Development portion of the Committee meeting and the Economic Development Corporation portion of the meeting commenced at 9:38 a.m.

Privilege of the floor was extended to Victoria Pratt Gerbino, President of the Economic Development Corporation (EDC), who distributed copies of the agenda to the Committee members; *a copy of the agenda is on file with the minutes.*

Commencing with agenda item number I. A., Ms. Pratt Gerbino reported the EDC had initiated the Customer Contact Program and had met with 42 businesses of which 11 project opportunities had been derived. She added four of the project opportunities had been referred to the Local Development Corporation (LDC) and seven were ongoing EDC projects. One of the projects, she continued, had an assistance offer pending and an announcement was anticipated soon. She said four of the projects were at the point of the businesses finalizing their project numbers in anticipation of requesting economic development assistance. She noted for two of the projects, corporate was currently deciding whether or not to proceed with their investment plans.

Pertaining to agenda item number I. B., Ms. Pratt Gerbino commented that she had attended the New York State Economic Development Council Section Conference in Albany, New York in January of 2012. She informed of the Recharge New York Program which involved the replacement of power for jobs and noted 904 applications had been submitted in mid January. She added decisions as to who would receive the allocations were expected by February 10, 2012; however, she said, notification of the decisions had not been received. Ms. Pratt Gerbino stated she was a member of the International Economic Development Council and had attended the Annual Leadership Summit in January of 2012. She advised she had an opportunity to meet with several site selectors from around the country. She mentioned she would be attending the Industrial Asset Management Council (IAMC) dinner and conference in April of 2012 and she explained the IAMC was an organization for people who managed millions of square feet of real estate for multi-national corporations. She informed of the Semi-Advanced Semi-Conductor Manufacturing Conference and The World Semi-Conductor Council Meeting, both of which would be held in Saratoga Springs, New York in May of 2012. She noted The World Semi-Conductor Council Meeting was held annually and attended by the leaders of the semi-conductor associations of the United States, Korea, Japan, Europe, China and Taipei City, Taiwan. She said there had been discussion among the Capital District Region Economic Development Councils pertaining to ways to sponsor and become involved with The World Semi-Conductor Council Meeting. She noted the possibility of FAM (familiarization) Tours had been discussed.

Ms. Pratt Gerbino informed the EDC had written a grant application to the State and had received notification that funding was awarded in order to co-locate with a group of other economic development professionals in Warren and Washington Counties. She requested a resolution in

support of the co-location of economic development programs and services in both Warren and Washington Counties and to support the establishment of a new Revolving Loan Fund, contingent upon review and approval by the County Attorney. She advised the grant award included \$50,000 to cover the cost of the co-location expenses and \$250,000 in order to "seed" a Bi-County Revolving Loan Fund. She added the EDC, Warren County would have access to this Bi-County Revolving Loan Fund in addition to the Warren County Loan Fund and Washington County would also have access to the Bi-County Revolving Loan Fund in addition to the Washington County Loan Fund.

Ms. Pratt Gerbino stated the EDC had drafted a resolution as a template for the County Attorney's Office and she read the draft resolution to the Committee members; *a copy of the draft resolution is on file with the minutes*. Mr. Taylor asked when the final draft would be completed and Ms. Pratt Gerbino replied that Patricia Nenninger, Second Assistant County Attorney, was currently drafting the final resolution. She reiterated that she was requesting a resolution in support of the co-location of economic development programs and services in both Warren and Washington Counties and to support the establishment of a new Revolving Loan Fund, contingent upon review and approval by the County Attorney. She pointed out the grant was awarded to the EDC and the ESD (Empire State Development) was requesting resolutions of support from both Counties.

Following a brief discussion, motion was made by Mr. Monroe, seconded by Mr. Mason and carried unanimously to support the co-location of economic development programs and services in both Warren and Washington Counties and to support the establishment of a new Revolving Loan Fund, contingent upon review and approval by the County Attorney. *A copy of the resolution request form is on file with the minutes and the necessary resolution was authorized for the March 16, 2012 Board meeting.*

Continuing with the agenda review, Ms. Pratt Gerbino informed of the establishment of working committees of the EDC Board, as follows:

- ▶ Finance, Audit and Compliance Committee, chaired by Charles Barton;
- ▶ Investor Relations Committee, chaired by Kurt Jaeger;
- ▶ Product Improvement Committee, chaired by Chris Hunsinger;
- ▶ Prospects and Projects Committee, chaired by Jack Bieniek; and
- ▶ Marketing and Communications Committee, chaired by Arlene Girard.

Ms. Pratt Gerbino stated the EDC had initiated a new Investor Relations Platform in order to raise the private sector investment in economic development. She said it was her goal to establish a public/private economic development partnership in Warren County. She informed the EDC Annual Luncheon would be held on Thursday, May 17, 2012, from 11:30 a.m. to 1:30 p.m. at the Great Escape Lodge. She said the keynote speaker would be Darin Buelow, of Deloitte Consulting, who would discuss the topic of "Competing for Business Investment in 2012 and Beyond". She explained that corporate real estate executives tended to hire consultants, known as site selectors, to assist them with major investment opportunities. She noted Deloitte Consulting was one of the largest firms of this type and Mr. Buelow was their Principal & National Practice Leader.

Lastly, Ms. Pratt Gerbino updated the Committee on the LDC Loan Program by informing of an LDC Board meeting which had been held on February 17, 2012. She said the contract between the LDC and Keena Staffing had been executed and ensured compliance with PAAA (Public Authorities Accountability Act) and designated Keena Staffing as the employer. She added Keena Staffing had hired her to be the CEO (Chief Executive Officer) and Jennifer Switzer, Director of Finance for the EDC, as the CFO (Chief Financial Officer). She explained the CEO and CFO titles were required by PAAA for the administration of the Loan Fund. She stated the LDC Board approved new lending guidelines which would allow loans as low as \$3,000. She noted the name of the Loan Program

would be the Economic Development Loan Fund, as opposed to the MicroEnterprise Loan Program. She advised the new guidelines would focus on gap financing and would establish a maximum of 80% of project costs to be financed through the Loan Fund. Ms. Pratt Gerbino informed they were in the process of updating all of the marketing materials pertaining to the Economic Development Loan Fund.

Ms. Pratt Gerbino advised the Warren County LDC would partner with the Washington County LDC to operate the MicroEnterprise Assistance Program Training Course beginning March 19, 2012 at the Washington County Annex Building on Monday evenings from 6:00-8:00 p.m. for an eight week period. She said the LDC had taken over the Loan Fund Portfolio and had completed an independent audit. She added they would meet with the Business Review Committee to make recommendations to reconcile any discrepancies found during the independent audit.

Mr. Taylor pointed out there had been some confusion pertaining to Warren County's ability to operate in the MicroEnterprise world. He noted the new Economic Development Loan Fund would allow greater flexibility than the MicroEnterprise Loan Program. He informed of an ongoing project in Hudson Falls which had received approval from the Village of Hudson Falls and the Warren-Washington Counties Industrial Development Agency.

Mr. Monroe stated the proposed State purchase of the former Finch and Follensby Pond Lands would result in a loss of jobs in the Adirondacks and would impact the Finch Pruyn Mill and all of the small businesses within Warren County. He advised the State would purchase 65,000 acres of former Finch timberlands as well as an additional 15,000 acres of the Follensby Pond timberlands. He pointed out an article in *The Northeast Logger* written by Rob Davies, State Forester, which indicated there were three jobs for every one thousand acres of productive forest. He said if the land was purchased by the State and designated "Forever Wild", it would result in a loss of approximately 240 jobs in Warren County. He commented the purchase would have a significant negative impact on the economy of the Adirondack Region. He suggested the Economic Growth & Development Committee, the Legislative & Rules Committee and the Board of Supervisors adopt a resolution expressing concern with the proposed purchase and asking the Regional Economic Development Councils and the Governor to reconsider the proposed purchase. He mentioned an alternative which included conservation easements and would allow the land to remain productive forest. Mr. Monroe advised the proposed purchase would also eliminate 20 hunting and fishing clubs and destroy 200 hunting and fishing cabins. He pointed out the Board had adopted a resolution of opposition in 2011 (Resolution No. 146 of 2011); however, he added, the proposed purchase was anticipated to be completed in 2012 and he suggested a second resolution. Mr. Taylor requested a motion to refer the issue to the Legislative & Rules Committee.

Motion was made by Mr. Monroe, seconded by Mrs. Wood and carried unanimously to refer the issue of a resolution expressing concern with the proposed purchase of the former Finch and Follensby Pond Lands to New York State and asking the Regional Economic Development Councils and the Governor to reconsider the proposed purchase.

There being no further business to come before the Economic Growth & Development Committee, on motion made by Mr. Mason and seconded by Mrs. Wood, Mr. Taylor adjourned the meeting at 10:01 a.m.

Respectfully submitted,
Charlene DiResta, Sr. Legislative Office Specialist