

To: *EDC Board Members*

Re: *Minutes of February 23, 2021 Meeting of the Board of Directors*

*Present:* Matt Fuller, Esq. – Chair  
Chris Barden – Vice Chair  
Judy Calogero – Secretary  
Laura Ladu – Director  
Alex Rotolo – Director  
John Strough – Representative, TOQ  
Rachel Seeber – Chairwoman, Warren County Board of Supervisors  
Dr. Kristine Duffy – Representative SUNY Adirondack – Chair of Governance  
Mike Pratt – Director  
Mitch Amado – Treasurer & Chair of Audit & Finance Committee

*Guests:* Kristy Alexander – WorkSmart  
David Dammerman – WorkSmart  
Andrea Palmer – Lake Champlain Lake George Regional Planning Board  
Stephen Thurston – FootHills Business Daily  
Michael Goot – The Post Star  
Kimberly Bullard – Associate Real Estate Broker  
Andrea Harwood Palmer - LCLG Regional Planning Board

*Staff:* Jim Siplon, President  
John Wheatley, Vice President  
Lisa Daly, Interim Bookkeeper  
Linda Oldenburg, Economic Development Coordinator

On February 23, 2021, the Board of Directors for the Economic Development Corporation met via zoom meeting for a Board of Directors Meeting at 8:00 a.m. The following items of business were discussed:

- I.** **Welcome & Call to Order:** Chair, Matt Fuller welcomed everyone and called the meeting to order and took roll call at 8:00a.m.
- II.** **Approval:** Approval of Board Meeting held January 19, 2021. All minutes were forwarded to the board for review and approval prior to meeting. A motion is made by Representative John Strough, seconded by Treasurer Mitch Amado and unanimously approved with Rachel Seeber abstaining.
- III.** **Financial Update :** Treasurer Mitch Amado stated there was a finance committee meeting February 10, 2021. Lisa Daly went over the financials stating nothing out of the ordinary from previous months. The bank sheet as you can see, we did have a significant change in our bank balance this is due to the fact we were not able to generate as much revenue via our events and via our membership or sponsorship by local companies. Queensbury project funds were moved a restricted asset on the balance sheet. Audit is in process will bring update on that at next month's meeting. Motion to

accept the financials as presented for the month of January motioned by Chris Barden and 2<sup>nd</sup> by Alex Rotolo and carried unanimously.

**IV. Reports & Committees:** Committee Chair Dr. Duffy reported committee met on February 9<sup>th</sup> 2021, we did have a final discussion about the resolution we brought forward today. We also discussed some open board seats that will be coming up, more to come on that in next month's meeting.

**V. President/CEO Report:** President Jim Siplon turned the meeting over to VP John Wheatley for an update on broadband. VP Wheatley updated Phase two is underway it started in late January, we are at the midway point now, it is due to conclude April 1<sup>st</sup>. We are finding were getting good results, we got off to a great start and we are basically at a point now where we can do some mapping data. As you can see the early mapping for where we are getting responses from and we are very happy about, a lot of the towns we were targeting are doing quite well. There are some holes, and we are working on that, but not that many they are really coming through. We are doing a lot of focused communications directly with, the healthcare community, the supervisors have been fantastic in the County, great getting the word out and key people in the community. Phase three is the next phase that we are about to get underway, and this is the data aggregation and report assembling for the purposes of gathering this data into formats that can be used to submit for future grant opportunities. There is a resolution in your packet today for that. Also, Jim and I have been participating in an Adirondack action group which is an advocacy group now multi-county, it is growing and that leads to what we can vision to see as phase four. Which is going to be a building plan for regional coordination and grant funding. The LGLG Planning Board has initially agreed to split or share in the cost of this RFP.

President Siplon pointed out a couple of things since the last meeting. Ash's investment in the Merrill Magee and his intent to stand that back up. EDC is working with him to optimize the right approach for support that can be provided to him. President Siplon went on to say there is a new developer in Glens Falls who is already executing, this is not a proposed developer we're engaged with them to help them optimize their approach to do even more work in downtown.

President Siplon stated a mixed use development that is purely in a development stage and we are under a hard NDA, but there is a fairly mature proposal for a mixed use development along route nine. There is a new food entity that has come to town with the intention of potentially relocating here with a specific focus on the city.

President Siplon indicated there is a large effort to consider clean tech in the Glens Falls, Queensbury corridor it's a large national organization that is exploring us as one of a number of potential sites that they're looking at nationally.

President Siplon updated the board on communications EDC is getting a significant following from outside the area which is one of our objectives is to expand our reach. We do posts very consistently on new material, on our blog and on our various platforms. EDC recently sponsored a survey with ROOST which is the sustainable tourism organization based in Lake Placid. We expanded their scope to include Warren County and in particular Lake George and the North Creek region. Nearly 7000 people responded of those 91% indicated interest in moving here, in fact almost 15% of them said

they are in the process of moving here and another 20% said if they can make their work remotely permanent, they will move here within the next 5 years.

President Siplon stated he wants to immediately engage in developing a working group to specifically focus on housing. This survey is predicating were going to need to expand our reach affordable housing to the entire county and develop a strategy that will allow us to do this.

President Siplon went on to update the board regarding the contract with the City of Glens Falls and Warren County Local Development and has begun talks with the Town of QSBY about their process around May of this year.

Economic Development Coordinator Linda Oldenburg spoke about sending out to the board the yearly evaluation and the timeframe on getting them back to submit back to the Governance Committee.

**VI.** **Approved Resolutions:** A motion is made to move forward with approval of permanent appointment of the President of EDC Motion was made by Dr. Kris Duffy and seconded by John Strough and with a roll call unanimously approved. A motion is made to move forward with approval to Expend \$8,500 to ECC Technologies for Professional Services for Broadband Data Analysis and Report Development for Warren County Motion was made by Mike Pratt and seconded by Laura Ladu with a roll call and unanimously approved. A motion is made to move forward with approval of authorize issuance of an RFP for a proposal on services to develop a Regional Adirondack broadband strategic plan Motion was made by Dr. Kris Duffy and seconded by Alex Rotolo and with a roll call and unanimously approved.

**VII.** **Other Business:** 2021 SEP contributions and Life Insurance quote and benefit will be brought to the Audit and Finance Committee next meeting.

**VIII.** **Executive Session:**

**IX:** **Adjournment:** Upon no further business to come before the board, a motion is made by John Strough seconded by Alex Rotolo and carried unanimously to adjourn the meeting at 8:41 am.