

## WARREN COUNTY BOARD OF SUPERVISORS

**COMMITTEE: ECONOMIC GROWTH & DEVELOPMENT**

**DATE: OCTOBER 27, 2011**

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**COMMITTEE MEMBERS PRESENT:**

SUPERVISORS TAYLOR  
CONOVER  
CHAMPAGNE

**COMMITTEE MEMBERS ABSENT:**

SUPERVISORS MONROE  
GOODSPEED

**OTHERS PRESENT:**

VICTORIA PRATT-GERBINO, PRESIDENT OF EDC - WARREN COUNTY  
CHARLES BARTON, CHIEF OPERATIONS OFFICER, BARTON GROUP  
DANIEL G. STEC, CHAIRMAN  
PAUL DUSEK, COUNTY ADMINISTRATOR  
JOAN SADY, CLERK OF THE BOARD  
KEVIN GERAGHTY, BUDGET OFFICER  
SUPERVISORS THOMAS  
STRAINER  
WOOD  
LOEB  
THOM RANDALL, *ADIRONDACK JOURNAL*  
JOANNE COLLINS, LEGISLATIVE OFFICE SPECIALIST

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Mr. Taylor called the meeting of the Economic Growth and Development Committee to order at 10:51 a.m.

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

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

Ms. Gerbino-Pratt advised that she had asked the County to consider the restoration of EDC funding to the 2009 levels to insure the sustainability of high quality programs.

She apprised that the chief issue of the Regional Economic Development Council was Consolidated Funding Applications, the State's new mandated "smart application" process whereby businesses could seek funding from nine New York State (NYS) agencies with one application form. She noted applications were due no later than October 31, 2011 and excluded the Recharge NY programs.

Addressing the Recharge New York's Power For Jobs Program, Ms. Pratt-Gerbino said although the initial purpose of the program was cost containment for manufacturing companies, the Power For Jobs initiative extended eligibility across industries including not-for-profit agencies. She noted an application deadline of November 30, 2011.

Further regarding the Recharge NY program, which provided low cost power for qualifying businesses, Ms. Pratt-Gerbino apprised that 920 MW (megawatts) of low cost power were allocated for seven year contracts and she asserted that many businesses depended on high power demands to sustain operations in NYS. Additionally, she reported, 200 MW were set aside for new business investment initiatives and up to 100 MW for small and not-for-profit entities. Additionally, Ms. Pratt-Gerbino informed of three power providers in the region who had each allocated a minimum of 350 MW of power for businesses and not-for-profits. She underscored the need for community education to encourage accessibility and application submissions.

Addressing the Collaboration Proposal, Ms. Pratt-Gerbino stated she had initiated discussions with Washington County to identify collaborative opportunities to pool resources and to streamline the delivery of programs and services. She underscored the fact that both counties shared the same labor pool and envisaged a common goal to draw private sector investors to the region to grow the economy.

Mr. Champagne recounted that at one time the EDC had included both counties and he noted essential differences, such as higher agricultural operatives in Washington County; thereby creating different methods of doing business. He cited Saratoga County as a wellspring of business growth and development, particularly with the addition of Global Foundries.

Ms. Pratt-Gerbino expounded that discussions with Saratoga County had taken place on a regular basis as part of the Regional District Council's efforts which brought the counties and developers together for the purpose of identifying critical issues relative to creating economic vibrancy. Mr. Taylor clarified that the collaborative effort would not require a formal agreement; however, he said, it would bring both entities under one roof. Ms. Pratt-Gerbino said the effort which was both cooperative and collaborative in nature, would create a one stop service center to better meet the needs of private sector businesses without causing a need for changes in organizational structures.

With regard to metrics figures, Ms. Pratt-Gerbino pointed out that national data often lagged by one to two years and she reported that Glens Falls Unemployment in 2011 reflected a 1% decrease from 2010; and the Glens Falls Gross Domestic Product (GDP) figure as of September 2010 had increased by 1% from the prior year, which is evidence of increased productivity.

Mr. Taylor asked for an update regarding plans for the Queensbury Industrial Park and Ms. Pratt-Gerbino acknowledged the challenges in constructing the spec building model, as Federal funding for same was no longer available; however, she stated, furtherance of the matter could be advanced with additional engineering work. Although some engineering studies were completed enabling shovel-ready certification, according to Ms. Pratt-Gerbino, additional specifics were necessary with regard to construction locations which was estimated to cost between \$75,000 and \$85,000. She said that following the approval of the 2012 Warren County Budget, discussions involving projected expenses could proceed and she expressed the importance of marketing and outreach activities which would incur additional expenses. Funding, she stated, would depend on Warren County's ability to fund EDC initiatives.

Paul Dusek, County Administrator, raised the issue of the Queensbury Park for which the purchase option agreement would expire in the near future. Ms. Pratt-Gerbino concurred and noted she would present a request to renew the agreement at a future meeting. Mr. Dusek explained that the parcel was acquired by the County as part of foreclosure proceedings and an agreement was reached with the EDC to pay the County for property sold. Mr. Taylor asked if the agreement was exclusive and Mr. Dusek responded affirmatively. Mr. Taylor suggested that the issue be addressed at the next Committee meeting. Mr. Dusek stated he would ensure that a copy of the contract between the EDC and Warren County be emailed to the Committee members.

There being no further business to come before the Economic Growth & Development Committee, on motion made by Mr. Champagne and seconded by Mr. Conover, Mr. Taylor adjourned the meeting at 11:15 a.m.

Respectfully submitted,  
Joanne Collins, Legislative Office Specialist