

## WARREN COUNTY BOARD OF SUPERVISORS

**COMMITTEE: ECONOMIC GROWTH & DEVELOPMENT**

**DATE: OCTOBER 31, 2012**

---

---

**COMMITTEE MEMBERS PRESENT:**

SUPERVISORS TAYLOR  
CONOVER  
WOOD  
MASON

**COMMITTEE MEMBER ABSENT:**

SUPERVISOR MONROE

**OTHERS PRESENT:**

REPRESENTING ECONOMIC DEVELOPMENT CORPORATION:  
VICTORIA PRATT GERBINO, PRESIDENT  
JOHN WHEATLEY, ECONOMIC DEVELOPMENT SPECIALIST  
JENNIFER SWITZER, DIRECTOR OF FINANCE  
MICHAEL BORGOS, CHAIRMAN OF THE EDC BOARD  
CHARLES BARTON, TREASURER OF THE EDC BOARD  
JACK BIENIEK, VICE CHAIRMAN OF THE EDC BOARD  
JOHN DAVIDSON, CHAIRMAN OF THE HRLDC  
WAYNE LAMOTHE, COUNTY PLANNER  
PATRICIA TATICH, ASSOCIATE PLANNER  
DANIEL G. STEC, CHAIRMAN OF THE BOARD  
PAUL DUSEK, COUNTY ADMINISTRATOR  
JOAN SADY, CLERK OF THE BOARD  
KEVIN GERAGHTY, BUDGET OFFICER  
SUPERVISOR DICKINSON  
SUPERVISOR THOMAS  
JOHN STROUGH, QUEENSBURY TOWN COUNCILMAN, 3<sup>RD</sup> WARD  
DON LEHMAN, *THE POST STAR*  
CHARLENE DIRESTA, SR. LEGISLATIVE OFFICE SPECIALIST

---

---

Mr. Taylor called the meeting of the Economic Growth & Development Committee to order at 9:32 a.m.

Motion was made by Mrs. Wood, seconded by Mr. Mason 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 Wayne LaMothe, County Planner, 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, Mr. LaMothe requested an agreement between the Warren County Planning & Community Development Department and the Adirondack Gateway Council to provide technical services at the State billable rate of \$65 per hour. He noted the agenda packet contained an email from Ed Bartholomew, of the Adirondack Gateway Council, which listed the requested scope of services. He said the Department had provided some assistance to the Adirondack Gateway Council in the past and Mr. Bartholomew was requesting a contractual agreement. Mr. LaMothe explained the State reimbursable rate for grant programs changed on a quarterly basis and was based on fringe rates. He said he would like to apply the State reimbursable rate to any services provided to non-governmental agencies and he requested GIS (Geographic Information Systems) Services be reimbursed at cost, which was \$65 per hour based on the contractual agreement with Fountains Spatial, Inc. He stated the \$65 per hour was determined by the State billable rate which included salary and fringe benefits. Mr. Conover voiced his support of the agreement and commented that consolidated and centralized services were preferable.

Motion was made by Mr. Conover, seconded by Mrs. Wood and carried unanimously to authorize the agreement between the Warren County Planning & Community Development Department and the

Adirondack Gateway Council as outlined above. *A copy of the resolution request form is on file with the minutes and the necessary resolution was authorized for the November 16, 2012 Board meeting.*

Mr. LaMothe requested a resolution to establish the State grant program reimbursable rate for contract or other services provided to non-government entities, such as the Adirondack Gateway Council, and set a rate of \$65 per hour for GIS Services provided to non-governmental entities based on the State billable rate.

Motion was made by Mr. Conover, seconded by Mrs. Wood and carried unanimously to establish the billing rates as outlined above. *A copy of the resolution request form is on file with the minutes and the necessary resolution was authorized for the November 16, 2012 Board meeting.*

Mr. LaMothe requested to extend the existing contract with Fountains Spatial, Inc. to provide GIS technical services for up to fifteen hours of work per week, at the rate of \$65 per hour for a term commencing January 1, 2013 and terminating March 31, 2013. He noted that Sara Frankenfeld, of Fountains Spatial, Inc., had compiled a summary of the work she had completed thus far, which was included in the agenda packet. He said the vacant position had been advertised on the County website. He stated the contract with Fountains Spatial, Inc. included Departmental access to their entire staff. He pointed out that the cost of the contract was the same as the salary for the GIS Coordinator position. He said he wanted to extend the contract for an additional three months in order to explore the possibility of a distributed computer system. Mr. Conover asked if Ms. Frankenfeld had set up the original GIS system used by the Planning & Community Development Department and Mr. LaMothe replied affirmatively noting she had established the system when she was previously employed by the County.

Motion was made by Mr. Conover, seconded by Mr. Mason and carried unanimously to extend the existing contract with Fountains Spatial, Inc. as outlined above. *A copy of the resolution request form is on file with the minutes and the necessary resolution was authorized for the November 16, 2012 Board meeting.*

Mr. LaMothe commented the Department had collaborated with ANCA (Adirondack North Country Association) on a project to incorporate the existing Dude Ranch Trail Scenic Byway into the First Wilderness Scenic Byway. He said the next item on the agenda was a presentation of the First Wilderness Scenic Byway Program.

Privilege of the floor was extended to Patricia Tatich, Associate Planner, who gave a Power Point Presentation entitled, First Wilderness Scenic Byway Corridor Management Plan; *a copy of the Power Point Presentation is on file with the minutes.*

Ms. Tatich stated the First Wilderness Scenic Byway initiative began with a request from ANCA to include an area of the southeastern Adirondacks into the fifteen existing byways of the north country. She opined it was beneficial to adapt the First Wilderness Heritage Corridor (FWHC) into the State Scenic Byway Program as it would increase the eligibility for grant programs. In 2010, she continued, the Department completed the First Wilderness Scenic Byway Corridor Management Plan with the assistance of ANCA.

Ms. Tatich said the State Scenic Byway Program was created in 1992 and was guided by a State Scenic Advisory Board. She commented that the State Scenic Byway Program mirrored the National

Scenic Byway Program. She added the concept was to recognize the value of tourism as it pertained to the traveling public. The Programs were intended to identify roads with an exceptional traveling experience, she continued. She advised the National Scenic Byway Program had three levels of designation for roads: the All American Road; the National Scenic Byway; and the State Scenic Byway. She announced Warren County had one All American Road which was the proposed Lake George Loop of the Lakes to Locks Passage. She pointed out there were two State Scenic Byways in Warren County: the Central Adirondack Trail Scenic Byway and the Dude Ranch Trail Scenic Byway, which was in the process of being incorporated into the First Wilderness Scenic Byway. She explained the designation of the First Wilderness Scenic Byway would offer opportunities for increased signage and the creation of pull-off areas. She added ANCA would also promote the First Wilderness Scenic Byway and include links on their website.

Ms. Tatich stated the National Scenic Byway guidelines required the byway themes to be based on public intrinsic resources rather than private commercial enterprises. She said the existing Dude Ranch Trail Scenic Byway relied on the existence of privately owned equestrian centered facilities and resorts which were "frontier-based" visitor experiences within a limited geographical area. She continued by saying the "frontier-like" theme had been broadened to emphasize the Adirondack wilderness and the trade-based outposts in the communities along the Hudson River. She said the FWHC communities had established this theme through the Local Waterfront Revitalization Program (LWRP) which reflected more than 400 years of history.

Ms. Tatich reviewed the FWHC and the First Wilderness Scenic Byway Maps with the Committee members; *copies of both maps are on file with the minutes.* She said she anticipated giving this presentation to the State Scenic Advisory Board in January and she was hopeful the designation would be in place in 2013.

Mr. Conover asked if there would be a link on the Warren County Tourism website for the First Wilderness Scenic Byway and Ms. Tatich replied affirmatively. A brief discussion ensued.

Continuing with the agenda review, Mr. LaMothe mentioned that at the previous Committee meeting he had discussed the need to make some modifications to the Capital Funds. He said he and Paul Dusek, County Administrator, would discuss the details with the County Treasurer's Office and he would present a request at a future meeting.

Mr. LaMothe informed that Ms. Frankenfeld had scheduled a meeting with the Town Assessors on November 6, 2012 at 10:00 a.m. in the Human Services Building to discuss the possibility of a distributed computer system. He reminded the Committee that a distributed computer system would save the Towns the cost of licensing fees and would make updating the system more efficient. He stated there would be an initial cost in switching to a distributed computer system but he noted the development of a similar system was being completed by another county and would merely need to be altered for Warren County's use. A brief discussion ensued.

This concluded the Planning & Community Development portion of the Committee meeting and the Economic Development Corporation (EDC) portion commenced at 10:04 a.m.

Privilege of the floor was extended to Victoria Pratt Gerbino, President of the EDC, who gave a Power Point Presentation entitled, Economic Development Realities, to the Committee members; *a copy of the Power Point Presentation is on file with the minutes.*

Mr. Taylor noted this information had been requested at a recent Budget Committee meeting where a discussion had been held relative to the amount of funding allotted to the EDC.

Ms. Pratt Gerbino introduced members of the EDC Board of Directors, as follows:

- Michael Borgos, Chairman of the EDC Board;
- Jack Bieniek, Vice Chairman of the EDC Board;
- Charles Barton, Treasurer of the EDC Board; and
- John Davidson, Chairman of the HRLDC (Hudson River Local Development Corporation) which was part of the EDC.

Ms. Pratt Gerbino stated the work completed by the EDC was predicated upon the confidentiality of their customers, the private sector businesses of Warren County which were considering making investments in the community. She apprised that private sector businesses were averse to having the competition become aware of the investments they were contemplating. She said announcements pertaining to investments were made by the customers when they were ready for them to be public.

Ms. Pratt Gerbino explained the difference between Community Development and Economic Development, as follows:

- Community Development focused on building community capacity by addressing identified needs with investments in material resources and systems; and
- Economic Development was the process of creating wealth through the mobilization of human, financial, capital, physical and natural resources to generate marketable goods and services.

Ms. Pratt Gerbino said Community Development and Economic Development had similar desired outcomes and the efforts should dovetail to that end. She commented it was important to position our community as an attractive place to live and in doing so also portray it as a wonderful place for visitors to come and a good place for businesses to invest. Ms. Pratt Gerbino stated the EDC worked to influence growth and enhance the economic well-being of the community through purposeful intervention. She added the EDC's mission was to make it easy for private sector businesses to put their capital at risk in Warren County. She noted the Warren County EDC partnered with other counties for opportunities to attract large businesses to the area.

Ms. Pratt Gerbino informed she was a member of IAMC (Industrial Asset Management Council) which had more than 500 members who were important industry contacts. She noted the top site selection firms were also members of IAMC. She announced that two weeks prior she had attended the IAMC Fall Forum and had engaged with corporate real estate managers and company owners.

Ms. Pratt Gerbino reviewed the 2012 EDC projects, noting there were 15 projects for existing Warren County businesses and 13 projects pertaining to businesses they were attempting to entice to Warren County. She noted the EDC continued to assist 38 businesses with their benefits from the former Empire Zone Program. Ms. Pratt Gerbino reminded the Committee that Darin Buelow, of Deloitte Consulting, had been the keynote speaker at the EDC Annual Luncheon in May. In the time Mr. Buelow had spent touring the County, she continued, he had made visits to many local businesses and had toured the County's assets for businesses. She advised that Mr. Buelow had followed up with Empire State Development and she pointed out that this would not have been possible if Mr. Buelow had not spent the amount of time in the County as he had in May. She

reported the 15 projects for existing businesses involved \$46 million in investments and would create 400 jobs. She added the 13 projects pertaining to companies they were trying to entice to Warren County involved \$74 million in investments and would create 3,900 jobs.

Ms. Pratt Gerbino stated the EDC had impacted local development, as follows:

- the Floyd Bennett Airport Study was completed in order to determine ways to maximize economic opportunities and increase revenues at the Airport;
- purchase of the parking lot on Warren Street at the request of the City of Glens Falls in order to ensure there would be parking available for the redevelopment of the former Armory;
- an analysis was completed to determine the potential for and the uses and management of the Glens Falls Civic Center;
- \$147,000 in HUD funding was secured in order to complete safety and electrical improvements at the Glens Falls Civic Center;
- worked closely with the management of Tribune Media to retain 425 employees and provided assistance for them to site a new 60,000 square foot headquarters;
- secured more than \$345,000 in grant funding for eight projects in the City of Glens Falls which lead to \$42.8 million in investments;
- secured \$625,000 in grants to support the construction of the Queensbury Business Park;
- led the effort to expand the Foreign Trade Zone to include Warren County;
- facilitated an Intermunicipal Agreement that led to the siting of the Tech Meadows Business Park;
- secured \$885,000 in grants to support the Gore Mountain/North Creek Ski Bowl project; and
- secured \$300,000 in grants for the Warren-Washington Open for Business bi-county loan program.

Ms. Pratt Gerbino reminded the Committee the EDC had held a Business Plan Competition for one of the lots of the Queensbury Business Park. She advised the EDC had not received any business plans but they intended to have another competition after the election.

Mr. Conover thanked Ms. Pratt Gerbino for her presentation and suggested the Power Point Presentation should be emailed to all of the Supervisors. He said he appreciated the EDC's outreach to the communities.

Mr. Borgos stated he had been educated and inspired by Ms. Pratt Gerbino and he thanked her for the presentation as well. He said the presentation captured the work completed by the EDC. He stated the successes of the EDC were only visible when their customers made announcements pertaining to their investments. He distributed copies of a three-year EDC Campaign Brochure to the Committee members; *a copy of the brochure is on file with the minutes*. Mr. Borgos stated the EDC was not a County Department, they were a contracted vendor that provided economic development services. He said he was willing to meet individually with any of the Supervisors who required further information.

Mr. Conover commented the Business Plan Competition was beneficial and he was pleased the EDC would hold the competition a second time. Ms. Pratt Gerbino replied the Competition had been advertised in over 100 media markets but the timing of the competition was an issue. Mr. Mason mentioned the question repeatedly asked at the Budget Committee meeting which was how many jobs had the EDC's efforts created. He said he understood the confidentiality concerns but he suggested the EDC present information pertaining to job creation which no longer had confidentiality concerns. Ms. Pratt Gerbino pointed out the main concern of the businesses wanting to make investments was not the creation of jobs, it was the potential profit.

Mr. Taylor requested an overview of the administration of the former Empire Zone Program and Ms. Pratt Gerbino responded there were 38 companies remaining in the Program which represented \$383,021,000 in investments and the creation of 4,596 jobs, more than 50% of which were manufacturing jobs. Jennifer Switzer, Director of Finance for the EDC, said the businesses were required to file a business annual report which was how the EDC received the data and it allowed the State to monitor the incentives versus job creation. Ms. Pratt Gerbino explained the Excelsior Program was the replacement for the Empire Program; however, she pointed out, businesses which were still able to use the Empire Zone benefits were reluctant to make changes or investments which would make them lose those benefits.

Mr. Conover asked if the Foreign Trade Zone was a sub-zone and Ms. Pratt Gerbino replied affirmatively and added it was a sub-zone of the Capital Region. He suggested the EDC provide further information on the Foreign Trade Zone at a future meeting. A brief discussion ensued.

There being no further business to come before the Economic Growth & Development Committee, on motion made by Mr. Conover and seconded by Mr. Mason, Mr. Taylor adjourned the meeting at 10:47 a.m.

Respectfully submitted,  
Charlene DiResta, Sr. Legislative Office Specialist

## WARREN COUNTY BOARD OF SUPERVISORS

**COMMITTEE: ECONOMIC GROWTH & DEVELOPMENT**

**DATE: OCTOBER 31, 2012**

---

---

**COMMITTEE MEMBERS PRESENT:**

SUPERVISORS TAYLOR  
CONOVER  
WOOD  
MASON

**COMMITTEE MEMBER ABSENT:**

SUPERVISOR MONROE

**OTHERS PRESENT:**

REPRESENTING ECONOMIC DEVELOPMENT CORPORATION:  
VICTORIA PRATT GERBINO, PRESIDENT  
JOHN WHEATLEY, ECONOMIC DEVELOPMENT SPECIALIST  
JENNIFER SWITZER, DIRECTOR OF FINANCE  
MICHAEL BORGOS, CHAIRMAN OF THE EDC BOARD  
CHARLES BARTON, TREASURER OF THE EDC BOARD  
JACK BIENIEK, VICE CHAIRMAN OF THE EDC BOARD  
JOHN DAVIDSON, CHAIRMAN OF THE HRLDC  
WAYNE LAMOTHE, COUNTY PLANNER  
PATRICIA TATICH, ASSOCIATE PLANNER  
DANIEL G. STEC, CHAIRMAN OF THE BOARD  
PAUL DUSEK, COUNTY ADMINISTRATOR  
JOAN SADY, CLERK OF THE BOARD  
KEVIN GERAGHTY, BUDGET OFFICER  
SUPERVISOR DICKINSON  
SUPERVISOR THOMAS  
JOHN STROUGH, QUEENSBURY TOWN COUNCILMAN, 3<sup>RD</sup> WARD  
DON LEHMAN, *THE POST STAR*  
CHARLENE DIRESTA, SR. LEGISLATIVE OFFICE SPECIALIST

---

---

Mr. Taylor called the meeting of the Economic Growth & Development Committee to order at 9:32 a.m.

Motion was made by Mrs. Wood, seconded by Mr. Mason 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 Wayne LaMothe, County Planner, 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, Mr. LaMothe requested an agreement between the Warren County Planning & Community Development Department and the Adirondack Gateway Council to provide technical services at the State billable rate of \$65 per hour. He noted the agenda packet contained an email from Ed Bartholomew, of the Adirondack Gateway Council, which listed the requested scope of services. He said the Department had provided some assistance to the Adirondack Gateway Council in the past and Mr. Bartholomew was requesting a contractual agreement. Mr. LaMothe explained the State reimbursable rate for grant programs changed on a quarterly basis and was based on fringe rates. He said he would like to apply the State reimbursable rate to any services provided to non-governmental agencies and he requested GIS (Geographic Information Systems) Services be reimbursed at cost, which was \$65 per hour based on the contractual agreement with Fountains Spatial, Inc. He stated the \$65 per hour was determined by the State billable rate which included salary and fringe benefits. Mr. Conover voiced his support of the agreement and commented that consolidated and centralized services were preferable.

Motion was made by Mr. Conover, seconded by Mrs. Wood and carried unanimously to authorize the agreement between the Warren County Planning & Community Development Department and the

Adirondack Gateway Council as outlined above. *A copy of the resolution request form is on file with the minutes and the necessary resolution was authorized for the November 16, 2012 Board meeting.*

Mr. LaMothe requested a resolution to establish the State grant program reimbursable rate for contract or other services provided to non-government entities, such as the Adirondack Gateway Council, and set a rate of \$65 per hour for GIS Services provided to non-governmental entities based on the State billable rate.

Motion was made by Mr. Conover, seconded by Mrs. Wood and carried unanimously to establish the billing rates as outlined above. *A copy of the resolution request form is on file with the minutes and the necessary resolution was authorized for the November 16, 2012 Board meeting.*

Mr. LaMothe requested to extend the existing contract with Fountains Spatial, Inc. to provide GIS technical services for up to fifteen hours of work per week, at the rate of \$65 per hour for a term commencing January 1, 2013 and terminating March 31, 2013. He noted that Sara Frankenfeld, of Fountains Spatial, Inc., had compiled a summary of the work she had completed thus far, which was included in the agenda packet. He said the vacant position had been advertised on the County website. He stated the contract with Fountains Spatial, Inc. included Departmental access to their entire staff. He pointed out that the cost of the contract was the same as the salary for the GIS Coordinator position. He said he wanted to extend the contract for an additional three months in order to explore the possibility of a distributed computer system. Mr. Conover asked if Ms. Frankenfeld had set up the original GIS system used by the Planning & Community Development Department and Mr. LaMothe replied affirmatively noting she had established the system when she was previously employed by the County.

Motion was made by Mr. Conover, seconded by Mr. Mason and carried unanimously to extend the existing contract with Fountains Spatial, Inc. as outlined above. *A copy of the resolution request form is on file with the minutes and the necessary resolution was authorized for the November 16, 2012 Board meeting.*

Mr. LaMothe commented the Department had collaborated with ANCA (Adirondack North Country Association) on a project to incorporate the existing Dude Ranch Trail Scenic Byway into the First Wilderness Scenic Byway. He said the next item on the agenda was a presentation of the First Wilderness Scenic Byway Program.

Privilege of the floor was extended to Patricia Tatich, Associate Planner, who gave a Power Point Presentation entitled, First Wilderness Scenic Byway Corridor Management Plan; *a copy of the Power Point Presentation is on file with the minutes.*

Ms. Tatich stated the First Wilderness Scenic Byway initiative began with a request from ANCA to include an area of the southeastern Adirondacks into the fifteen existing byways of the north country. She opined it was beneficial to adapt the First Wilderness Heritage Corridor (FWHC) into the State Scenic Byway Program as it would increase the eligibility for grant programs. In 2010, she continued, the Department completed the First Wilderness Scenic Byway Corridor Management Plan with the assistance of ANCA.

Ms. Tatich said the State Scenic Byway Program was created in 1992 and was guided by a State Scenic Advisory Board. She commented that the State Scenic Byway Program mirrored the National

Scenic Byway Program. She added the concept was to recognize the value of tourism as it pertained to the traveling public. The Programs were intended to identify roads with an exceptional traveling experience, she continued. She advised the National Scenic Byway Program had three levels of designation for roads: the All American Road; the National Scenic Byway; and the State Scenic Byway. She announced Warren County had one All American Road which was the proposed Lake George Loop of the Lakes to Locks Passage. She pointed out there were two State Scenic Byways in Warren County: the Central Adirondack Trail Scenic Byway and the Dude Ranch Trail Scenic Byway, which was in the process of being incorporated into the First Wilderness Scenic Byway. She explained the designation of the First Wilderness Scenic Byway would offer opportunities for increased signage and the creation of pull-off areas. She added ANCA would also promote the First Wilderness Scenic Byway and include links on their website.

Ms. Tatich stated the National Scenic Byway guidelines required the byway themes to be based on public intrinsic resources rather than private commercial enterprises. She said the existing Dude Ranch Trail Scenic Byway relied on the existence of privately owned equestrian centered facilities and resorts which were "frontier-based" visitor experiences within a limited geographical area. She continued by saying the "frontier-like" theme had been broadened to emphasize the Adirondack wilderness and the trade-based outposts in the communities along the Hudson River. She said the FWHC communities had established this theme through the Local Waterfront Revitalization Program (LWRP) which reflected more than 400 years of history.

Ms. Tatich reviewed the FWHC and the First Wilderness Scenic Byway Maps with the Committee members; *copies of both maps are on file with the minutes.* She said she anticipated giving this presentation to the State Scenic Advisory Board in January and she was hopeful the designation would be in place in 2013.

Mr. Conover asked if there would be a link on the Warren County Tourism website for the First Wilderness Scenic Byway and Ms. Tatich replied affirmatively. A brief discussion ensued.

Continuing with the agenda review, Mr. LaMothe mentioned that at the previous Committee meeting he had discussed the need to make some modifications to the Capital Funds. He said he and Paul Dusek, County Administrator, would discuss the details with the County Treasurer's Office and he would present a request at a future meeting.

Mr. LaMothe informed that Ms. Frankenfeld had scheduled a meeting with the Town Assessors on November 6, 2012 at 10:00 a.m. in the Human Services Building to discuss the possibility of a distributed computer system. He reminded the Committee that a distributed computer system would save the Towns the cost of licensing fees and would make updating the system more efficient. He stated there would be an initial cost in switching to a distributed computer system but he noted the development of a similar system was being completed by another county and would merely need to be altered for Warren County's use. A brief discussion ensued.

This concluded the Planning & Community Development portion of the Committee meeting and the Economic Development Corporation (EDC) portion commenced at 10:04 a.m.

Privilege of the floor was extended to Victoria Pratt Gerbino, President of the EDC, who gave a Power Point Presentation entitled, Economic Development Realities, to the Committee members; *a copy of the Power Point Presentation is on file with the minutes.*

Mr. Taylor noted this information had been requested at a recent Budget Committee meeting where a discussion had been held relative to the amount of funding allotted to the EDC.

Ms. Pratt Gerbino introduced members of the EDC Board of Directors, as follows:

- Michael Borgos, Chairman of the EDC Board;
- Jack Bieniek, Vice Chairman of the EDC Board;
- Charles Barton, Treasurer of the EDC Board; and
- John Davidson, Chairman of the HRLDC (Hudson River Local Development Corporation) which was part of the EDC.

Ms. Pratt Gerbino stated the work completed by the EDC was predicated upon the confidentiality of their customers, the private sector businesses of Warren County which were considering making investments in the community. She apprised that private sector businesses were averse to having the competition become aware of the investments they were contemplating. She said announcements pertaining to investments were made by the customers when they were ready for them to be public.

Ms. Pratt Gerbino explained the difference between Community Development and Economic Development, as follows:

- Community Development focused on building community capacity by addressing identified needs with investments in material resources and systems; and
- Economic Development was the process of creating wealth through the mobilization of human, financial, capital, physical and natural resources to generate marketable goods and services.

Ms. Pratt Gerbino said Community Development and Economic Development had similar desired outcomes and the efforts should dovetail to that end. She commented it was important to position our community as an attractive place to live and in doing so also portray it as a wonderful place for visitors to come and a good place for businesses to invest. Ms. Pratt Gerbino stated the EDC worked to influence growth and enhance the economic well-being of the community through purposeful intervention. She added the EDC's mission was to make it easy for private sector businesses to put their capital at risk in Warren County. She noted the Warren County EDC partnered with other counties for opportunities to attract large businesses to the area.

Ms. Pratt Gerbino informed she was a member of IAMC (Industrial Asset Management Council) which had more than 500 members who were important industry contacts. She noted the top site selection firms were also members of IAMC. She announced that two weeks prior she had attended the IAMC Fall Forum and had engaged with corporate real estate managers and company owners.

Ms. Pratt Gerbino reviewed the 2012 EDC projects, noting there were 15 projects for existing Warren County businesses and 13 projects pertaining to businesses they were attempting to entice to Warren County. She noted the EDC continued to assist 38 businesses with their benefits from the former Empire Zone Program. Ms. Pratt Gerbino reminded the Committee that Darin Buelow, of Deloitte Consulting, had been the keynote speaker at the EDC Annual Luncheon in May. In the time Mr. Buelow had spent touring the County, she continued, he had made visits to many local businesses and had toured the County's assets for businesses. She advised that Mr. Buelow had followed up with Empire State Development and she pointed out that this would not have been possible if Mr. Buelow had not spent the amount of time in the County as he had in May. She

reported the 15 projects for existing businesses involved \$46 million in investments and would create 400 jobs. She added the 13 projects pertaining to companies they were trying to entice to Warren County involved \$74 million in investments and would create 3,900 jobs.

Ms. Pratt Gerbino stated the EDC had impacted local development, as follows:

- the Floyd Bennett Airport Study was completed in order to determine ways to maximize economic opportunities and increase revenues at the Airport;
- purchase of the parking lot on Warren Street at the request of the City of Glens Falls in order to ensure there would be parking available for the redevelopment of the former Armory;
- an analysis was completed to determine the potential for and the uses and management of the Glens Falls Civic Center;
- \$147,000 in HUD funding was secured in order to complete safety and electrical improvements at the Glens Falls Civic Center;
- worked closely with the management of Tribune Media to retain 425 employees and provided assistance for them to site a new 60,000 square foot headquarters;
- secured more than \$345,000 in grant funding for eight projects in the City of Glens Falls which lead to \$42.8 million in investments;
- secured \$625,000 in grants to support the construction of the Queensbury Business Park;
- led the effort to expand the Foreign Trade Zone to include Warren County;
- facilitated an Intermunicipal Agreement that led to the siting of the Tech Meadows Business Park;
- secured \$885,000 in grants to support the Gore Mountain/North Creek Ski Bowl project; and
- secured \$300,000 in grants for the Warren-Washington Open for Business bi-county loan program.

Ms. Pratt Gerbino reminded the Committee the EDC had held a Business Plan Competition for one of the lots of the Queensbury Business Park. She advised the EDC had not received any business plans but they intended to have another competition after the election.

Mr. Conover thanked Ms. Pratt Gerbino for her presentation and suggested the Power Point Presentation should be emailed to all of the Supervisors. He said he appreciated the EDC's outreach to the communities.

Mr. Borgos stated he had been educated and inspired by Ms. Pratt Gerbino and he thanked her for the presentation as well. He said the presentation captured the work completed by the EDC. He stated the successes of the EDC were only visible when their customers made announcements pertaining to their investments. He distributed copies of a three-year EDC Campaign Brochure to the Committee members; *a copy of the brochure is on file with the minutes*. Mr. Borgos stated the EDC was not a County Department, they were a contracted vendor that provided economic development services. He said he was willing to meet individually with any of the Supervisors who required further information.

Mr. Conover commented the Business Plan Competition was beneficial and he was pleased the EDC would hold the competition a second time. Ms. Pratt Gerbino replied the Competition had been advertised in over 100 media markets but the timing of the competition was an issue. Mr. Mason mentioned the question repeatedly asked at the Budget Committee meeting which was how many jobs had the EDC's efforts created. He said he understood the confidentiality concerns but he suggested the EDC present information pertaining to job creation which no longer had confidentiality concerns. Ms. Pratt Gerbino pointed out the main concern of the businesses wanting to make investments was not the creation of jobs, it was the potential profit.

Mr. Taylor requested an overview of the administration of the former Empire Zone Program and Ms. Pratt Gerbino responded there were 38 companies remaining in the Program which represented \$383,021,000 in investments and the creation of 4,596 jobs, more than 50% of which were manufacturing jobs. Jennifer Switzer, Director of Finance for the EDC, said the businesses were required to file a business annual report which was how the EDC received the data and it allowed the State to monitor the incentives versus job creation. Ms. Pratt Gerbino explained the Excelsior Program was the replacement for the Empire Program; however, she pointed out, businesses which were still able to use the Empire Zone benefits were reluctant to make changes or investments which would make them lose those benefits.

Mr. Conover asked if the Foreign Trade Zone was a sub-zone and Ms. Pratt Gerbino replied affirmatively and added it was a sub-zone of the Capital Region. He suggested the EDC provide further information on the Foreign Trade Zone at a future meeting. A brief discussion ensued.

There being no further business to come before the Economic Growth & Development Committee, on motion made by Mr. Conover and seconded by Mr. Mason, Mr. Taylor adjourned the meeting at 10:47 a.m.

Respectfully submitted,  
Charlene DiResta, Sr. Legislative Office Specialist