

**SARATOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY MEETING**  
**Saratoga County Planning Department**  
**50 West High Street, Ballston Spa, NY 12020**  
**December 12, 2023 – 8:30 a.m.**

**PRESENT:** Members: Chairman Rod Sutton, Phil Klein, Yvonne Manso, Erinn Kolligian, and Tom Lewis.

**STAFF & GUESTS:** Scott Duffy, CEO; Jeff Many, CFO; James Carminucci, Counsel to the Agency; Kimberly Lambert, Asst. Administrator; Greg Connors; SEDC; Frank McCleneghen, President, Active Solar; Paul Kruger, Director of Development, Active Solar; and Lori Eddy.

**ABSENT:** Kevin Tollisen; Mike Mooney.

**Approval of Meeting Minutes: October 17, 2023:**

Chairman Sutton called the meeting to order at 8:30 a.m. Chairman Sutton stated he would like to have a motion for the approval of the minutes of the meeting of October 17, 2023. Chairman Sutton asked if there were any changes or additions to those minutes. Mr. Klein made a motion to approve the minutes for October 17, 2023 as presented. The motion was seconded by Ms. Manso. As there was no further discussion, all were in favor and the minutes were approved.

**Munter Holdings: Final Resolution:**

Chairman Sutton stated the next agenda item is Munter Holdings Final Resolution. Mr. Carminucci stated they are moving forward with the project. The IDA preliminarily approved this back in April. They have obtained an \$8,000,000 loan from the Adirondack Trust Company. That loan amount is slightly higher than what was in the original application so the mortgage recording tax exemption they have asked for is about \$4,000 higher than what was described in the original application but he thinks it is a non-material change so this Resolution authorizes moving forward with the project and adding Chairman Sutton to sign all of the necessary documents. It is a ten-year manufacturing PILOT and they will be paying tax and PILOT payments based solely upon the assessed value of the land for ten years. The operating company here is Soleno. Mr. Klein questioned, is that physically where they stand right now? Mr. Carminucci stated he thinks they've done some land clearing. He hasn't seen a copy of the signed lease yet with Soleno which we obviously need. Chairman Sutton questioned if litigation is still going on though, is that settled? Mr. Carminucci replied he heard that it was settled. Ms. Kolligian stated they put a really nice berm blocking it, you can't see it coming up that street or out of that neighborhood at all and those houses shouldn't be able to see anything either.

Chairman Sutton then asked for a motion to approve the Resolution for Munter Holdings as presented. Mr. Klein made a motion to approve the Resolution. The motion was seconded by Ms. Kolligian. Chairman Sutton asked if there was any further discussion. There was no further discussion.

**RESOLUTION #1565**

RESOLVED, THAT the Saratoga County IDA accept the motion to approve the Resolution for Munter Holdings as stated and discussed be acted upon. The results of the roll call vote were as follows:

AYES: Ms. Manso, Mr. Klein, Mr. Lewis, Ms. Kolligian and Chairman Sutton.

NOES: None

ADOPTED: 5-0

### **Active Solar – (amended) Final Resolution:**

Chairman Sutton stated the next agenda item is the Active Solar amended application. Chairman Sutton asked Mr. Connors to discuss this next agenda item. Mr. Connors stated he is pleased to be joined here today by our client at Active Solar, Frank McCleneghen the President and Paul Kruger the Director of Development. Before you for your consideration and approval is an amended application. The original application you reviewed and considered in 2022. The client has come back to us today and has reported that they are prepared to proceed with the project in the Town of Malta. It is a reduced project. They are going to start with one building instead of the previously approved two. He would invite Frank and Paul to update the Board briefly on the purpose of the amendment and what your immediate plans are in Malta. Mr. Kruger stated we are before you today to talk about continuing the project but at a reduced scope. We are now looking at a 12,000 square foot building which combines both office and bronzing space. That is a change from the previous building which was 20,000 square feet. We think the building we are proposing today will suit our needs for the next three, four, five years at which time we would then proceed to develop the original main building at that site. Following our meeting last August, 2022, we closed on the land. We are now putting the project out to bid. We have selected a contractor. We hope to award that contract by the end of the year and break ground in January and then occupy that building in September 2024. We are still hitting or exceeding our projected hiring numbers as well as payroll. We think that is going to continue. Mr. Connors thanked Mr. Kruger. Mr. Connors spoke to the Board regarding the estimate of UTEP benefits sent to staff a week or ten days ago, he tried to also provide what the estimate of those benefits would be if approved by the Board. All of the estimates are lower obviously than what was previously considered and approved with of course as Mr. Kruger mentioned, the exception of the jobs. The jobs will be increasing which of course we are very happy to see. We are happy to answer questions that the Chairman or the Board members may have in this regard.

Mr. Duffy questioned when it comes time for the second building, will you anticipate coming back in front of this Board and asking for an additional PILOT or another PILOT? Mr. Kruger replied we would. Chairman Sutton questioned if the change in plans are based on what? Mr. Kruger replied we originally went at this right before everything went crazy in the building market so we were thinking about a \$4,000,000 budget. We went out to bid and it came in at \$6,000,000 and we said now is not the time. Let's let the market cool down. We also realized as the supply chain went nuts we needed to preorder a bunch of transformers and other items and have them in house which required warehouse which luckily we are in the industrial park in Ballston Spa at McCrea where we had a split office/warehouse and said we probably need to literally look at this design as our needs changed with supply chain and other things. He thinks that the other thing that happened is when the IRA came out, our shop had to go prevailing and is now this year transitioning to prevailing wage. Just to give you an idea of job numbers, we are looking at the average worker for us is probably making \$70-\$80,000, they will now be making \$120,000. It is great for the workers, a little more expensive for us. We also had to put in place an apprentice program or we had to go union. We looked at both avenues and we said let's do our own based to be a merit shop as opposed to a union shop and we implemented that all within the kind of a timeframe since we decided last. So, we are going into 2024 with setting up a trust for prevailing wage with fringe benefits. That trust cost is almost what some of the lower guys wages were on an hourly basis. Just a lot has changed. We retooled this based on the market changing.

Chairman Sutton stated refresh our memories, the jobs that you currently have now are how many about? Mr. Kruger replied these are actual numbers, 2023, 45 was the estimate last time we met. We are at 60 full-time employees. The payroll number is a little down from our projected amount mainly due to a timing issue of hiring staff. It came on a little later than we thought but if you look forward beyond that, usually the prevailing wage increase in 2024 so we are actually quite a bit, almost a million above what our wage projection was from the 2022 application. The building also is aesthetically similar to the main

building we will be building in the future. It is a clear span on the inside so we can demise that space as we need as we go forward so it will add some flexibility to overall campus plan. Mr. McCleneghen added that his goal for the property itself is to create and take this building and that will become the construction company's main building as we move into the bigger building in the future. Chairman Sutton questioned if this was adjacent to the Malta Speedway. Mr. McCleneghen replied right. Chairman Sutton questioned if their projection of sales have been steady all along? Mr. Kruger replied we have continually increased. What is happening is the amount of projects that are in this State is exceeding the amount of contractors who are qualified to do projects so there is a lot of medium scale electrical contractors but they don't necessarily have the qualifications to go work for investor grade clients which we have been doing for six or seven years now. Our bookings for 2024 are pretty amazing so he expects the construction company to grow on bigger scales than the development company because on the development side we are infringing on other states as we kind of have saturated certainly the capital district, eastern portions of the State. We are in the central northern portion of the State now and kind of southern tier but that has got maybe a three to four year window. Plus, now we are now in New Jersey and targeted Maryland and Delaware.

Chairman Sutton questioned if they were able to find the employees that can fit your needs? Mr. McCleneghen replied we are, we are hoping that maybe with an upgrade in pay to get a different class of employees as well. People we are calling journeymen aren't necessarily journeymen, so we are hoping that we can attract some people from the other trades as we go to a prevailing wage. Chairman Sutton asked if there were any further questions? There were no further questions.

Chairman Sutton then asked for a motion to approve the Resolution for Active Solar (amended) as presented. Mr. Lewis made a motion to approve the Resolution. The motion was seconded by Ms. Manso. Chairman Sutton asked if there was any further discussion. There was no further discussion.

#### **RESOLUTION #1566**

RESOLVED, THAT the Saratoga County IDA accept the motion to approve the Resolution for Active Solar (amended) as stated and discussed be acted upon. The results of the roll call vote were as follows:

AYES: Ms. Manso, Mr. Klein, Mr. Lewis, Ms. Kolligian and Chairman Sutton.

NOES: None

ADOPTED: 5-0

Mr. Connors questioned Chairman Sutton for the benefit of the clients, what would be their next step? Mr. Carminucci replied you are looking to close in January, correct? We are all set as this is the final action because of the Resolution authorization to sign all the necessary documents, so it is really in his hands to get it done with you and your attorney. Mr. Connors replied to Mr. Kruger to coordinate with Mr. Carminucci. Mr. Kruger replied he will. The Board thanked the applicants.

#### **Sponsorship for Saratoga County Planning & Zoning Conference:**

Chairman Sutton stated the next agenda item is sponsorship for the Saratoga County Planning & Zoning Conference. Ms. Lambert stated as you can see the Planning & Zoning Conference will be on January 31, 2024 and there is an opportunity for the IDA along with the SEDC and in talking with Mr. Connors coming up with sponsorship ideas for our organizations to become involved. One of the things that we felt was needed for a Planning & Zoning Conference to help out with was actually to have some boosted internet service then that way some of the courses and training sessions that we have are more interactive. We came up with that idea. In splitting that idea, we came up with \$1,300 and SEDC has said that they are willing to put that money forward and the ask here today is for the same \$1,300. Mr. Lewis stated we have a jeopardy session and what this does is allow the audience to answer electronically before they get

the right answer so it can really involve everyone in the room. We think that is an asset. Mr. Connors stated they are very happy to support and sponsor as Ms. Lambert has reported to make the event more efficient and more interactive, we are certainly happy to participate in that regard. Mr. Lewis stated we have also asked Mr. Connors to in future years to come up with one of the sixteen time slots that is something which is really economic development focused as opposed to how it has been the last seventeen years which is just land use based. Mr. Connors replied we are happy to do that.

Chairman Sutton then asked for a motion to approve the financial commitment for the project as presented for the Planning & Zoning Conference in the amount of \$1,300. Ms. Kolligian made a motion to approve the financial commitment in the amount of \$1,300 as presented and discussed. The motion was seconded by Ms. Manso. Chairman Sutton asked if there was any further discussion. There was no further discussion.

#### **RESOLUTION #1567**

RESOLVED, THAT the Saratoga County IDA does approve the financial commitment in the amount of \$1,300 as presented. All were in favor and the motion was unanimously approved.

#### **NYS Economic Development Council Membership:**

Chairman Sutton stated the next agenda item is the NYS Economic Development Council Membership. Ms. Lambert stated last year the IDA did approve membership to the NYS Economic Development Council for \$1,250.00. We have received another invoice for that if the IDA chooses to continue with that membership. Mr. Klein questioned if the price stayed the same. Ms. Lambert replied yes. Chairman Sutton asked if there were any questions on renewal of the NYS Economic Development Council membership fee as invoiced? There were no further questions.

Chairman Sutton then asked for a motion to approve the payment of \$1,250.00 for the membership renewal fee as presented. Mr. Klein made a motion to approve the payment of \$1,250.00 to NYS Economic Development Council as presented and discussed. The motion was seconded by Ms. Manso. Chairman Sutton asked if there was any further discussion. There was no further discussion.

#### **RESOLUTION #1568**

RESOLVED, THAT the Saratoga County IDA does approve the payment of \$1,250.00 for the membership renewal fee to NYS Economic Development Council as presented. All were in favor and the motion was unanimously approved.

#### **Chairman's Report:**

Chairman Sutton stated the next agenda item is the Chairman's Report. He just wants to do a little recap of what we did in 2023. We approved Kersia USA and AgroChem, it was a 10-year manufacturing PILOT. Probably about 5-6 jobs in the next couple of years. GMS Realty/Green Mountain Electrical Supply was approved and we have an assignment of a 5-year PILOT there. Hermes Development started with 40 employees and now they are increasing five employees per year for the next three years for a total of about 15 employees. Munter Holdings which we just talked about a few minutes ago and Soleno. That project is going to be a really good project coming in from Canada and the second year of employment should have 22 increased jobs in that facility and another 13 in the third year. We had Active Solar which we just approved and the good news there is it looks like they are very busy and they are going to be extending their job increase and force. We have an ongoing project with the CHPE that is going to be

pretty much settled. Mr. Carminucci stated we have heard the easements, they were signed, they have yet to identify land interest that we are acquiring interest in so that is now on hold. We have technically closed with them in escrow but our documents have no real property schedules attached to them because they have not yet provided what we are taking an interest in. He doesn't know how long it will take to work out. Mr. Duffy questioned can we take a position that they can't get on the property until they do that. Mr. Carminucci replied no they told us along that this is how it would develop so they know at some point they have to come back to us and actually firm that up. He doesn't really know how long that is going to take. He hasn't heard anything on that since we closed. The only thing that has been happening is a request for sales tax agency appointments and then this easement that you granted on the rail line up in Moreau which is sort of unrelated to what you approved in terms of a PILOT, that is two separate things. Mr. Klein questioned if there are any local issues. Ms. Kolligian stated it has been almost four years of the cart before the horse. She stated we showed you guys we offered that open house in Wilton, not overly attended but no people are calling. She thinks it will get a little dirty once it actually starts happening.

Chairman Sutton continued the big project that we sponsored was the Economic Impact Study and the turnout for that was very, very good and including SPAC and including the Casino and also the Battlefield was a big improvement to the study itself. It really kind of broadened to study to see and get a better snapshot of what goes on in Saratoga County in the summer months and year-round for that matter as the Casino is year-round. That was well received and he does appreciate all of your help and all of your support through these projects in the past year. This Board has a tendency to move things along, we need more applications, and we will hopefully in 2024 be looking for a strong economic year for this Committee to help the Economic Development of the County and the area. Thank everyone for all of your hard work with this and thank you. Ms. Kolligian questioned Mr. Carminucci if CHPE offered any money for the easement. Mr. Carminucci replied yes, we received a check. Ms. Lambert stated she thinks we received a check in the amount of \$2,649.00. Mr. Carminucci stated it is based upon some formula that they have set up. Ms. Kolligian stated \$8,800 an acre for a temporary easement, \$44,000 an acre for a permanent easement. They did a median range for all of Saratoga County and then it is negotiable from there for each landowner based on impact. The Town of Wilton will get \$14,000 for all of our crossings and that is it. Mr. Klein questioned if we could get an update sometime in February from the Chamber of Commerce in regards to the preparations they are making for the Belmont? Chairman Sutton stated he and Mr. Connors spoke of that before the meeting and we will defer that for Mr. Connors later in this agenda. Mr. Klein replied thank you.

### **CEO Report:**

Chairman Sutton stated the next agenda item is the CEO Report. Mr. Duffy stated he is going to pass around the conflict of interest forms, the fiduciary acknowledgement forms and then the Board Evaluation documents. He knows we are missing a few people here but I'll get these in the hands of the people who are not here. You don't have to fill it out right now, you can bring it to the January meeting if you want. Outside of this, as far as subcommittee goes, there are nominations for anyone who wants to be a part of that or not be a part of that. Ms. Lambert stated she put it on there based on last year's agenda. Chairman Sutton stated we will do the subcommittee nominations in the organizational meeting in January. Ms. Lambert stated there are also three Board members that are up for reappointment. Chairman Sutton replied right. Mr. Duffy stated that concludes his CEO Report.

### **CFO Report:**

Chairman Sutton stated the next agenda item is the CFO report. Mr. Many stated our November financial report was provided this morning and he apologized for it being late. We still have our cash in the bank

which is roughly \$5,000,000. At the end of November, we had collected pretty much all of the PILOT payments and had not disbursed them until December, but those will all be taken care of.

The other thing was we did get an inquiry from the ABO regarding our reporting. We are in the process of wrapping up that response and it is pretty much ready to go.

A couple of things, on the banking front, priority pay should be in effect once we have the online banking that we are going to set up so that we can at least view what our activities are online without having to call the bank and things like that. That basically will alleviate any exposure on fraudulent checks going through that we did not submit to Saratoga National will be rejected. It runs about \$40 a month but with the money we have in the bank it is a good insurance policy.

The one other thing we have is the renewal of a CD that we will be sending out to bid in the near future. It was a successful year. Chairman Sutton questioned if everyone has signed the signature cards for the various accounts. Mr. Many replied he has to check Ballston Spa. Mr. Duffy stated Saratoga National is done.

Chairman Sutton asked if there were any questions of Mr. Many on the CFO Report. There were no further questions.

### **Administrator Report:**

Chairman Sutton stated the next agenda item is the Administrator Report and PILOT updates. Ms. Lambert stated all of our PILOT payments have come in and so those are all set. Mr. Many has graciously put all of the checks together for those distributions. Those are all set and of course we will be setting up all of our letters to get ready for the tax rates that come out in January for our Towns/City and County billings.

As far as projected closeouts and reconveyances for 2024, 19 Railroad Place has reached it's ten-year participation rate and SSP as well. Also, Summit of Halfmoon, their lease expires at the end of December. For 2023, the reconveyances that we had was Enfranchisement, PeroxyChem, Land Remediation, and PDRN, that was handled at the beginning of the year. The other ones, she is sure Mr. Carminucci will be contacting them. With the billings that go, because this will be the last billing for some of these, it does say in our letter to have their counsel contact our legal counsel to arrange for that. As some of the regulations that have changed with IDA's last year, letters have gone out certified mail to make sure they are done two years ahead of time so the taxing jurisdictions are aware that these are going to be coming up and to plan for that.

Insurance certificates, everybody is current and up-to-date. Mr. Klein questioned where does the City of Saratoga Springs stand? Mr. Carminucci replied as far as he knows the lawsuit it still out there, he doesn't know that has been settled. He saw an article about it a few months ago in the paper indicating that it was still outstanding. This is the Article 78 that the School District brought against the City because the City failed to move on the Quad Graphics property over to Roll Section 8 which messed up the School District's budgeting. Mr. Klein questioned if the School District was suing the City? Mr. Carminucci replied yes.

**Agency Counsel:**

Chairman Sutton asked Mr. Carminucci to discuss the next agenda item for Agency Counsel. Mr. Carminucci stated he doesn't really have any updates other than what we spoke about. We do have a closing coming up on Munter, probably next week. It sounds like Active Solar will be January and he doesn't know if we have anything else outstanding that hasn't closed. Mr. Duffy replied he doesn't think so. Mr. Carminucci replied that is all other than the CHPE that we discussed.

**SEDC – Pending Applications:**

Chairman Sutton asked Mr. Connors to discuss the next agenda item for SEDC – pending applications. Mr. Connors stated first of all he wanted to extend the thanks and appreciation of our Board of Directors to the members of the SCIDA for a very successful 2023. With the action that you took this morning on Active Solar, we have enabled just over \$308,000,000 in projects this year and have created approximately 760 full-time jobs. Of course, we couldn't have enabled that or created those job opportunities without the support of the County IDA and the Clifton Park IDA and the Mechanicville Stillwater IDA, so we wanted to thank you for that. We do anticipate an active 2024 as he has reported to this Board previously. One of his tasks in early 2024 is to take a look at our bylaws and consider and ask our membership to consider amending our bylaws to expand the sectors that we can support. As that work is in progress, he will share with Mr. Duffy and share with Mr. Carminucci and Chairman Sutton what we are working on because he thinks while industrial and manufacturing which are stated now in our bylaws are significant successful projects that we can all point to across the County. He thinks there are other sectors that we can help, as well. We will be pursuing that.

Mr. Connors stated to give you an update on our Camoin Report. It is moving along nicely. We've now targeted the middle of January for a final report publication. He will have a draft report for consideration and for markup on December 20<sup>th</sup>. With permission from Mr. Duffy and Mr. Carminucci he would like to share that draft report with both of you and ask you to maybe help edit it. It sounds to be very exciting. When he gets to that particular point in his report, he has asked them in our weekly update yesterday to see if they could include in the report the estimated economic impact of the Belmont Festival here in Saratoga County, not as an appendix to the report but really as part of the report because of the number of the sectors that we are speaking of and considering expanding in will be very much a part of the Belmont Festival. He thinks that will be very helpful.

Mr. Connors stated he is also very pleased to report that as of January 1<sup>st</sup> we will be relocating our office from the Grande Industrial Park to 517 Broadway, Suite 203 he thinks. You will all recognize that as being the second floor of Tom Roohan's real estate office on Broadway kitty-corner from the City Center. Our signs are already up thanks to Tom and we are beginning the relocation process as we speak. We are very excited about that. Staff is very energized being back on Broadway in Saratoga. It was one of his primary objectives when he took this job a few months ago. It has energized the staff and it is certainly an idea whose time has come and he is happy to report that we are going to be able to check that box very soon.

Mr. Connors stated to Chairman Sutton, if this is the appropriate time to talk about the Belmont or we can do it in other business. Chairman Sutton replied just going back to your year and things like that. Robin Cooper is taking a new position at Stewarts. Do we have someone designated at the Business Review that handles Saratoga County that we know of? Mr. Connors replied Chelsea Dianna if she is pronouncing

her last name correctly interviewed him a month or so ago and reported to him at that time she was taking over his beat. She was hopeful. She has several beats now. She would prefer the Saratoga County business beat which was Robin's beat over the others. They are recruiting at the Business Review now for new reporters that she thinks will take some of the load off of her, but right now Chelsea is responsible for business here in Saratoga County. He has had a couple of conversations with her. Mr. Klein questioned what was her previous background or where did she work there? Mr. Connors replied she had Albany and Rensselaer County and she also had new hospitality ventures as she described it to him. He doesn't know exactly what that is. He spoke to Robin about her when she asked him to be interviewed. He did some background and asked Robin and he said she is very fair and very efficient and he found that to be accurate, at least in the few interactions he has had with her. For now, and he thinks going forward, if she has her way, it will be Chelsea for the Business Review. Chairman Sutton stated and you'll be reporting the successes SEDC has had in this past. Mr. Connors replied yes, he would like the report to speak for itself as sort of a jumping off point of our successes that we've had over the last several years, so yes, we will be doing an annual report that we will be distributing to the members and providing to the media for publication. Chairman Sutton thanked Mr. Connors.

Chairman Sutton then asked Mr. Connors to discuss any information he has on the Belmont Stakes that he could share with the Board, we can do that right now. Mr. Connors replied he can. He is very pleased to report that we have formed a committee that includes himself from SEDC, Todd from the Chamber, Darryl from Discover Saratoga, Deann from the Downtown Business Development Association and we have had a number of conversations with NYRA on what they are planning. Our committee is going to be sort of an operational and a logistics. We are going to try to manage what NYRA has defined to us as a significant event. They are calling it a Homeland Security Event and he guesses that is tied with the number of people that are not only going to be on track but also in the area. They have confirmed for us that they are only going to allow 50,000 people within the fence line. It is going to be a four day event with of course the Belmont being on Saturday. NYRA is planning a full card of races on Sunday and the track is going to be open free to the public with the hope that local residents, regional residents would be able to enjoy a day at the races the day after the Belmont. They have mentioned to us some, in his view anyways, some staggering numbers. They anticipated 200-250 members of the international media and national media in town. Between 300-325 NYRA employees will be needed on that day. Housing is a major concern, where are we going to put these people? He heard some numbers yesterday which he hasn't independently confirmed. He will share them with you with the caveat that he hasn't independently confirmed them. Most of the hotels in the City of Saratoga are already sold out and the rack rates per night are staggering. \$2,200 a night at the Racino. \$2,000 a night at the Adelphi. \$779 a night at the Holiday Inn. Ms. Manso questioned, are they doing a four-night minimum? Ms. Kolligian replied the Adelphi is three. Mr. Connors replied he doesn't know about the hospitality industry. He knows that NYRA is going to be putting packages together and that in order for you to be on track day of, you are going to have to buy a package, whether that is just two days of racing or three days of racing, he doesn't know. From the hospitality point of view, it is certainly going to be our opportunity to showcase Saratoga Springs and Saratoga County. Our group is working on that right now. We've toured with some consultants of several venues which include the Casino, the City Center, UPH. We are thinking of a sort of Hats Off kind of thing for Thursday and Friday to attract visitors downtown. We have had some assurances from City Officials that they will be very aggressive in traffic planning, meaning closing roads, many roads with the City center itself. The projection is of upwards of 75,000 visitors if it is a non-competitive Triple Crown. If it is a competitive Triple Crown, it is going to push that number, according to NYRA, up to 100,000. NYRA, at least again, his personal opinion, the impression he got from NYRA is they are considering this just another American Pharoah Travers. It's a big deal on track.



For those of us charged with the economic opportunity outside the fence line, it is going to be a little bit more than that. 125 corporate jets, where are we going to put those. He thinks at least the information that he will continue to share with the group, we are ahead of the game as far as our local organization is concerned. There is transportation that we have to get our arms around. There is medical. We've got the formation of a pretty efficient operation, but it is a big deal. As we spoke yesterday at our meeting, it can be pretty easy to mess this up. Chairman Sutton agreed this has to be pretty well thought out.

Mr. Connors continued we certainly want to put our best face on our production, he'll call it that, for the four days, because while it's not official yet, also 2025. The Governor of the State of New York and Empire State Development, we've contacted them all. Of course, the Governor has taken a leadership role here and has instructed Empire State Development to be cooperative with our efforts. We've got that going for us. He doesn't know what kind of aspect this Homeland Security thing will provide, but they were here for American Pharoah and it wasn't much of a big deal. It's exciting but there is a lot of work to be done and we are going to put our best foot forward and our best face on Saratoga Springs and Saratoga County. One of the other things that we were talking about over the past month and a half is that this is really not just a Saratoga County event, if this is a competitive Triple Crown, there is not going to be a hotel room, an Airbnb or a parking space in Walmart for an RV between Albany and Lake George. It will be a challenge for us, but he thinks we are getting ourselves organized.

Our committee will expand as we continue to work on this project together, but it is a great opportunity for us. Mr. Lewis stated obviously Mr. Bulger is heavily involved with this. Mr. Connors replied yes, thank you for bringing that up. Mr. Bulger is also a member of our group and he is happy to say that the County in their 2024 budget which will be voted on tomorrow by the Supervisors, has \$25,000 in there specifically to support our effort. It is exciting when you start thinking about everything that we need to do. He heard an interesting thing yesterday. The Canfield Casino has a wedding booked for Saturday and obviously their facility as of yesterday would not be available for Belmont use. The reservation coordinator said I don't know if they've got room blocks already secure or if they are waiting until the first of the year to get a room block. But, if they reach out to any of these hotels and say where could we put the wedding party. We put our name on the list at the Casino if for some reason the wedding reception decides to go somewhere else. It's exciting, there are a lot of moving parts as you can expect right now, but the organizations that the Community relies on the most are all working together and coordinated to deliver a good product for us. Mr. Klein questioned what about CDTA?

Mr. Connors stated yes we've talked regarding shuttle buses, we've talked a little bit about if somebody is staying at the Desmond and wants to get to the track and what kind of traffic congestion are they going to face, maybe one or two trips from the Desmond as a gathering point for people in Albany County, get on the bus and bring them up. We've got all of those things sort of on the wall but we haven't really finalized anything yet. NYRA was very sensitive to the fact that we not talk about anything we were doing until the Governor made the announcement and the Governor held off on the announcement because there were two regulatory approvals, he thinks the gaming commission and racing and wagering had to sign off on it and they didn't sign off on it until they had a meeting. Then they didn't want to do anything in advance of the Breeder's Cup, so once the Breeder's Cup was finished and once the regulatory approvals were in place, that is when the Governor made the announcement. We think that probably within the next couple of weeks, maybe close to the first of the year, our little group will make a public announcement and maybe have a press conference on what we are trying to do because there is a lot of concern right now from us locals. Am I going to be able to buy a gallon of milk, am I going to be able to drive to medical, that kind of thing. We want to give the locals some assurance that we are

organized. We are going to try to pull this thing off without much disruption to the locals but this is a big deal. He is really looking forward to what Camoin is going to be able to tell us in that economic impact report because he has a ton of questions particularly from the media, what is the dollar impact. He has no idea. He is hopeful that Camoin will be able to put some meat on that bone so we will be able to have something to say. Shortly after the first of the year we are thinking of a press conference that will assure the public, at least the regional public, that it is not going to be Armageddon, although it could be. That's great, we think that, and we are planning on at least the draw party which is that Tuesday to really be the kickoff of the weeks' events. No identification yet where and that is of course controlled by the racing and wagering board and NYRA. We are thinking the Racing Museum. The Racing Museum had already got a series of events. We are meeting with them next week to hear and get a list together. These are all of the things that are happening and this is where they are happening so that we can keep the public fully informed. It is an international event and no question about it, it is going to be a lot of money that will be in the region during that period.

Mr. Lewis stated as a group of you and Todd and Darryl, is there a designated leader of that group, someone who is the Chairperson? Mr. Connors replied well nobody has raised their hand yet. Mr. Lewis replied how about you? Mr. Connors stated he thinks the group will probably have somebody. We just haven't gotten to that point yet. Everything we've done we've done in collaboration and cooperation and we haven't really thought about a leader but it was interesting that Deanna said who is the leader of this group. Nobody raised their hand. Ms. Manso stated to Mr. Connors obviously you know the business I am in and all of the paving and all of the construction work that goes on. We'll move our truck traffic, but is that on the list to talk to like the City etc. When you think about the City of Saratoga and Saratoga County and the paving and that, especially within the City that goes on. It is just something to put on that docket to talk about. Mr. Connors replied to Ms. Manso that it was interesting. It was on our radar screen but not very bright on our radar screen until we walked down Washington Street. There is construction equipment out in the middle of the street. Ms. Manson stated for us, we'll put it on our radar to look at business and move things around, but the City already puts out their paving calendar for the year. It might just be those conversations, which we will start them on our end because we deal with all of the Towns. But when you think about everything that is moving through there. Mr. Connors replied part of our meeting yesterday was Commissioners Moran and Golub from the City and we talked a little bit about that.

We are also going to reach out to the County resident engineer to DOT that that is not the week to be reducing the northbound lane to fix a guardrail. We've got those things on our list and we are really encouraged. We do have the support of the Governor and Empire State Development. He thinks at least for this group and hopefully for the residents of the County that they are comforted by the fact that we are organized at this point and we have a pretty good idea of what needs to be done and of course a long list of things that we haven't thought of yet. Chairman Sutton stated he thinks with NYRA handling 50,000 people, as long as they have the employees that they need, they can do that all day long. He has been part of that for his whole life and getting 50,000 people into that track and running the program is not a problem. The problem is outside the gate and he thinks what is going to happen, and this is where the black eye comes in, and he is very happy to see Steve Bulger involved and the new Commissioner of Public Safety, because safety is the hugest issue that you are going to have. Get people from point A to point B so they can walk around safely and there is no outside problems. They do have their command center set up, he's seen that for years. They have it down at the reading room. The State is well-oiled in providing that safety. But he thinks now with the cooperation of the new City Council and having Golub. You have your new Public Safety Commissioner working with the Sheriff's patrol and with the State

Police. That is going to be, in his mind, that is going to be the biggest problem you are going to have is safety, to get people in and out of here and feel safe about the whole thing. Your group, the five people that you mentioned, you guys are well-oiled, you understand, the County understands, traffic you understand. Tourism you understand, how to run the City. He has complete faith in these folks. He thinks you'll do a great job with this thing and good luck with it. If there is anything we can do to help you out, please let us know. Mr. Connors replied he thinks it will be helpful. This is a great opportunity to keep this group updated and to the extent that he can and if I have new information to share he is happy to do it on a monthly basis. There was a general comment made yesterday about what happens when the sun goes down and the nighttime Caroline Street, Phila Street, what happens. Ms. Kolligian stated she knows the FBI is all ready, it's not just the State troopers and Sheriffs and SSPD. She knows federal agencies are already working on this and have already kind of established where they are housing the crew that they are bringing. Her quick suggestion with your team is having somebody from emergency services so that as you guys are talking about what might be happening downtown with the Hat's Off style thing, they also know that they might need a task force downtown on a Thursday night or Friday night if they are going to shut down Broadway. The traffic considerations, why not have emergency services have a hand in that that is coordinating with Federal, State, local and fire. They are going to have to make sure firetrucks can get in and out of areas with the parking. Mr. Connors replied there is just a lot, there is no question about it.

He thinks we have a good group. He thinks as ideas such as you proposed and Ms. Manso and the group has proposed come forward, if you have a thought or a concern or an observation that you think would be helpful, please don't hesitate to reach out to me and he will see that the organizing committee is made aware of it. He also thinks this is a great opportunity on a monthly basis going forward to keep everybody informed. Chairman Sutton replied if you can do that without violating your own confidence and with your group we appreciate that. Mr. Connors replied at least we are still waiting to hear from Live Nation. If Dave Matthews has a show in town that shows up the same day. Ms. Kolligian replied she checked the calendar, there is nothing on it yet but not to say that they weren't working on it yet. Mr. Connors replied interestingly and he doesn't know much about this, but Live Nation told us that they don't really have any control over the dates at SPAC, that a promoter say for Dave Matthews calls up Live Nation and says hey listen we are going to be in Town on Friday, June 8<sup>th</sup>, is it open, yes, we'll be there. If there is space available at SPAC they are going to book it. Of course they are aware of what is going on. Ms. Kolligian replied that would be a good place for overflow parking too. Mr. Connors replied we have identified about seven places for overflow parking that we would be shuttling people back and forth. Ms. Kolligian stated she can't imagine a band, if they know that is going on and there is no hotel rooms for people to attend their concert and traffic, you would think financially they wouldn't want to do that either. Mr. Connors replied the other thing we came up with a month or so ago is we want to organize watch parties where if you are not one of the chosen 50,000 you can go to say the casino or UPH or any of the bars and restaurants for free admission, you know they aren't going to charge you a cover charge to get in and the race will be projected live and the day's events will be projected live. We thought about that as an idea as well to try and accommodate people who are interested in the sport. A lot of things. Mr. Connors then thanked Chairman Sutton for the opportunity. The Board then thanked Mr. Connors for the update.

### **Other Business:**

Chairman Sutton asked if there was any further business to come before the Board. Mr. Klein stated we had a committee meeting on the UTEP and what we might do to adjust that a little bit. He will have Ms.

Lambert send this out to the Board members to take a look at. We have some proposals and areas where we think we should expand our UTEP qualifications outreach to and what he would like to do is discuss this more in January and then take action on it. We are especially interested in the nursing that ACC would be able to provide us with a contract to do in the future. That and then there is a number of other areas that we are looking at too. We will send that out and look at it your leisure but we will discuss it in January. Ms. Kolligian replied that SUNY Adirondack is only the Governor's signature away from Wilton becoming a campus. Ms. Manso replied that is great news. Ms. Kolligian stated people will be able to finish a degree program right here in Saratoga County.

Chairman Sutton stated January 9<sup>th</sup> we will have our own organizational meeting then, it will be after the County meeting when they make their appointments. We will have our meeting after the County Organizational meeting.

As there was no further business, Chairman Sutton asked for a motion to adjourn the meeting. The meeting was adjourned on a motion made by Ms. Kolligian, seconded by Mr. Lewis with all voting in favor.

Respectfully submitted,  
Lori A. Eddy