

To: *EDC Board Members*

Re: *Minutes of September 19, 2017 Regular Monthly Meeting of the Board of Directors*

Present: Arleen Girard, Chair
Chris Barden, Vice Chairman
Jeff Byrne – Secretary
John Strough – Representative, TOQ
Derek Basile, Director
Judy Calogero – Representative, City of Glens Falls
Jim Siplon, Director

Absent: Mitch Amado – Treasurer & Chair of Audit & Finance Committee
Dr. Kristine Duffy – Representative SUNY Adirondack
Matt Fuller – Director, Chair of Governance Committee
Harold “Bud” Taylor, Representative, Warren County

Guests: Dr. Doug Huntley, Superintendent, Queensbury School District
Scott Whittlemore, Assistant Superintendent for Business, Queensbury School District
Michael Goot, Post-Star
Maury Thompson

Staff: Ed Bartholomew, President/CEO
John Wheatley, Vice President
Jennifer Switzer, Director of Finance/CFO
Elaine Behlmer, Office Administrator, Acting Secretary

On September 19, 2017 the Board of Directors for the Economic Development Corporation met in the Saratoga Room on the 2nd Floor at EDC Offices located at 333 Glen Street, Suite 101 in Glens Falls, New York for its Regular Monthly Meeting of the Board of Directors. The following items of business were discussed:

I. **Welcome & Call to Order:** EDC Chair Arleen Girard called the meeting to order at 8:05 a.m. She welcomed all EDC guests and advises Dr. Huntley’s presentation is the first in a series of discussions on education.

II. **Queensbury School District Presentation:** Dr. Doug Huntley, Superintendent of Queensbury School District thanks the board for inviting him to speak and states it’s not often he gets a chance to present on programs at Queensbury Schools. He speaks about the focus on secondary education and a decision made nine years ago to look at programs differently. Dr. Huntley presented on the development of multiple pathways to graduation, which includes the implementation of the International Baccalaureate (IB) Diploma programme at Queensbury High School, Project Lead the Way (PLTW) and Early College Career Academy at SUNY Adirondack with connection to future employers through internships, job-shadowing and mentorship. Topics of discussion included the economic impact on students obtaining jobs due to more studies, engineering shortage with message to students including females to take stereotype out of mind, focus on students with 80 GPA, communication with businesses along

with a lot of partnerships and economics of education regarding debt. This is the 1st in series of discussions on education EDC will host. Copies of materials distributed are kept on file at EDC Offices with the minutes. A thank you is extended to Dr. Huntley. He exits the meeting at 8:45 a.m.

III. Approval:

- EDC Regular Monthly Meeting Minutes July 18, 2017

All minutes were forwarded to EDC Board of Directors for review and approval prior to the meeting. A motion is made by Jeff Byrne, seconded by John Strough and carried unanimously to approve EDC Regular Monthly Meeting Minutes July 18, 2017.

IV. Financial Update:

- **Ratify July/August Financials & Payment of Bills:**

CFO Jennifer Switzer provided highlights on EDC financials for two months, July/August 2017. EDC continues to be in good cash position with revenues and expenses generally in line with projections. Jennifer refers to Statement of Activities July/August and Product Improvement for professional fees for projects delayed for Exit 20.

The Statement of Activities year-to-date reflects Warren County Occupancy Tax \$25,000 budgeted for Exit 20/Route 9 Corridor project along with National Grid Grant of \$50,000. The accrual of September rent is indicated along with Property Maintenance representing no mowing services with Watkins Garden Center for Queensbury Business Park.

Jennifer reports EDC's Audit & Finance Committee met last Friday to discuss EDC's 2018 Draft Budget with EDC President & CEO, Ed Bartholomew. The 2018 Draft Budget will be forwarded to all board members within the next few weeks for review, presented and discussed at EDC's next board meeting in October.

A motion is made by Judy Calogero, seconded by Chris Barden and carried unanimously ratifying July/August 2017 Financials & Payment of Bills.

V. Reports of Committees:

- **Audit & Finance Committee:** The EDC Audit & Finance Committee discussed putting 10% more in revenue line for EDC Breakfast and Annual Luncheon to allow an increase in revenue and sponsorships. A brief discussion followed.
- **Governance Committee:** The committee has not met. There is nothing new to report.

VI. President & CEO Report: Ed reviews *EDC CEO Report – EDC Board Meeting September 19, 2017*. A copy will be emailed to all board members. This report is kept on file with the minutes along with a copy of *EDC Warren County Economic Development Strategic Plan- September 2017 Update Report* distributed. Ed apprises EDC continues to market Queensbury Business Park on Queensbury Ave and Stone Quarry Road along with Former Native Textile Building at Carey Park – Exit 18 Queensbury. EDC has created 3 short videos on Queensbury Business

Park, Carey Industrial Park and other properties in the area. Highlights Ed discusses includes the following: Nov. 17th Business Review – Bullish on Glens Falls Power Breakfast he is speaking at, Lakes to Locks Passage Event at Crandall Library on Sept. 25, SUNY Adirondack Campus New NSTEM Building, Downtown Revitalization Initiative and SUNY Downtown culinary program John Strough has been very supportive of, Glens Falls Public Arts Trail, EDC Southern Adirondack Planning & Zoning Forum on 10/3/17 with 4 sponsors to-date, EDC new loan fund, Exit 20/Route 9 Corridor Traffic Study-RFQ issued, the planning, analysis, preparation of I-87 exits in Warren County EDC has been working on with George Hilton from the Town of Queensbury, Exit 18 water & sewer project Supervisor Strough has been handling, RFQ for airport John Wheatley is on Advisory Committee along with Glens Falls MSA Economic Indicators charts. Unemployment is at its lowest in 10 years.

VII. **Other Business**

VII. **Next Meeting:** Tuesday, October 17, 2017 - 8:00 A.M. - EDC Regular Monthly Meeting of the Board of Directors in the Saratoga Room on the 2nd Floor at EDC's offices located at 333 Glen Street, Suite 101, Glens Falls, NY unless otherwise notified.

VIII. **Executive Session if necessary:** Not necessary.

IX. **Adjournment:** Upon no further business to come before the EDC Board of Directors upon motion by Chris Barden, seconded by Jim Siplon and carried unanimously, the meeting was adjourned at 8:55 a.m.



CEO Report - EDC Board Meeting

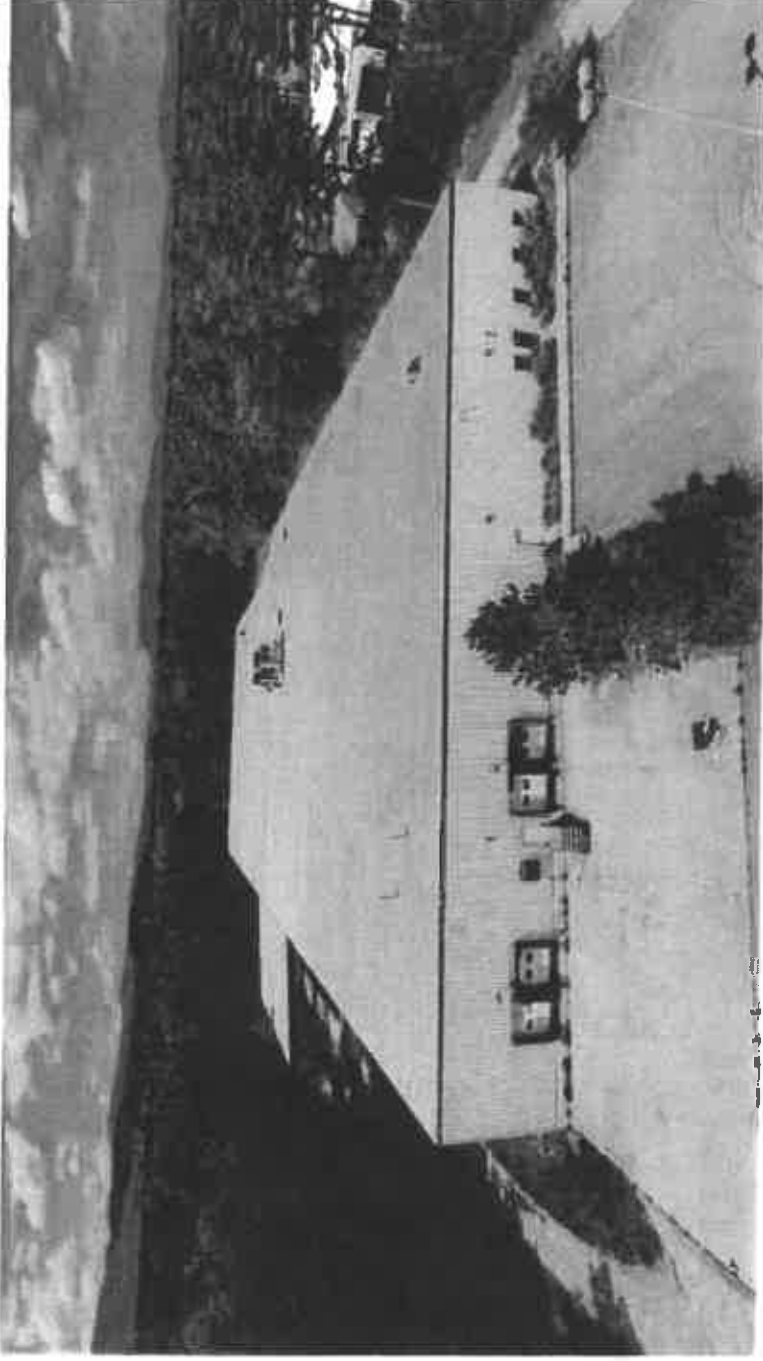
September 19th, 2017

Queensbury Business Park Queensbury Ave & Stone Quarry Rd.



EDC Plan #: 1.1 Marketing & Attraction

Former Native Textile Building Carey Park – Exit 18 Queensbury



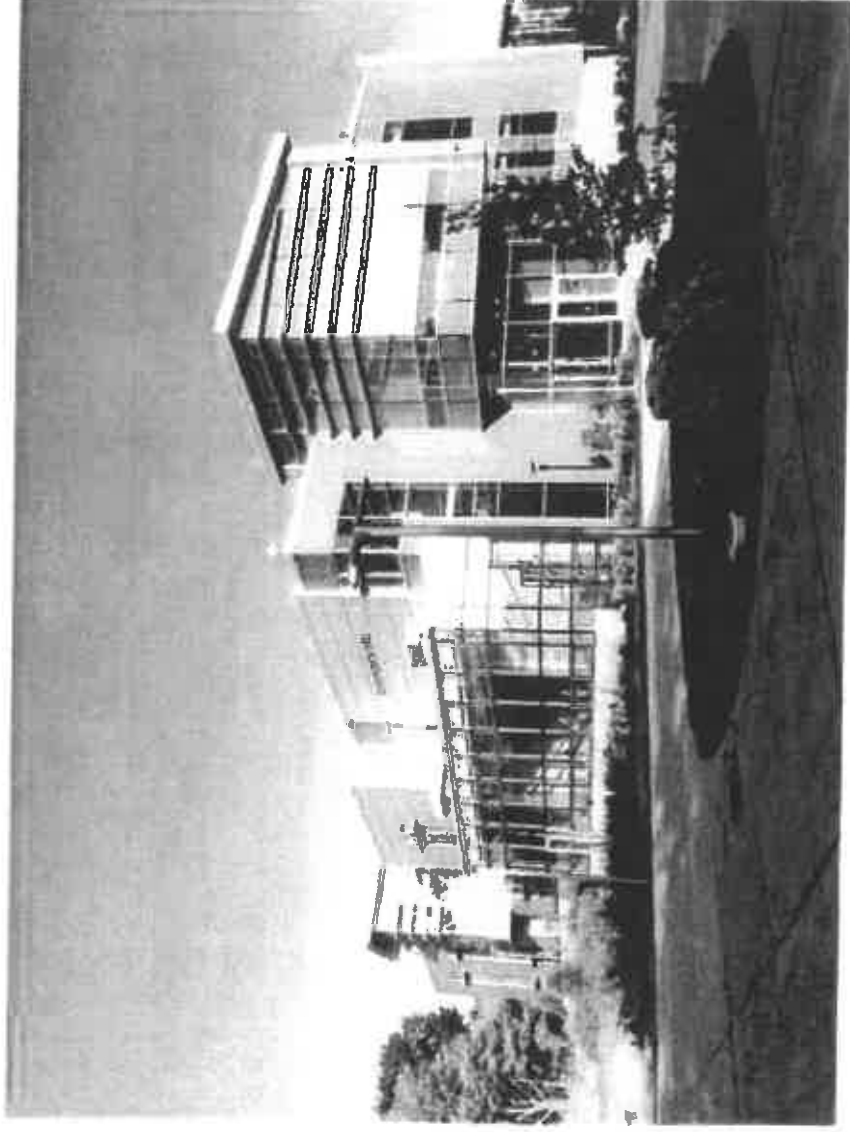
EDC Plan #: 1.1 Marketing & Attraction

Nov. 17th Business Review – Bullish on Glens Falls Power Breakfast



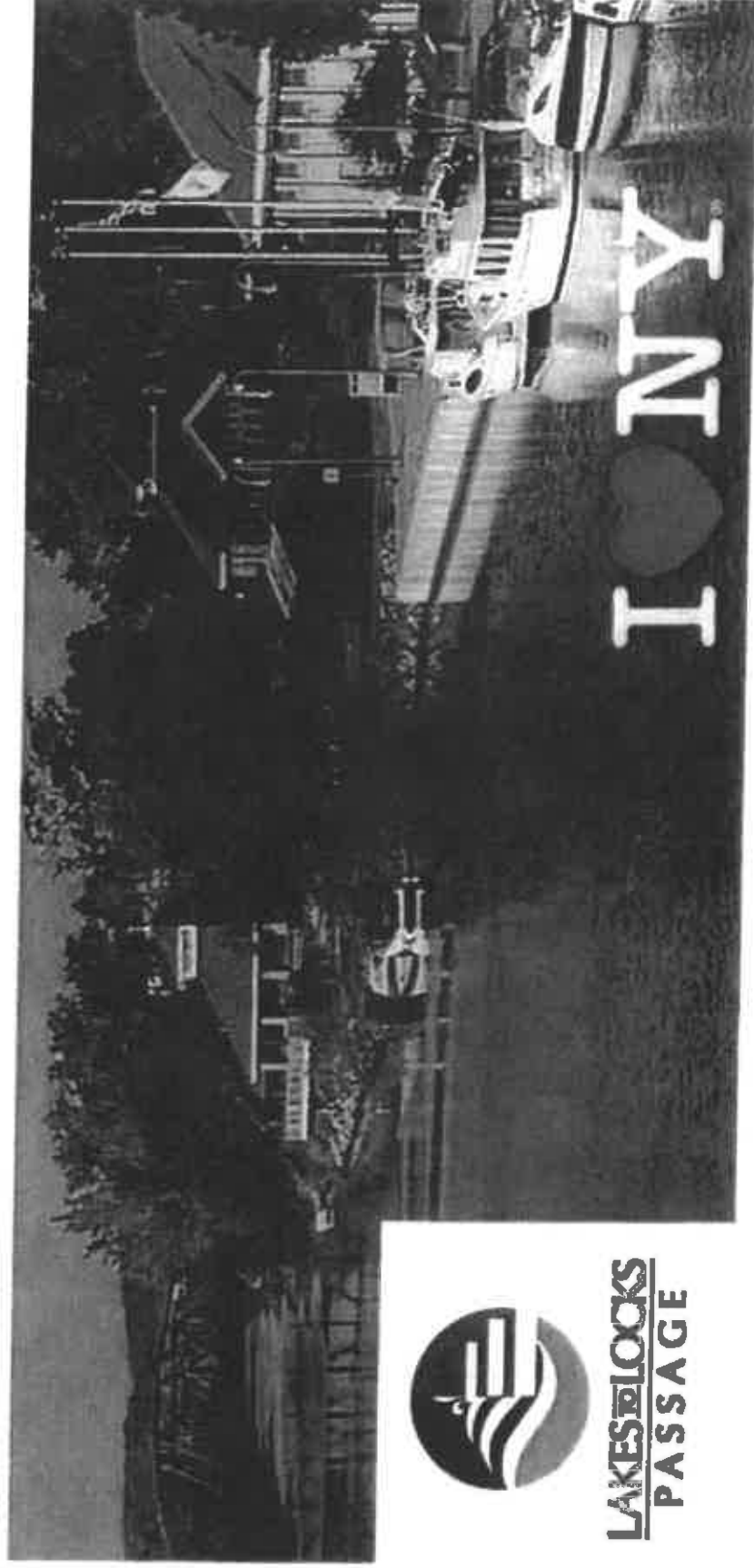
**EIDC Plan #: 1.1 Marketing & Attraction
& 1.8 Special Events**

SUNY Adirondack Campus New NSTEM Building



**EDC Plan #: 1.1 Marketing & Attraction
and 1.6 Transformational Projects**

Lakes to Locks Passage Event Crandall Library – Oct 25th



**LAKES TO
LOCKS
PASSAGE**

**EDC Plan #: 1.8 Special Events and
2.11 Tourism**

Downtown Revitalization Initiative

Be in AWE of Glens Falls



City of Glens Falls
Downtown Revitalization Initiative

Glens Falls Downtown
Arts, Wellness & Entertainment (AWE) District

June 2016

**EDC Plan #: 1.1 Marketing & Attraction
and 1.6 Transformational Projects**

Downtown Revitalization – Glens Falls Public Arts Trail

ARTS TRAIL

EXPLORE GLENS FALLS

EXPERIENCE OUR LIVELY ARTS SCENE!

ARTSDISTRICTOFGLENSFALLS.COM

1. Chapman Historical Museum
2. Crandall Public Library
3. Charles B. Wood Theater
4. Adirondack Theatre Festival
5. Glens Falls Community Theatre
6. LAMMC
7. Glens Falls Symphony Orchestra
8. North Country Arts
9. Glens Falls City Center
10. World Awareness Children's Museum
11. The Nyck Collection Art Studios
12. The Shift Recovery Arts & Marketing Center
13. Park Theater

EDC Plan #: 1.1 Marketing & Attraction and 1.9 Arts & Culture



2017 Southern Adirondack Planning & Zoning Forum

Fort William Henry

Conference Center

Lake George, NY

October 3rd, 2017

WARREN COUNTY ECONOMIC DEVELOPMENT CORPORATION
100 STATE STREET, WARREN, NY 12149
TEL: 518/537-2200 FAX: 518/537-2201
WWW.WARRENCOUNTYEDC.COM

**EDC Plan #: 1.8 Special Events & 3.6
Business Environment/Planning & Zoning**



COLLABORATION
NEW LOAN FUND
\$500,000

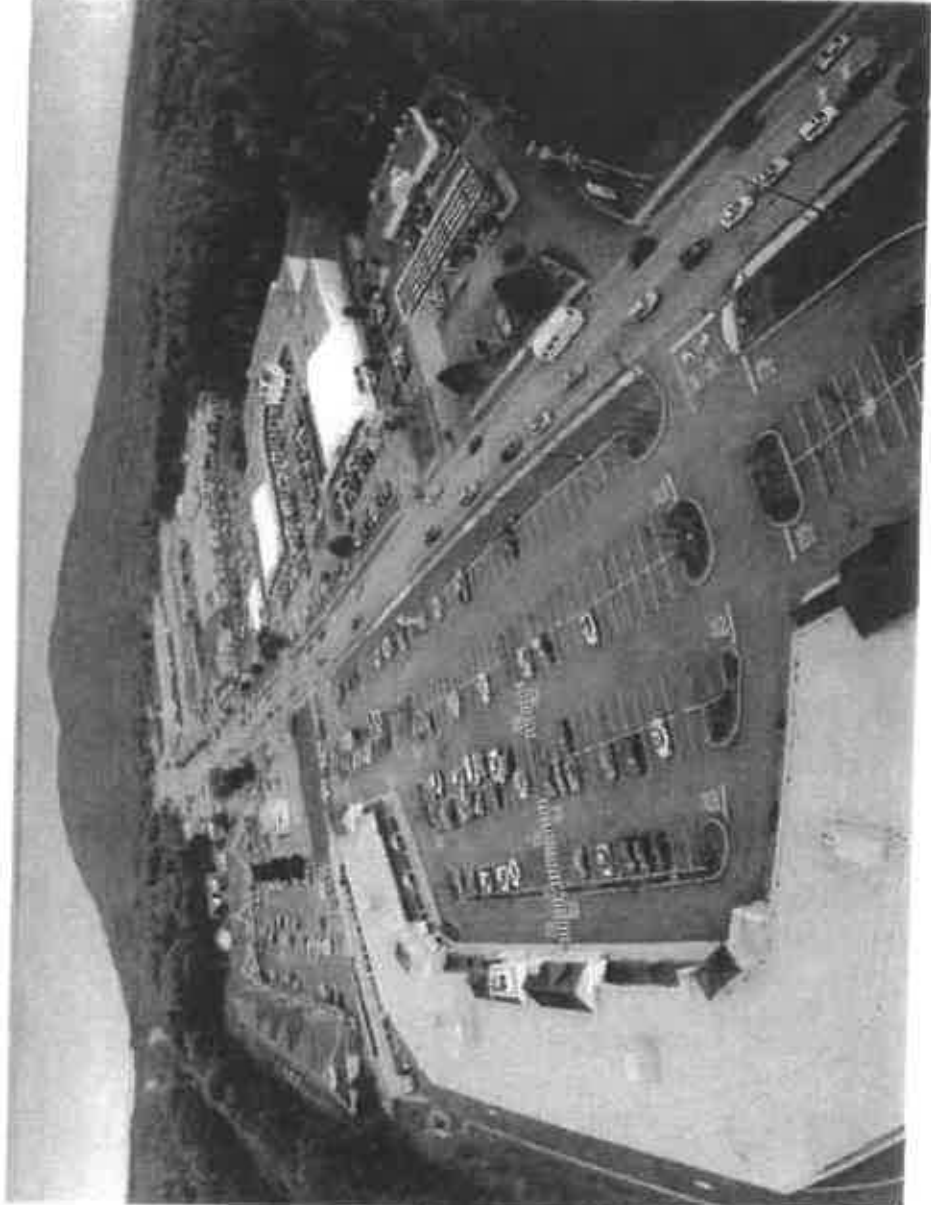
EDC Plan #: 2.5 Revolving Loan Funds

Exit 20/Route 9 Corridor Traffic Study – RFQ Issued



EDC Plan #: 3.5 Infrastructure/Transportation Assets

Exit 20/Route 9 Corridor Traffic Study RFQ Sept. 22nd Deadline



EDC Plan #: 3.5 Infrastructure/Transportation Assets

Planning, Analysis, Preparation I-87 Exits in Warren County



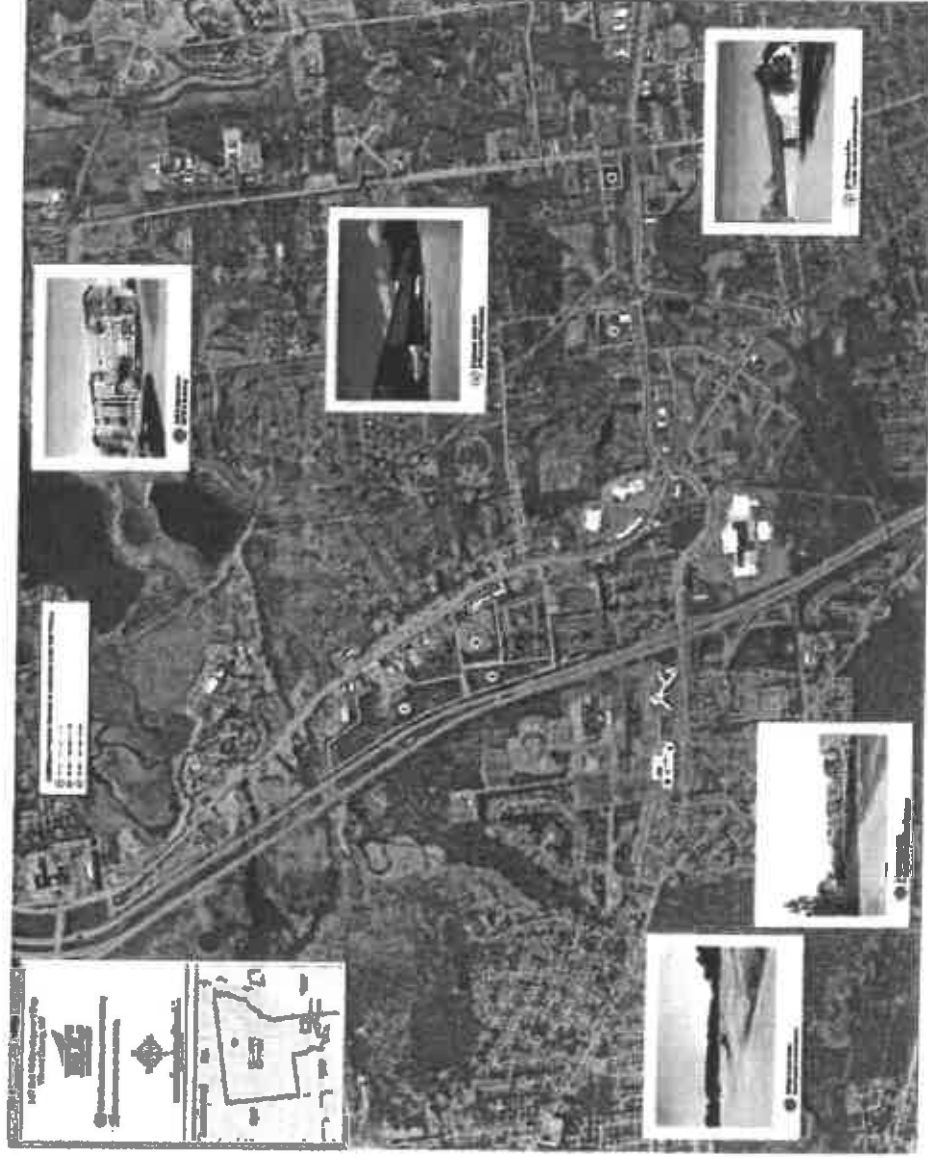
**EDC Plan #: 3.2 I87 Northway Exits and 3.5
Infrastructure/Transportation Assets**

Exit 18 Development Map - 2017



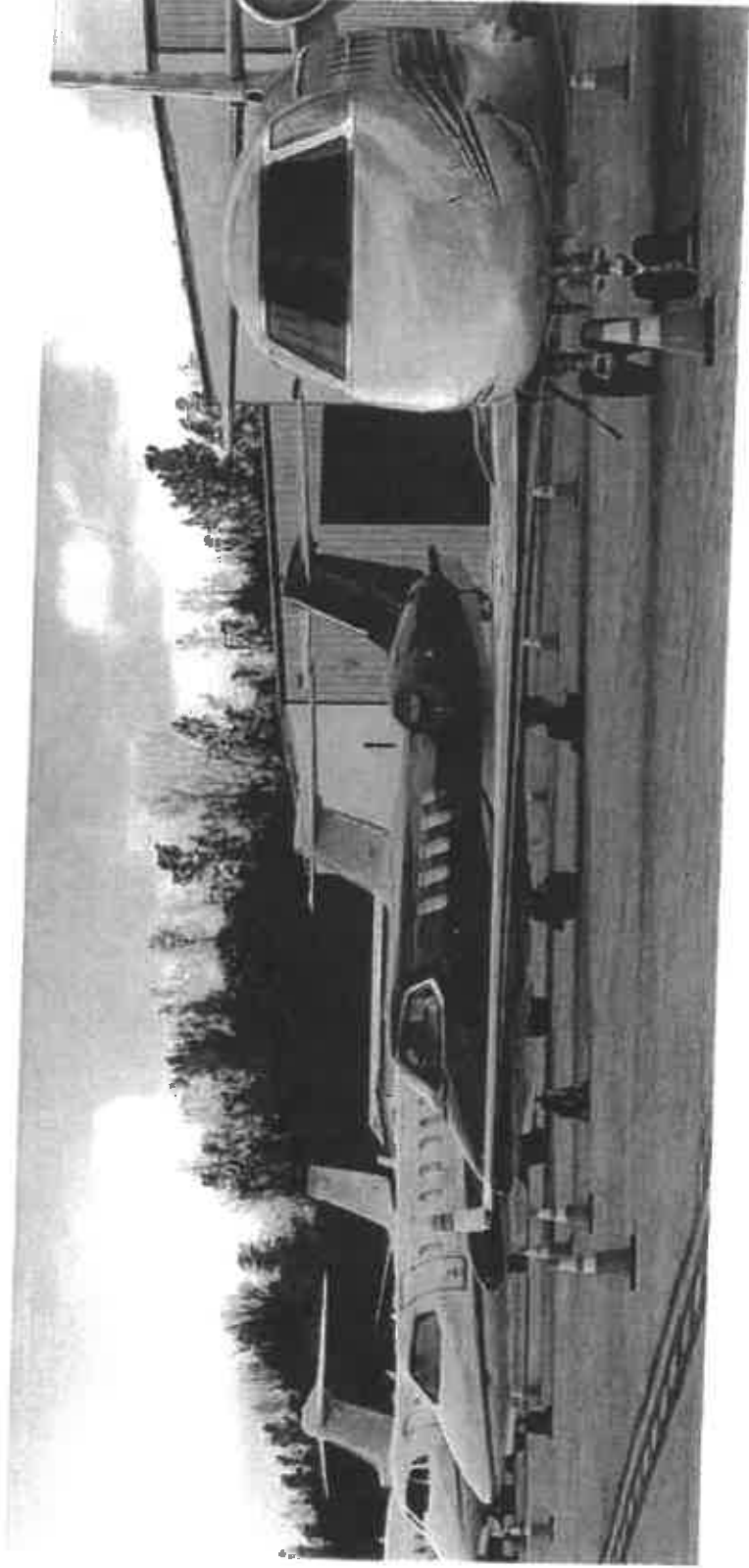
**EDC Plan #: 3.2 187 Northway Exits and 3.5
Infrastructure/Transportation Assets**

Exit 19 Development Map - 2017



EDC Plan #: 3.2 187 Northway Exits and 3.5 Infrastructure/Transportation Assets

Airport Advisory Committee EDC Participating Member & Assisting with RFP for FBO

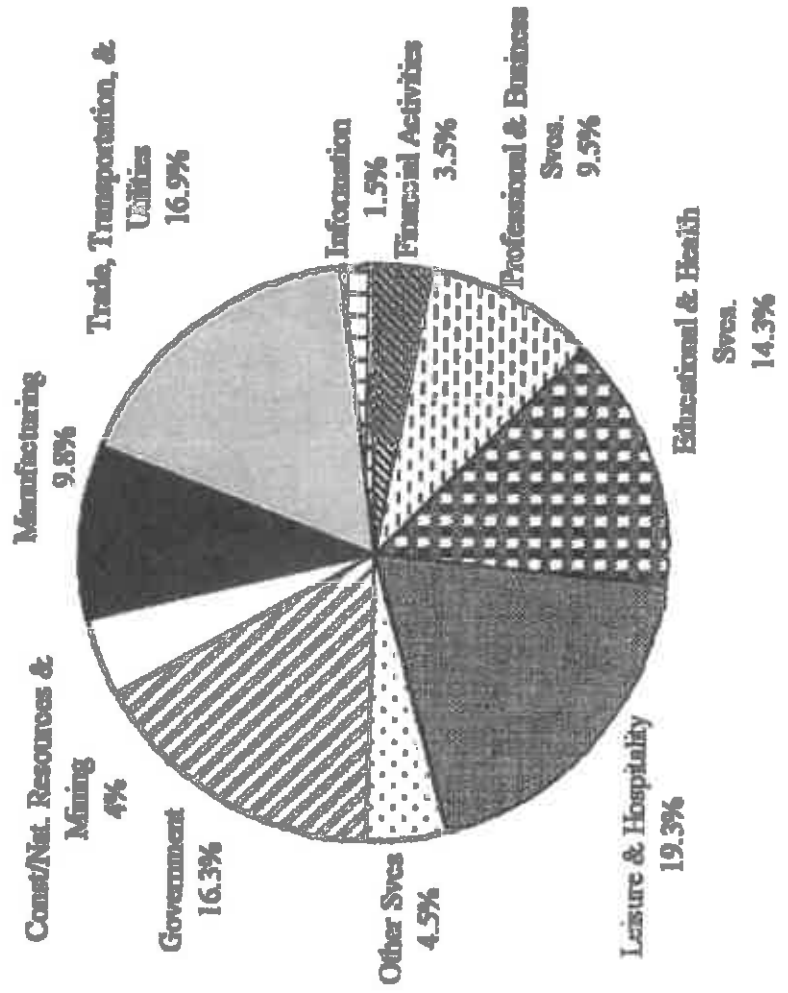


EDC Plan #: 3.5 Transportation Assets

Glens Falls MSA Economic Indicators

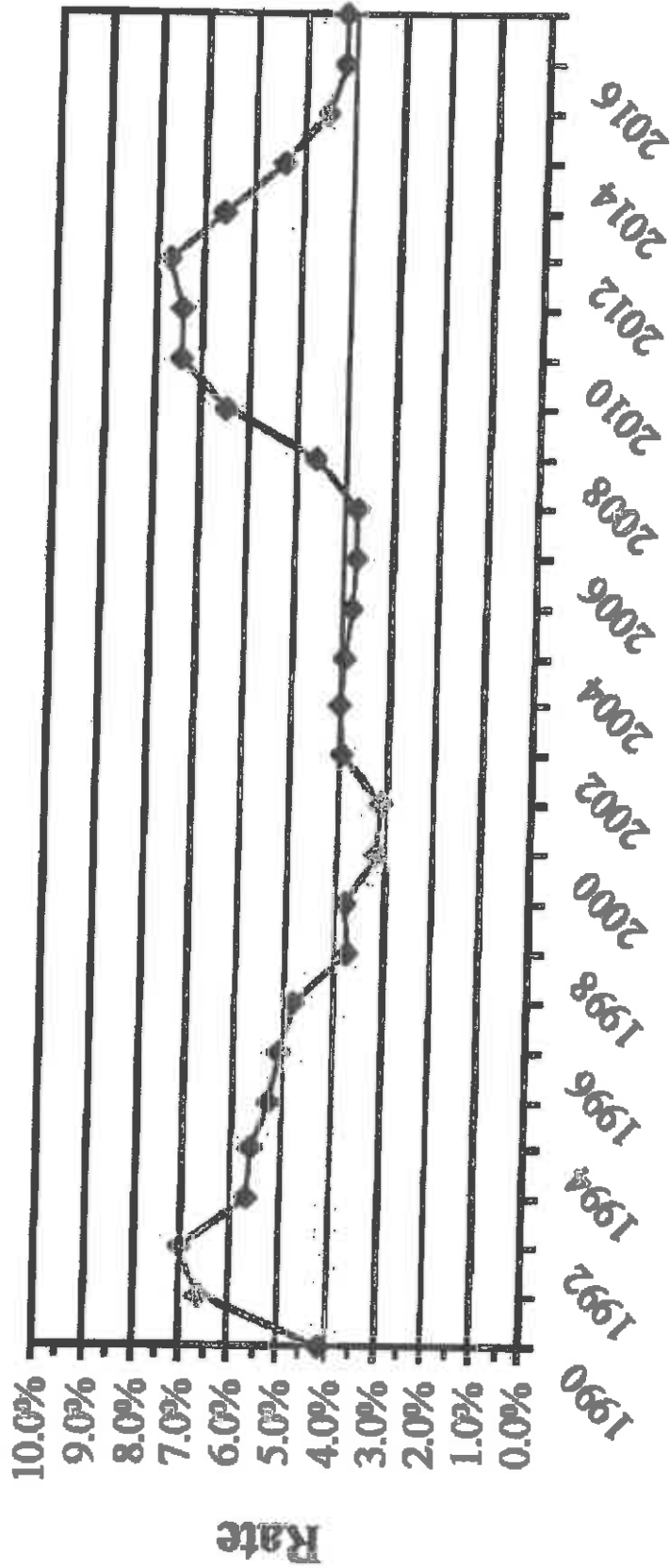
NONAGRICULTURAL EMPLOYMENT BY SUPER-SECTOR
GLENS FALLS MSA, July 2017

Industry Super-sector



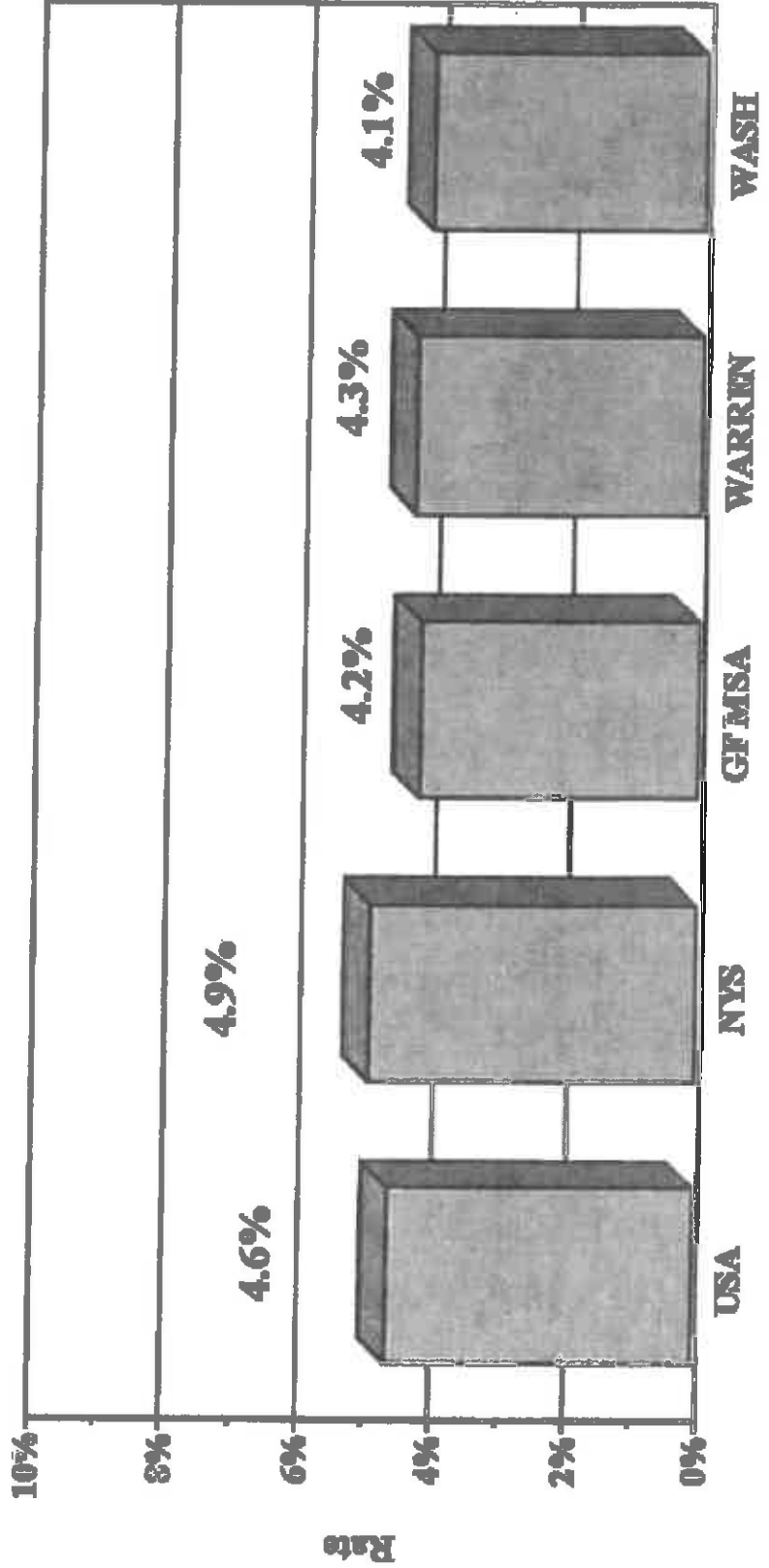
Glens Falls MSA Economic Indicators

RESIDENT CIVILIAN UNEMPLOYMENT RATE
Glens Falls MSA
July 1990 – July 2017



Glens Falls MSA Economic Indicators

RESIDENT CIVILIAN UNEMPLOYMENT RATE - July 2017
United States, New York State and Glens Falls MSA



Glens Falls MSA Economic Indicators

NONAGRICULTURAL WAGE AND SALARY JOBS
GLENS FALLS MSA
July 1990 - July 2017

