Saratoga County Industrial Development Agency Meeting

Saratoga County Planning Department
50 West High Street, Ballston Spa, NY 12020
July 14, 2026-8:30 a.m.

PRESENT: Members: Rodney Sutton, Phil Klein, Erinn Kolligian, Mike Mooney, Yvonne Manso

STAFF AND GUESTS: Nisha Merchant, Saratoga County Planning Department; James Carminucci, Counsel to the Agency; Greg Connors, SEDC; Scott Duffy, CEO; Steve Bulger, County Administrator, Dan Kumlander; Tiedre Horan

ABSENT: Tom Lewis, Kevin Tollisen, Kimberly Lambert

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

Approval of Meeting Minutes: June 9, 2026

Chairman Sutton stated the first order of business is the approval of the June 9, 2026 meeting minutes.

Ms. Kolligian made a motion to approve the minutes. Ms. Manso seconded the motion. There was no further discussion as all were in favor.

Chairman Sutton stated the next order of business was the resignation of Jeff Many, who served as Chief Financial Officer of the Saratoga County Industrial Development Agency. Chairman Sutton read the resignation letter, spoke highly of Jeff and thanked him for his professionalism and his services to the IDA.

Mr. Klein made a motion to approve the resignation of Jeff Many. Mr. Mooney seconded the motion. There was no further discussion as all were in favor.

RESOLUTION #1663

RESOLVED, THAT the Saratoga County IDA does approve the resignation of Mr. Jeff Many.

Chairman Sutton stated the next order of business was the appointment of the new Chief Financial Officer, Mr. Dan Kumlander.

Chairman Sutton stated that at last month's meeting they had entered into executive session and talked about the CFO position and the contract that we currently have with the CFO.

Chairman Sutton stated that we're going use the same contract that we've had with Jeff that we established back about six or seven years ago.

Chairman Sutton gave a summary of the contract. The CFO position, basically, is to attend board meetings, subcommittee meetings, and special meetings of the agency as requested. Attending meetings as directed by the agency, supervise and direct and the financial activities of the agency, supervise and direct the agency's investment program, supervise and direct the agency's accounting functions, report on operations of the financial performance of the agency to the agency's board officers and chief executive officer recommend and implement financial policies as directed by the agency, develop financial management systems and appropriate internal controls for accurate financial reportings, supervise the operation, maintenance, and development of the agency's computer, hardware, software, communications, and infrastructure, and exercise such other powers and perform such other duties as the chief executive officer of the agency that may be determined.

Chairman Sutton stated that these are the obligations that we had talked to Dan about. He's accepted the contract that we currently have with the CFO.

Chairman stated that Mr. Kumlander has been working with Jeff and Kim and Scott in the transformation of the books and the procedures that we go by.

Ms. Kolligian made a motion to approve the appointment of Mr. Dan Kumlander. Ms. Manso seconded the motion. There was no further discussion as all were in favor.

RESOLUTION #1664

RESOLVED, THAT the Saratoga County IDA approves the CFO appointment of Mr. Kumlander.

Chairman Sutton stated the next order of business was the final resolution for the Munter Land Holdings and the Ambrave Corporation project.

Mr. Carminucci stated the building is near completion. At some point Ambrave might have an option to purchase the property, but for now they're going to be a tenant with Munter Land Holdings being landlord. The resolution would just authorize all necessary documents to have a closing for this project.

Mr. Mooney made a motion to approve the final resolution for the Munter Land Holdings and the Ambrave Corporation project. Ms. Manso seconded the motion

AYES: Mr. Klein, Ms. Manso, Ms. Kolligian, Mr. Mooney, Chairman Sutton
NOES: None

Adopted: 5-0

RESOLUTION #1665

RESOLVED, THAT the Saratoga County IDA approves the final resolution for the Munter Land Holdings and the Ambrave Corporation project.

Chairman's Report:

Chairman Sutton questioned if there were any updates from EDP at this stage.

Mr. Mooney stated I met with them two weeks ago. We walked the site, talked about how things were going to go with that. One of the things we definitely need is to expand the easement on the property. It's mainly for the sewer line because we need separation and we have to go further to the north. The other thing we discussed: there's an existing two-inch sewer line that comes from where they're crossing up to Ballard Road. The upgrade that they originally had was on the west side of Traver Road. So now they're going to change that and stay on the side where it is right now, and just replace with a larger pipe from existing manhole to existing manhole, so they can keep service all the time for everyone and replace one section at a time. As far as the completeness of the plans, they should be done any day and ready to be sent to the outside agencies.

Chairman Sutton questioned will they send us the reconfiguration of the easement before they go to the other boards?

Mr. Mooney stated that I sent Jim a sketch. They've already done the surveying, so we just need the legal description.

Ms. Kolligian asked where does that line run.

Mr. Mooney stated the road from this side and sewer both are on the north side, 10 feet apart. It will cross Ballard Road right at the Traver North Road intersection and tie into the existing there.

Mr. Klein stated have we heard anything more from DOT with regards to the bridge.

Ms. Kolligian stated that they are still in design phase and they are struggling to fit a new bridge.

Mr. Duffy questioned if it will be two lanes each way instead of one.

Mr. Mooney stated one lane each way.

Ms. Kolligian stated they're landlocked to the north, south, east, and west. So, unless they buy Parillo's; but then they've got the cemetery on the other side, there's really nowhere to go.

Chairman Sutton stated as soon as the easement has been identified, then we can can talk to the property owners.

Mr. Carminucci stated I'll put something together.

Mr. Duffy stated we should have the invoice for the archeological pretty soon.

Chairman Sutton stated thank you, now the CEO Report.

<u>CEO Report:</u>

Mr. Duffy stated I'm going to push that to the Administrator report because a lot of the things that I have are these half a dozen bullets here that Nisha can address, and I can bring up any of the stuff on the screen.

CFO Report:

Chairman Sutton asked CFO Dan if he had any updates.

Mr. Kumlander stated that I submitted to Scott and Kim a balance sheet and profit/loss statement. Kim came over to the office and showed me the ropes, and we reconciled all the cash and CD accounts to June 30th. The IDA is sitting at $5.7 million currently versus $5.2 million last year at this time on the profit/loss. We got $614,000 in revenues from two closings. The TCF II LLC was $408,000 and Maple Commons LLC was $205,000 so net income is at about $487,000 through June 30 of this year versus $194,00 last year. I do have to get a handle on the accrual part of this. I was just trying to clean everything up for six months. There's probably some checks that are outstanding or haven't been issued yet that are truly for a June 30th date, so that could change these numbers a little bit, but not significantly. Somewhere along the line I will get permission to see online banking, and that'll help me not bother Kim as much going forward. She is including me on the emails with the checks that need to be cut, and I'll figure out how I can help her with that. Right now, I don't have checks or anything because I just started today.

Mr. Duffy stated that we will need a few visits to a couple of banks to get on the signatory line and stuff like that.

Mr. Kumlander stated just keep me posted on where I need to be and when on that stuff. Kim said that there's a couple of CDs coming due this month and next month. So I think she's doing a little bit of this job and looking for the best rates right now. I expect I'll do that at some point. The other thing I saw is that there's Exit 16 costs kind of spread out. Those Exit 16 costs are in general expenses and in professional fees, so they're all over. So I think I'll tighten that up so we can see them in one bucket and know where we're at in total and all that fun stuff. So that's my report for today.

Mr. Mooney stated that one of the things we mentioned when we spoke with you, we're supposed to have this set up as a fund accounting, and for municipalities, there's certain numbers for each fund. So, it is probably pretty easy to change those to what we're supposed to do.

Mr. Mooney stated if you look up General Municipal Law it lists all the funds and how you're supposed to label them.

Mr. Duffy stated the other thing I'll do is set you up in PARIS, and I'll get we'll get you a passcode and access to that, so that you can go in and have fun.

Mr. Kumlander stated Kim and I also spent some time going over that and I had a lot of questions.

Bank Signatories

Chairman Sutton stated thank you for a quick start. Okay. At this point, though, I'm going to need a motion. We have to take Jeff's name off of the Arrow Bank general checking account and reserve accounts, and add Dan as a signator, and so I'll need a motion.

Mr. Klein made a motion to approve removing Mr. Many from the Arrow Bank general checking account and reserve accounts and adding Mr. Kumlander as signator to the Arrow Bank general checking account and reserve accounts . Ms. Manso seconded the motion

AYES: Mr. Klein, Ms. Manso, Ms. Kolligian, Mr. Mooney, Chairman Sutton
NOES: None
Adopted: 5-0

RESOLUTION #1666

RESOLVED, THAT the Saratoga County IDA approves the removal of Mr. Many from the Arrow Bank general checking account and reserve accounts, and

RESOLVED, THAT the Saratoga County IDA approves the addition of Mr. Kumlander to the Arrow Bank general checking account and reserve accounts.

Chairman Sutton stated thank you and we will need a motion to take Jeff off of the two certificates of deposits at the Ballston Spa National Bank and add Dan Kumlander as a signatory.

Mr. Klein made a motion to remove Mr. Many off two certificates of deposits at the Ballston Spa National Bank and add Mr. Kumlander as a signatory to those two certificates. Ms. Manso seconded the motion.

AYES: Mr. Klein, Ms. Manso, Ms. Kolligian, Mr. Mooney, Chairman Sutton
NOES: None
Adopted: 5-0

RESOLUTION #1667

RESOLVED, THAT the Saratoga County IDA approves removing Mr. Many off two certificates of deposits at the Ballston Spa National Bank and adding Mr. Kumlander as a signatory to those two certificates.

Administrator's Report:

Ms. Merchant stated for PILOT parcel updates - all our projects are correct and in Roll Section 8 for the final rolls, so we're good there. PILOT bills will go out for school PILOTS in September.

Ms. Merchant stated that we do have an update for the investment policy. We have five banks that are regional or local banks that have consistently responded to our CD requests. So those are the banks that we are wanting to change to. We're removing three banks that we had from the prior list of 2011. We are removing TD Bank as they've never responded to any of the requests. NBT Bank apparently said they don't do CDs, and then First Niagara doesn't exist anymore. It was bought out by Key Bank, but they didn't respond anyway.

Ms. Merchant stated that we have Adirondack Trust Bank, Arrow Bank, which had a name change. We used to have an account, or we still have an account with Saratoga National Bank, but they merged with Glens Falls, and it's owned by Arrow Financial, so they've changed names. So we're updating that. For Ballston Spa National Bank, we are just updating the address, and we added Capital Bank, and M & T Bank.

Mr. Mooney asked if these banks, Arrow and Ballston Spa, are the only banks we currently have a relationship with.

Ms. Merchant stated currently, I think those are the ones we have accounts with, but of course depending on the CD rates, that could change.

Chairman Sutton stated this is just the investment policy procedures. It's just a summary of what we've already been doing over the years on the investment and the procedures that we need to take into consideration when we do go out for investment purposes. So it's pretty self-explanatory. It's stuff that we've been doing for years. If anybody has any questions, please bring it up.

Ms. Kolligian made a motion to approve the amendments to the investment policy. Mr. Mooney seconded the motion. There was no further discussion as all were in favor.

RESOLUTION #1668

RESOLVED, THAT the Saratoga County IDA approves the amendments to the investment policy

Ms. Merchant stated that the invoices to be paid are all approved in the budget already. The second quarter invoice for Saratoga County for administrative services, was $15,540 Services, Cassie's transcription services invoice was $935 for second quarter, the Saratoga County Chamber membership renewal that goes from August 2026 to August 2027 is $495. EDP monthly invoices - we had a June payment for $7,645.70 and a July payment for $10,510.60. The total so far for EDP is $20,355.60 and they are approved for $135,000.

Ms. Kolligian stated that it is still under budget.

Ms. Merchant stated so far, yes.

Ms. Merchant stated that SEDC split for Maple Commons was approved last month and the closing happened, and the check for $60,120.31 was issued.

Agency Counsel Report:

Mr. Carminucci stated I have nothing to report. We did have a closing from Maple Commons, as Nisha had noted, in June. Munter will be coming up, and a few others hanging out there that we should have closing at some point.

Other Business:

Mr. Connors stated that it is a sort of quiet summer so far. I am under three NDAs. One of the NDAs is for Clifton Park and two are for the county, and both the county ones are fairly significant projects. So hopefully, within the next couple of months, we'll be able to drag at least one of them across the finish line.

Mr. Klein stated that there was an article in the paper a couple days ago with regards to shortage of skilled labor necessary to manufacture chips and it estimated that almost 20-25 percent of the chips made in the near future will be made in New York State. Of course, I think they were including Micron in that.

Mr. Connors stated of course, we've been talking about 8.2 for six years now, maybe seven. I had an opportunity to be with Tom Caulfield last week, and that's very near term. It's a very high priority with them to get started, and the skilled workforce for 21st century manufacturing is a problem. I mean. This group will remember when 8.1 was under construction, there was no available workforce here, not only in the capital region but in the state, and so that required an influx of a lot of international workforce, and at one point it was one of my responsibilities. At one point, 62 percent of the workforce over at Fab 8 were outside New York State, and of that 60 percent, 40 percent were outside the country. That changed obviously, but they never got below 200 open reqs. There are about 230 open reqs now, and a vast majority of them are all in the technical space, the manufacturing space. So it's challenge, no question, no question about it. And 8.2 is 1000 new jobs, is what they're projecting. And Regeneron, 1000 new jobs is what they're projecting. You know where those jobs are going to come from. We hope they come from the capital region, but historically that hasn't been the case.

Mr. Klein asked if there is anything we could do work to work more with the skilled labor force.

Mr. Connors stated it's interesting that you say that because at 8.1 there was no nexus between the industry and the education community, and that has grown significantly. The community colleges all have STEM programs. They all have apprentice programs. New York Creates has been a great asset in developing that talent. The education program, I'm not going to say they've caught up yet, but they've made substantial progress in developing the workforce. So we'll see. The good thing is, at least for the manufacturing, they're not going to need those numbers for a couple of years yet. Obviously, construction and rehabilitation up in Grande is going to be prime, but you talk to organized labor, and that's a challenge too. GF needs between 2,500 and 3,000 members of the building trades for four years, and you talk to the capital district building trades and their individual trades are short. It'll be a great economic boost when we have to bring in contractors from all over the country and the world. Really, we all remember, there were a lot of international tradesmen here. I guess the good thing about it is, of course, it's jobs. Global Foundries is going to the national trade organizations now to try to bolster that headcount because qualified workforce in the building trades is just not in sufficient supply to do Global Foundries, plus New York Creates, plus Ellis Hospital, plus Glens Falls Hospital, all these other jobs, major capital projects throughout the capital region, Micron. I know some members of the building trades who are driving on a regular basis from the capital region out Syracuse for Micron. A skilled workforce, both in 21st century manufacturing and in the trades to support 21st century manufacturing is a challenge. It always has been. I guess it's a good problem to have because we're going to need that workforce. So, time will tell. Keep us advised.

Mr. Carminucci stated is anybody going into high schools and trying to explain to kids directly or indirectly that going to a four-year college may not make the most sense right now.

Mr. Connors stated Doug Ford's group is Northeast Construction Trade Coalition has really done a good job, and this is my past experience at GF, public school systems weren't all that warm and fuzzy about promoting the trades.

Ms. Kolligian stated that it is because of their statistics of sending kids to a four-year college matter.

Mr. Connors stated they want to put that on the graduation program.

Ms. Manso stated that they get their funding based on how many kids go to college.

Mr. Carminucci stated it's not only trade education, but for people who could work at a place like Global Foundries, is anybody talking to that segment of the student population?

Ms. Manso stated so this coalition that Greg's talking about is heavily involved, and I can speak to it because I'm involved with it as well on the DA Collins side of things. There's a hard push with that coalition to get to the school counselors because they're the people that you need to talk to the kids that aren't college bound. I think we're starting to see some changes, and there's a lot of bigger construction companies involved with the coalition.

Mr. Carminucci asked if it is just on the construction side as opposed to the manufacturing side.

Ms. Manso stated it's all those trades, welding, electricians.

Mr. Connors stated Caulfield started a program at GF a number of years ago that we called Girls in STEM, and the program was designed for fifth, sixth and seventh grade girls to maybe light a spark. And I can't count how many Saturdays we were at the site. The buses would bring the girls in. We'd give them cookies and lemonade, but we'd have them do science projects. Of course, I know that you know this. It's not a quick fix. It's something that you've got to start in the fifth and sixth and seventh grade. The other problem is, in addition to the counselors being not as encouraging with construction or with manufacturing, it's the parents.
Ms. Manso stated correct.

Mr. Connors stated I've talked to some parents who have said to their freshman and sophomore students, you're not going to work in a factory like your grandfather did. They're talking about a paper mill, not 21st century.

Ms. Manso stated that we need to educate parents on the income because they think they go into that industry and you're not going to have good paying jobs where that's part of that education, and it is getting the girls going to save...

Mr. Duffy stated $300,000 on college.

Mr. Carminucci questioned why doesn't somebody sponsor a conference and try to get parents and guidance counselors in a room? Talk like an economist and say, "Hey, you know, if you think the path forward is a four-year college degree, guess what?"

Ms. Manso stated it is tough to get the parents involved.

Ms. Kolligian stated I've been on the foundation board at SUNY Adirondack for 16 years, and it's still a battle trying to explain, even just going there for two years and then moving to a four-year institution, but having the first two years be affordable. It's also not helping that the state is paying less than they were 10 years ago per student. Affordability even of community colleges is starting to be out of reach for some of our most needed students. You know what the chargeback situation looks like.

Mr. Connors stated the workforce development boards in the Capital District too are all well-meaning, all try to do their best, but that's a little bit disjointed too. I mean, there's five or six workforce development boards. They're all trying to get a piece of the same pie. They're competing economically. The federal government just reduced the contribution to these workforce development boards by almost 13 percent. I'm on the Saratoga Warren Washington Workforce Development Board and it is going to eliminate staff within the workforce development arena. The conversation now is well, maybe we ought to consolidate services. Maybe we ought to regionalize services to get the bigger bang for the buck. Now that the buck is being reduced, so there's some challenges on both sides. There's the dining room table challenge. There's the counselor challenge. There's also the government funding challenge that has been reduced. So, it's a difficult thing to really wrap your arms around. And to Jim's point, I don't see a real consolidated effort to solve the problem. Everybody's got an individual effort to solve the problem, but there's not really a consolidated effort that I've seen yet, so there are challenges.

Mr. Mooney asked does anyone know if our BOCES has a STEM program?

Mr. Connors stated yeah, they do. They have a very aggressive program.

Ms. Kolligian stated that the new building may make a big difference too.

Mr. Connors stated that the education system from the public schools and the private institutions to BOCES, they've caught up a bit in terms of their offerings for 21st century manufacturing, but we still have some issues, and it starts at the dining room table because that's where some of the problems. One of the ladies that works in our office in Mechanicville, her daughter graduated from Mechanicville two years ago, and now she's a welder. She makes $140,000 a year as a welder, and she's out of high school two years.

Ms. Manso stated and that's what we're trying to help with that coalition to not just to the counselors, but trying to get these parents to understand what those pay grades are, and that is a big part of what we're trying to show them.

Mr. Carminucci stated we should skip over the parents and just hire a bunch of influencers.

Mr. Bulger stated I was just going to make the point that Greg made about the cuts. Our multi-county workforce development board just took a 13 percent cut on top of a cut last year, so it is probably going to be cut more, and they're looking at consolidating. So that's a challenge, and Greg made that point.

Chairman Sutton stated is there anything that the IDA can do with an advertising campaign to look at workforce development.

Mr. Connors stated that as the opportunity presents itself, we could come back to the IDA and say, hey, can you be a sponsor of Doug Ford's summer girl girls in construction program? I mean, that's a big deal.

Chairman Sutton questioned that we're still restricted by what we can do.

Mr. Carminucci stated you can do your own thing, but you just can't give money to somebody else to have them do it, but you can sponsor something. There's a lot you can do if you want to. It just sounds like the message is not getting across to the right people, which I think are the kids at this point.

Mr. Connors stated it's not a problem that's lost on everybody. I don't think it was or is the gating factor for the delay in 8.2 but it's on the list.

Ms. Kolligian stated I know SUNY Adirondack has a six-week, two nights a week, adult crash course with the plumbers and steam fitters union up at exit 18 to try to get people in and out into the HVAC program just over the summer, but they don't pay well for instructors. So, every year they're getting new instructors.

Chairman Sutton stated the instructors become plumbers now.

Ms. Kolligian stated that one of the instructors that taught it last year said he has to take hours off of work to prepare to teach, and he's not making as much as he is losing. He that he loved teaching and getting people in and out through that program quickly over the summer., but economically it's hard for him. So, they're trying, they do have that. You can get an associate's degree in 15 months up there now.

Mr. Connors stated the education institutions have also developed programs on retraining for displaced workers, so they're not just concentrating on students. Somebody who's been laid off of a job or downsized, they've concentrated on bringing those individuals in at a reduced tuition cost to try to get the trades built up or reestablished. But it's a multi-pronged problem. I think it's frustrating. In part, some of the larger capital projects. I was talking to the guys from Fiden's Brewery the other day. That's a project that this group approved in Malta. They're having trouble getting contractors, and they're talking to the contracting firms in the capital region, the MLBs, the BBLs, and they're just stretched thin with major projects that they're already working on, and so it's been a challenge in any one of a number of areas. It's something that we should have a conversation about on a fairly regular basis to see what the IDA can do to help promote the workforce, but it's challenged today. So, the article wasn't wrong.

Mr. Carminucci stated other big upstate building projects. What's the road reconstruction out in Syracuse? Isn't that like 2 billion dollars, that's just phase two. Where are the people are going to come from ?

Mr. Connors stated Business Review did their list of the largest capital projects, and Wadsworth is number one. There are billions of dollars being invested. I think they had 20 projects on there, and it talks not only about the company employees, but also about the construction workers. There's 1000s of them that are already working, and there's not enough.

Ms. Kolligian stated you're not wrong, though that social media blitz is going to get to kids that you can make this amount per hour.

Chairman Sutton stated, on another note, Greg, your team had a very successful Belmont Stakes.

Mr. Connors stated it was estimated by the state police, there were just over 26,000 people on Broadway for the Belmont on Broadway concert. It was our largest attendance over the three years. The Belmont Racing Festival was also termed a success. They were down on attendance, but up on handle. And it's interesting, of course. It's not the steak; it's the sizzle in the steak. I mean, NYRA reported all sources of handle, the offsite handle far surpassed the onsite handle. I think it was $100 million or something. We were we were at the Belmont, and you know, people instead of standing in line at the parimutuel, they're on the phone, and the internet capacity at the track wasn't sufficient, so it would crash, and you'd have to wait until it was back up. You'd have to reboot your phone. They solved the bathroom problems of year one and two, just in time to go back to Long Island. We're having some discussions now about the concert which has been very popular over the last three years, in cooperation with the Proctors Collaborative and the Entertainment, so we're thinking about how do we do that again next year.

Chairman Sutton asked if it is going to go back to the 40 days.

Mr. Connors stated yes, they are back to the 40 days, which I think a lot of people would be happy about because right now, they go until Labor Day, even with the two dark days. We go back to the 40 days, but the concert we're thinking about what we might do to continue that tradition, so more to follow on that.

Chairman Sutton stated that the county certainly benefited from the entire Belmont exposure.

Mr. Bulger stated they just got the June sales tax report yesterday and year to date, so for the first six months, the county is up 8.1% sales tax, which is really good.

Ms. Kolligian I think with NYRA and the attendance at Belmont, I'm curious if they shot themselves in the foot with their pricing, because our table, the first two years was $8,000 for 10 people for Friday and Saturday. They started wanting to charge us $24,000 for that same table this year. And we said no to $24,000. They dropped it right back down to the original, but there were empty tables this year where we were.

Mr. Connors stated the hospitality industry needed to learn a lesson too. From year one, everybody wanted to ring the bell, and it was a three-day minimum, and it was $1,000 a night. Can you imagine spending $1,000 a night at the Holiday Inn, which is a very nice place, of course, but $1,000? You'll recall, they had the Triple Crown when the Kentucky Derby winner lost the Preakness. A good portion of reservations that booked for the three days, anticipating the potential Triple Crown, they canceled, and so the hotels then had to reduce their rack rate. But for the people that didn't cancel, they were still three days at $1,000 a day, and the guy next door was paying $400 a night. I know that they were really concerned about sales tax, and so that's up too.

Chairman Sutton stated as long as people can bet off their phones and continue to do what they want to do and how they want to do it, they're not going to change their culture. But I think we have to be careful in Saratoga County that we overpopulate some of this construction that's going on, hotels and stuff like that we could be in trouble down the road.

Mr. Connors stated that one of the interesting things that I read in a Daryl Leggieri report from Discover Saratoga is that the occupancy rates were down for the summer, and they attributed that to the fact that there's three more hotels in Saratoga, and of course the Airbnb phenomenon is up and running.

Ms. Kolligian stated it'll be interesting to see what happens with the registry once that goes live. The Airbnb you have to register through the county, which will go through the state, because now Airbnbs will have to pay sales tax and occupancy tax

Mr. Bulger stated yes, it went live this week. The state's already supposedly been collecting sales tax from short-term rentals for the last year. It is very uncertain that that's been taking place because the state won't share their sales tax breakdown with us, but it will be both sales and occupancy tax.

Mr. Connors stated so there's still a lot of opportunity and a lot of investment. I don't say this to my board, but my job is a little bit easier because Saratoga County sells itself, and that's a result of a lot of the things that this agency has done, and other governmental and quasi-governmental agencies have done to promote the County and to promote the opportunity. We're doing well.

Chairman Sutton stated the next meeting will be August 11, 2026, at the Saratoga County Planning Department at 8:30 AM.

The meeting was adjourned at 9:22 AM by a motion from Mr. Mooney and seconded by Ms. Kolligian.

Respectfully submitted,

Tiedre Horan