

SARATOGA COUNTY INDUSTRIAL DEVELOPMENT AGENCY MEETING

Saratoga County Office Building

50 West High Street, Ballston Spa, NY 12020

January 9, 2024 – 8:30 a.m.

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

STAFF & GUESTS: Scott Duffy, CEO; Jeff Many, CFO; Kimberly Lambert, Administrator; James Carminucci, Counsel to the Agency; Greg Connors, SEDC; Steve Bulger, County Administrator; and Lori Eddy.

ABSENT: Michael Mooney; Kevin Tollisen

Chairman Sutton called the meeting to order at 8:30 a.m.

Chairman Sutton stated this meeting is our organizational meeting and our first order of business is the election of a Chairperson and the Board officers. At this time, he would like to ask Tom Lewis, Secretary, to take over the meeting at this point.

Mr. Lewis stated according to the bylaws of the IDA, Section 5.1 of the Saratoga County Industrial Development Agency states that the Board shall annually appoint, re-appoint, or elect from among its members a Chairman, Vice Chairman, Secretary, Assistant Secretary, Treasurer and Assistant Treasurer. Mr. Lewis asked if there were any nominations for Chairman for 2024. Mr. Lewis stated he would like to nominate Rodney Sutton to serve as Chairman of the IDA. Ms. Kolligian seconded the nomination. There was no further discussion.

RESOLUTION #1569

RESOLVED, THAT the Saratoga County IDA elects Rodney Sutton for the position of Chairman of the Saratoga County IDA for 2024.

The results of the roll call vote were as follows:

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

NOES: None.

ADOPTED: 5-0

Chairman Sutton stated he would like to congratulate Ms, Kolligian, Ms. Manso and Mr. Tollisen as being reappointed to the Board. The good thing about all this is we have consistency. We have a couple of years now of a team that will be able to bring forward the ideas and hard work that we put into looking at the new developments and increasing the footprint of economic development for Saratoga County. This year, we are looking at new leadership at SEDC which we look forward to working with Greg Connors and his team of folks that will be bringing applications in to us. It will be great to be working with all of you again. He would like to thank you again for the time and effort that you put in. This is a volunteer Board. We do thank you very much for that. He would also like to thank our staff, Scott Duffy and Jeff Many, Jim Carminucci and Kim Lambert for the work that they do to get us ready for these

meetings as we go forward. He is looking forward to this year. A lot of things that we would like to accomplish and one of the things we would like to look at would be maybe the expansion of our UTEP and programs that we can bring forward to the County and to the economic well-being for the County. We want to try to expand on that a little bit. Mr. Klein is going to talk a little bit about a meeting they had late last year. The other thing that we are looking forward to is the Belmont and we have been talking about that. Mr. Connors talked to us about the Belmont at our last meeting. That is going to be exciting. He had a brief conversation with Mr. Bulger late in the year about the Heritage Trail and Saratoga Battlefield. This is an opportunity to increase tourism in the County leading up to the 250th anniversary of the Battle of Saratoga. If there are things that we can do as an IDA, these are projects that will be coming before us and future Boards of the IDA. So, these are some of the things that we will be looking at in this coming year. Again, thank you so much for your support, he does appreciate it a great deal. Again, the staff and you devoting your time and effort to the government of Saratoga County. We very much appreciate it.

Election of Officers and Committees 2024:

Chairman Sutton stated at this time, he would like to introduce the next order of business for election of Officers and he will go through the various names and Committee members. He will look for a consent motion at the end of this.

Chairman Sutton then asked for a motion to accept the positions of Officers and Committee Members as follows:

Vice Chairman – Phil Klein
Treasurer – Mike Mooney
Assistant Treasurer -Erinn Kolligian
Secretary – Tom Lewis
Ethics Officer – Yvonne Manso

Committees:

Subcommittee – Rod Sutton, Tom Lewis, Mike Mooney and Phil Klein (substitute)
Governance Committee – Mike Mooney as Chair, Tom Lewis, Yvonne Manso, Kevin Tollisen, Chairman, Ex Officio.
Marketing & Website Committee – Phil Klein as Chairperson, Tom Lewis, Yvonne Manso and Chairman, Ex Officio.
Audit Committee – Mike Mooney (Chair), Tom Lewis, Erinn Kolligian and Jeff Many
Finance Committee – Full Board of members

Chairman Sutton asked for a consent motion to accept those members and their positions as proposed. The motion was made by Mr. Lewis. The motion was seconded by Ms. Kolligian.

RESOLUTION #1570

RESOLVED, THAT the Chairman’s slate of Officers and Committee Members to represent the Saratoga County IDA be approved as presented.

The results of the roll call vote were as follows:

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

NOES: None.

ADOPTED: 5-0

Approval of Meeting Minutes: December 12, 2023:

Chairman Sutton stated the next order of business is the approval of the meeting minutes of December 12, 2023. Chairman Sutton asked if there were any changes to the meeting minutes. Mr. Klein made a motion to approve the minutes of December 12, 2023. The motion was seconded by Ms. Kolligian. As there was no further discussion, all were in favor and the minutes were approved.

CEO Report:

Chairman Sutton stated the next order of business is the CEO Report. Mr. Duffy stated all he has is administrative items such as the Conflict-of-Interest Policy etc. Everyone is done except Mr. Mooney and Mr. Tollisen. That really is all that was on his plate outside of organizational items.

CFO Report:

Chairman Sutton asked Mr. Many to discuss the CFO Report. Mr. Many reported on our financial report we've set a date for our annual audit which will be in approximately two weeks. He and Ms. Lambert sat through a webinar yesterday with Priority Pay. We will go through a process where if we didn't authorize the payment, it will get rejected. We will have that pretty much set up. We had a strong year on a financial basis and that is pretty much it. The only other thing he wanted to mention is we are going to need some signatures. He would like to get this Ballston Spa National Bank certificate of deposit and he wants to get all of the signatures on one page so he will have that for those of us that sign on the CD. He will have that after the meeting. Otherwise, we had a good year and he thinks we are in good financial order. Chairman Sutton questioned for the record, CD's are paying what now for us? Mr. Many stated yes, he should mention that. We recorded \$40,000 of interest income from CD's yesterday so we are getting 4.50%. That is based on a report he received from Saratoga National. He has not even recorded anything from Ballston Spa yet. Roughly 4.50% which on \$1,000,000 is \$45,000 or something like that. Chairman Sutton questioned and the CD's are spread? Mr. Many replied yes, we have four of them with Saratoga National Bank and one with Ballston Spa with different denominations. Chairman Sutton asked if there were any questions for Mr. Many. There were no further questions.

Administrator Report:

Chairman Sutton asked Ms. Lambert to discuss the next agenda item for Administrator Report. Ms. Lambert stated because it is the beginning of the year, we are closing out 2023. The year-end surveys, she is compiling them to go out as well as the PILOT billings for the Town/County taxes for the year. She just got all of the tax rates to be able to send those out. The City passed their budget so we were able to get that tax rate as well to create those invoices. She is kind of going through, there are just a couple of invoices that are quarterly or end of year. Going through her portion of the agenda, some of the closeouts that we did talk about for last year which Mr. Carminucci does have that which we went over it last time as long as our company insurance charts are all clear. Chairman Sutton questioned Ms. Lambert, Mr.

Duffy and Mr. Many, the PARIS Report, when do you start working on the 2023 figures? Mr. Duffy replied when the surveys come back. Mr. Many replied there are other items to do in the interim. Chairman Sutton questioned so you are not doing it as of April 15th. Mr. Many replied it is not one of those. We will wait until all of the data is gathered, it will be March 15th, the day before it is due. He is not even sure of the date it is due. Mr. Carminucci replied it is the end of March. Mr. Many replied the sooner the better. Chairman Sutton questioned who will coordinate that? Mr. Duffy replied he and Mr. Many will and we will bring Ms. Lambert in it too. Now that she has the tax rates and has sent out the surveys, we will have all of the job numbers and things like that. There are other things that we can do to start filling out that report. We'll do that. Chairman Sutton replied we just don't want to see ourselves in the headlines. Mr. Duffy replied no, not ever.

Agency Counsel Report:

Chairman Sutton asked Mr. Carminucci to discuss the Agency Counsel Report. Mr. Carminucci stated we did have a closing in December for the Munter Enterprises/Soleno project and we are working on a closing with Active Solar which his guess is should happen in February. He really doesn't have anything else pending in terms of closing at this point. Mr. Carminucci questioned Mr. Duffy if he had sent an email on our website? The ABO has been going around auditing all of the IDA's on their websites. They have been picking apart various things. It might be something you might want to be proactive on because you will receive that letter at some point as they work their way through the list. Chairman Sutton questioned if it was random? Mr. Carminucci replied they have their own list of what they believe should be on the website but it's not anything they necessarily shared with people in the past. Ms. Lambert replied and some of the information they are requesting is conflicting so Nisha and she have gone through some of the other websites with the letters that were received to see what kind of things they are reviewing. We have been chipping away at what we do and don't have. She did find that some of the CD's from a lot of previous projects that we still have going so she is able to upload some of that information. Mr. Duffy replied he thinks there are some PARIS Reports that are missing as well. They need to be posted and there are a few other things he has on his list too.

Mr. Carminucci stated he knows one of the things they ask for is biographical information on members which all of the IDA's have not had on their websites until they received the letter, things like that you wouldn't necessarily think to do. Chairman Sutton questioned how far back? Mr. Carminucci replied just current members. Mr. Duffy asked Mr. Carminucci if you have something that would help us go over that. Mr. Carminucci replied he will research it but it is something we should probably anticipate happening this year. Mr. Duffy replied it isn't going to be hard. Ms. Lambert stated all of the projects specifically having their opening resolution, their final resolution, their SEQR and their project application so that is kind of what we are focusing on right now. It is about three-quarters of the way there. Mr. Duffy questioned how far back are you going to do that? Ms. Lambert replied pretty much what should be on there is your current projects. Mr. Duffy replied do they then fall off or do they stay on? Mr. Carminucci replied it is unclear how far back they expect you to go for anything you might have approved seven years ago, but it is still an active project and you still have an interest in the property and you end up with a fairly overloaded website depending upon, like he said it is all discretionary for them. It is not like there are regulations out there that talk about what you should do and not do.

Mr. Klein questioned what about the PARIS Reports, how far back do you need to post those? Mr. Duffy replied there are probably four or five that are not on the website, they are done but they just have to be

posted. We have a location on our website for it. We talked about this over the last year and he noticed they were missing. We should just make the effort to get them back on.

Chairman Sutton questioned Ms. Lambert on the planning conference on the 31st. Could you review that? Ms. Lambert stated absolutely. Currently as of yesterday she knows we had over 350 registrants and quite a few people, I know it is very exciting. We appreciate the sponsorship of the IDA, the wi-fi boosting will be very important for a couple of the sessions and overall a better experience for the participants that are going to be there. The people that are going to be attending, feel free to register online and that way we can make sure that we get you because quite a few also sit on other boards. If you are there for CLE's, making sure you sign in and out for each of the sessions so that opportunity is there. If you are just coming for lunch, let us know that too. Mr. Lewis had recommended from last time everyone will have a new edge there. So, if you are coming for the whole day or just for lunch. Mr. Lewis stated he just wanted to add that the conference got significantly better and easier in so many different areas with a new County Administrator. It made a big, big difference with what happened between in and out. That is a part of the success. Ms. Lambert stated last year it was maxed out at 600. Registration deadline is Friday and we have not put out a mega-email blast to remind everyone. Chairman Sutton asked if there were any questions for Ms. Lambert. There were no further questions.

Other Business: SEDC – pending applications:

Chairman Sutton asked Mr. Connors to discuss the next agenda item for SEDC pending applications. Mr. Connors stated first he would like to congratulate you and your leadership team and the entire Board for your re-election, your appointments to this year. We are certainly looking forward in the very early stages of 2024 to projects that we are working on that we are looking forward to bringing forward, not only to this Board, but also to the Clifton Park and Mechanicville/Stillwater IDA. We finished up our numbers last year and acknowledge with grateful appreciation the action of this Board enabled over \$93,000,000 in new investment here in Saratoga County with the creation of 142 full time jobs and the retention of 125. From his seat, that is pretty good work on behalf of this Board, congratulations. He also wanted to report and acknowledge Mr. Chairman, your support and the CEO's support and Mike Mooney's support for the review of the Camoin Report. We are into he thinks it is version two or three now for review. He should have listened a little more closely to his friend Mr. Klein on his advice early on in this project. We are proceeding, we think it is going to be a good product at the end and looking forward to sharing that with the Board in advance of our public event where we will share it with everybody. With that, he will conclude his report and he would be happy to answer any questions that either the Chairman or the members of the IDA may have.

Chairman Sutton just for edification, the SEDC put together with Camoin Associates, the same company that we used for our Economic Impact for the tourism that we became public on in July of this year. This 45-page report, we had a chance to look at it and review. It is something, in his tenure, we have never seen anything like this from SEDC so we think that this a very good start and basis of where SEDC gets a lot of their information and how it kind of brings forward the abilities of what Saratoga County is all about. It needs to be tweaked as we kind of all read through this. It is kind of interesting because it really delves into where all the jobs are and they defined the different classifications of business from manufacturing to governance to teaching and tourism and they go in-depth as to how many jobs are created in each one of these segments. Again, the report needs to be tweaked a little bit but he thinks once the final version comes out it will be a good template for where the County and where SEDC in conjunction with the County, ourselves, and SEDC, where we want to go when it comes to attracting

businesses into the County. What it does do though is it does reinforce, and part of this report re-enforces the comments that we've made over the years, we do have the transportation, we have the infrastructure that is needed. We have the hospitals, we have the schools, we have an employment base that can attract people to come to this area of New York State and more particularly Saratoga County. So, it does enforce a lot of what we've said over the years but now all we have to do is tweak it like we've been mentioning.

It's a good report and it's something, like he said a template, that maybe SEDC and their Board can go by that is similar to what we've done with the tourism template that we used for promoting Saratoga County. It is good. Mr. Connors stated to Chairman Sutton thank you and if he may, one of the interesting facts in the report that he noticed, and this is of course for anyone that gets into the south-bound lane of the northway every morning, we've always been known for, he guesses he can say an exodus of our residents, south of the Mohawk River work, which of course still exists every day. One of the nuggets in the report was the number of people that travel into Saratoga County from outside of the County. He thinks we are making good progress in that regard and the County is truly a good place to live and raise a family and as this report is outlining, it is also a great place to work as well and people are traveling into the County to work. He thinks it will be a good report in its final form and he is looking forward to publicizing that and to acknowledging of course the IDA's efforts in making that report such a good report. Chairman Sutton stated he would imagine you would have a summary revision of this not reading through all 46 pages.

Mr. Connors replied it is like the way the IDA rolled out the report. We are going to have an executive summary that stands alone. We are also going to have a public event although he hasn't quite figured out how that is going to run. It is important to engage the public when we have such valuable information like this and we hope that the County Administrator will be a part of that rollout as well as members of our Board and other captains of industry here in the County. Chairman Sutton replied that when we rolled out our executive report on tourism it was suggested by Mr. Bulger and County Administrator's that we go public with this and get as much publicity as we could. He was a bit reluctant at first because of the cost but then once we had the program that day, it was well worth the money that we spent. We would highly encourage that you follow that footprint as well. It made an impact and we had tv coverage and it really focused on Saratoga County for that day. We got good publicity out of it. Mr. Connors replied we are certainly going to follow your good example in making it a public event. One of the things that has delayed the project a little bit is I also asked Camoin to see if they could give us a preliminary analysis on the economic impact of the Belmont. That is sort of out there. That is still an event in formation but he hopes to have a blurb in there about what that will mean to Saratoga County as well. It is on its way. He is not as concerned as having it out immediately as he is as being able to produce a reliable and good product.

Chairman Sutton asked Mr. Connors if there was anything he could share on the Belmont at this time. Mr. Connors stated we met with the recently elected Mayor of the City of Saratoga Springs. On Friday we are meeting with the new Commissioner of Public Safety. We had another meeting with NYRA last week. He thinks he can report, although a lot of what they said that they promised to keep it in silence but it looks like tickets are going to go on sale the middle of February. They anticipate that the event itself will be sold out within 48 hours. We hope to be able to get that link as far in advance as possible, circulate it to as many as we can in the hopes that everybody locally and regionally who wants to enjoy that event will have an opportunity to buy a ticket or tickets. But as NYRA indicated this is an international event. So, when you hear or you see the link to purchase tickets, it may very well be too late by the time you see it. We are going to try to get some advance notification out through the Chamber and through SEDC and Discover. If you are interested in attending onsite, get your tickets as soon as you can.

We've got a number of events planned and viewing parties offsite that we hope will accommodate those that can't get tickets and it might even be more fun. It is starting to shape up and it will be here before you know it. Mr. Klein questioned if there was going to be a limit on the number of seats that a person can purchase to maybe prevent some scalping. Mr. Connors replied we talked a little bit about that. He doesn't certainly want to speak for NYRA. They are still working through some of those issues. One of the things he did find out which will be a bit of a, he thinks a disappointment, certainly to him, is for those of us who currently hold owner's access passes which allows us to get in. They are not going to be good for that day. Anybody who has a badge who has access to the track whether they are local, regional, or wherever, will need to have day of tickets. They are still thinking about the requirement to buy two days' worth of tickets, the Friday, and the Saturday to maximize. NYRA strikes me as only being concerned with what is goes on within the fence line. They are a good partner and they are very communicative and very helpful but outside the fence line they do not care what we do. So, he thinks a lot of those things are still at least not being disclosed. He is confident they are being discussed but the middle of February is what they tell us is when tickets will be available. Mr. Klein replied the other thing, on your report that you are putting together and going to issue, he thinks if you have the manpower or the time, if you could put together some type of speakers for that release so that they could go to some of the local Lions Club, Rotary Club, Soroptimists, Elks, because that is where you are going to meet the common man who you really want to get this information across because he would rather have the fact to get out rather than the Oh I think this is what happened. Mr. Connors replied that is a great suggestion.

He hopes, and he is sure he can, rely on the County Administrator and the Chairman to be our spokespeople in part to help deliver that good news message once the report becomes available and we release it. Thank you, good suggestions. Chairman Sutton questioned if other organizations outside Saratoga County are approaching you folks at all, like restaurants, hotels, motels? Our study was a 9 County and went from Albany to Glens Falls, actually Lake George. He would imagine those hotels are going to be, they will be screaming for rooms he would think. We don't have enough rooms in Saratoga County. Mr. Connors replied the last information that he received was that all of the hotels within the City are sold out already. The wild card, which we won't really know, one of the ideas that NYRA has proposed, is to begin to market the Belmont at Saratoga just in advance of the Kentucky Derby and they are coming up with some kind of a motto or a logo that says follow the Triple Crown through Saratoga, something like that. If this turns into a competitive Triple Crown. The numbers that he is hearing he can't believe some of the numbers that hotels are getting for an overnight accommodation and some of the Airbnb's, it is just crazy. It is a good thing for the County and region. It is a little bit scary. We will be able to handle it, at least the festival itself, without any difficulty. If it becomes a competitive Triple Crown, it will be all hands-on deck. Our group is already working a schedule of events.

We believe, as recommended by NYRA, the week will start with the draw which he thinks is now scheduled for the racing museum. Chairman Sutton questioned if that would be big enough. Mr. Connors replied he doesn't think anything is really locked in yet, it may be a museum sponsored event at the Casino or something like that. But he thinks what was impressed on all of us and we've been talking about it for several months is that time is really short to pull this thing off successfully. The Mayor has committed his office and the City resources, of course they always do. As he said they will be meeting Friday with the Commissioner of Public Safety who has really got himself a task early on in his administration. We'll be fine, we have good people organizing it, we've got good cooperation. Everybody wants to make the best of a once in a lifetime opportunity for us. They did emphasize that they haven't committed to 2025 yet. They have made it a point to remark that they haven't committed to 2025. The indication is that it will be 2025 as well. Chairman Sutton stated we all know how

construction jobs go, it would be a miracle to have Belmont back in working order within two years, it is going to be a challenge in itself. Mr. Connors stated officially they haven't committed to it, we are all talking about it and we'll have a good template. We won't have to work half as hard in 2025 as we are now to try to pull this thing off. Chairman Sutton replied the IDA is a bit limited as to what we can help out with, just anything we might be able to help out with, please let us know. Mr. Connors replied and there are a number of organizations like the IDA who have also offered what can we do to help if there is anything. There is good community support to making this successful in his view and we have got a good nucleus of people that are trying to organize this and that will expand as we begin to develop our plan. It is exciting. Chairman Sutton stated good luck with everything. You have a good team of people. Chairman Sutton then asked Mr. Bulger if had anything to add to any of this. Mr. Bulger stated no, he just wanted to offer congratulations to the Chairman and the reappointments. On behalf of the Board of Supervisors, we are very pleased with all of the reappointments on the Board and the direction things are going and the reason he is here is just to show that support of the County for what you are all doing. He knows we've been working very closely together and we have to because he thinks just sitting and listening to all of the conversations but also looking at the bigger picture, it is becoming more and more of a challenge in this State to attract companies to anywhere in the State. If they are going to come, they do want to come, we want them to come here. I'm a broken record, you've heard me say this so many times. What the County's role is as he sees it and the Supervisor's, is to set the conditions for economic growth. You guys and the Chamber and certainly Mr. Connors and his team, they do all the direct work getting companies to come, but we have to set the conditions. That is the lowest property tax rate and the lowest sales tax rate in the State out of all 62 counties. We know taxes are driving companies away. Our focus is to keep them as low as possible here so we can attract and retain. That is our mission and we look forward to working with all of you going forward. Chairman Sutton thanked Mr. Bulger and we will make ourselves available to your economic team, your economic committee, should they need any information or have us make a report to their monthly meetings, feel free to have them contact us. Mr. Bulger thanked Chairman Sutton.

Mr. Klein stated he has a question and he is not exactly sure who to direct it to whether it be you, Mr. Duffy, Mr. Carminucci, but there was a short conversation albeit about the electricity and the power coming in and the major firms that were here in the County and what they were going to do with regards to the possibility of that power not being quite as available as would like it to be. Chairman Sutton stated you didn't steal my thunder at all but Mr. Connors and he had this conversation just last week about the cost of energy and where it's going in the State. Mr. Connors and he just informally talked about it when we were talking about this economic report, the draft that they had and one of the things that they both agreed on is that maybe we would have a roundtable discussion with some of the players being SEDC, ourselves and maybe sit down with Assemblywoman Carry Woerner and express to her the concerns that we have with the cost of doing business in New York State, more particularly right here in Saratoga County. There is so many rumors and innuendo going on right now that we felt if we take a proactive approach, we don't want to see someone contacting the newspapers saying that we are out of business and we are leaving Saratoga County. We would rather have a proactive approach where we start to talk to legislators whether it be Congressman Tonko or whomever, our team of Assembly men and women that represent Saratoga County. If we just have an informal talk and get the ball rolling. But, to your point, Mr. Connors and he did have a preliminary contact to talk about that. Mr. Connors stated if he may Mr. Chairman, he thinks that is timely to have that conversation. As we all know, the legislature just came into session. He was informed this morning by the County Administrator that Assembly member Woerner has been appointed Chair of the Small Business Committee. He still doesn't believe, and he could be wrong, he hopes he is, that there still is no solution as it pertains to the CLCPA for energy

intensive users of which we have half a dozen here in Saratoga County. He thinks with your permission Mr. Chairman, he would like to reach out to Assembly member Woerner and see if we can get a date on the calendar for this meeting room to get her in here and have this discussion. He has talked to her previously in the past, she is very concerned about it as well and if we can organize some kind of public statement, maybe around her or around her chairmanship of SBA, especially with the new session, he thinks it is timely. With your permission he would like to set something up and work with Ms. Lambert on the availability of this room to get her in here and to get us and maybe some other of our energy intensive users in here to have the same discussion. Again, with your permission, he would like to work on that. Chairman Sutton replied feel free and Ms. Lambert if you could find some dates that might be available and see if the Assemblywoman will be available on any of those dates. With being a Committee Chair, her time will be limited but on the other hand he thinks she has been very supportive in the past couple of years with all of us. Mr. Duffy questioned if anyone has the actual data on the impact that could have? Mr. Connors replied he doesn't have the actual data. Mr. Duffy replied first of all, Saratoga County but outside of that too, the whole capital region and all of New York. Mr. Connors replied yes, he thinks it's a challenge. Mr. Duffy replied he doesn't think it is public enough. Mr. Connors replied in the middle of October he attended a day long event with state agencies and energy intensive users from across the State. At the time, the DEC is writing the regulations for the CLCPA and they reported then in October that the regulations will be published this year and they would expect preliminary compliance. He doesn't know what that means. Don't you either comply or you don't. He doesn't know what preliminary compliance means, in 2025. This is here. Any time you read anything about the CLCPA, at least what he has read, they always talk about 2030 and 2040. He thinks the decisions especially by our energy intensive users across the state on whether they remain here in New York are being made now. He just thinks we have to get out ahead of it. He appreciates Mr. Klein bringing it up and certainly Chairman Sutton referenced the conversation we had last week. He would like to get this on the schedule as soon as possible. Chairman Sutton replied fine, we will make ourselves available. Chairman Sutton thanked Mr. Bulger for his comments as well.

Chairman's Report: UTEP

Chairman Sutton stated at the end of last year Mr. Klein met with Ms. Manso and Ms. Kolligian regarding our UTEP and some modifications possibly with the UTEP. Chairman Sutton asked Mr. Klein to discuss this with the Board.

Mr. Klein stated we set up an ad-hoc committee on updating the UTEP. Basically, it was brought up by the fact that Adirondack Community College came to us. There are opportunities out there to have IDA's hire, and he may not be saying this right, but to go ahead and hire a subcontractor to do the education that would bring about degrees and certifications of people in certain fields that right now are in need of help where people are not applying or not qualified to apply for. Basically, it comes out of workforce development. We talked to Adirondack Community College and there is health care assistance that we have a very big shortage of. We went around and talked to a couple of other IDA's that are located in the State and to give you an example, Clinton County and Jefferson County have IDA's that do truck driving for students to get their CDL and welding, plumbers, everything that you need in any society. We looked at that and we spoke with Mr. Carminucci and we would like to go ahead and start and Mr. Carminucci has had a phone call or two with the attorney that represents Adirondack Community College and we are working out some language that we would bring to the Board to see if we might be able to do that in Saratoga County. We've got some willing partners with the College and BOCES and things like that. That looks like that is going to come to fruition sometime in the middle of the year or so and we will

probably catch the Fall semester. We are too late for the Spring semester. All good things take a little time. The other thing, Saratoga County Workforce Development, they have launched the EMT Career Pathway and it is an active program. Right now, the Town of Clifton Park and the Clifton Park/Halfmoon EMS are doing things in conjunction and they are training students who eventually hopefully will go in to that field as a job. We are going to be making sure that we talk to the school districts and try and plant that seed at the very beginning rather than have it come out when the person is 23, 24 or 25. We will be working on that and hopefully bring something to the table in the next 30-60 days. Chairman Sutton thanked Mr. Klein and asked there were any questions. Ms. Kolligian stated she has some interesting numbers to share. When it comes to the State funding of community colleges, they make up 45% of SUNY students. She had no idea it was that high. But they underfunded by 60% of the four-year student. Not to make it political, but there is this big push for DEI, Diversity Equity Inclusion, yet we are excluding our most needy students. It is just a reminder of why community investment in our community colleges and our most needed students. A four-year college is not necessarily feasible for everybody. If we can get them into these degree programs and into the workforce development, you can get an Associate's Degree in 15 months at SUNY Adirondack. But if we can get people into the nursing program and set them up for a life-long career or with BOCES and get them reinvested in the future with that. If the State is not going to do it, somebody has to. She just found those numbers to be unbelievable.

Mr. Klein replied it is just another factoid is there is a huge shortage of welders. They actually travel from project throughout the State. There just isn't enough locally. Ms. Kolligian stated there is going to be development of an HVAC program up there too. Mr. Connors replied we can all recall as well the Global Foundries project when they needed 4,000, it turned out to be 4,800, but 4,000 skilled technicians, electricians, plumbers, welders, painters and the search went internationally to get them here. Not only did they not have enough of what they needed here in the County and regionally, they didn't have them in New York. They didn't have them in the Northeast. Those projects are few and far between obviously. But, if 8.2 becomes a reality, that is another 4,000 workers. Mr. Klein replied Micron in Syracuse. Mr. Connors replied and Micron is bleeding them off and SUNY Poly just announced another construction project. And then the medical center builds another addition. You talk to any of the representatives in the building trades, to your point. He might also suggest to Mr. Klein reaching out to Doug Ford and he would be happy to do that for you if you would like, in the building trades he has organized a workforce development consortium that is getting up and running here regionally to try to work with the school districts to develop the building trades. If you have no objection, he will do an electronic introduction and have you and him talk and maybe there is some opportunity there for you in your initiative as well. Mr. Klein agreed. Chairman Sutton asked if there were any questions of Mr. Klein. This is an ongoing project and again one of the projects that we want to take a hard look at for 2024 and again that is why it is so important to have this team stay together so we are all on the same page as to how we want to bring things forward for 2024. We want to expand the operation of the IDA. I think we have a lot of good ideas, good talent here at the table that we can go forward with. Chairman Sutton stated to Mr. Klein that if he has any questions or if you need any other help, feel free to set your committee going and please continue your work on this.

Other Business:

Chairman Sutton asked if there was any other business to bring before the Board. Chairman Sutton stated the next meeting date is February 13th, can we move that as he has a conflict. Mr. Duffy stated the 6th would be the Tuesday before. Chairman Sutton questioned Mr. Connors if he had anything pending that might come before the Board next month? Mr. Connors replied he doesn't have anything as of today.

Chairman Sutton replied okay. Chairman Sutton stated let's keep the meeting date as the 13th and he can do it remotely if he has to. The next meeting will be February 13th @ 8:30 a.m. at these offices.

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. Klein, with all voting in favor.

Respectfully submitted,

Lori A. Eddy