

# Draft

To: **EDC Board Members**

Re: **Minutes of July 17, 2018 Regular Monthly Meeting of the Board of Directors**

**Present:** Arleen Girard, Chair  
Judy Calogero – Representative, City of Glens Falls  
Dr. Kristine Duffy – Representative SUNY Adirondack – Chair of Governance  
Mike Pratt – Director  
Jim Siplon, Director  
Mitch Amado – Treasurer & Chair of Audit & Finance Committee  
John Strough – Representative, TOQ  
Matt Simpson – Representative, Warren County  
Alex Rotolo - Director

**Absent:** Matt Fuller – Secretary  
Chris Barden, Vice Chairman  
Elaine Behlmer, Office Administrator, Acting Secretary

**Guests:** Andrew Meader  
Maury Thompson  
Michael Goot, Post Star

**Staff:** Ed Bartholomew, President/CEO  
John Wheatley, Vice President  
Jennifer Switzer, Director of Finance/CFO  
Karen Lange, Temporary Staff Member

On July 17, 2018 the Board of Directors for the Economic Development Corporation met in the Community Room on the 2<sup>nd</sup> 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 at 8:00. The following items of business were discussed:

**I.**     **Welcome & Call to Order:** Chair Arleen Girard called the meeting to order at 8:02 a.m.

**II.**     **Approval:**

- EDC Regular Monthly Meeting Minutes, June 19, 2018

All minutes were forwarded to EDC Board of Directors for review and approval prior to the meeting. A motion is made by John Strough, seconded by Dr. Kris Duffy and carried unanimously to approve EDC Regular Meeting Minutes of June 19, 2018.

**III.**    **Financial Update:**

- Approval of June Financials & Ratify Check Detail for the month of June

Mitch Amado reviews Statement of Financial Position, noting decrease in income and increase in cash and verifies any variances were due to timing issues and EDC is on track with our budget. Alex Rotolo inquires as to the balance on the Accounts Receivable Aging Report related to ARBI. Jennifer Switzer gives a brief background regarding ARBI and conveys she will provide Alex with additional details on ARBI for his informational purposes. There were no additional items to discuss.

A motion is made by Judy Calogero, seconded by Matt Simpson and carried unanimously approving the June 2018 Financials & ratifying the Check Detail.

**IV. Reports of Committees:**

- **Audit & Finance Committee:** Jennifer alerts the board that she will begin scheduling the first of meetings for the 2019 Budget.
- **Governance Committee:** Nothing to report.

**V. President & CEO Report:** EDC President and CEO Ed Bartholomew reviews the PowerPoint and begins with an overview of the luncheon held later due to scheduling and timing due to speaker Dr. Kelly. There were 7 sponsors for the event and Dr. Kelly's presentation can be seen on EDC's website via YouTube. Ed discusses the various areas covered by Dr. Kelly including the Jefferson Project of Lake George and the use of data by the most powerful computer located in Oakridge Tennessee where Veteran's records are held. He then reminded the board of the July 27<sup>th</sup> due date for the CFA's and the municipalities and private businesses EDC is working with to file for funding. Additional discussions included the Opportunity Zones and the impact funding from this initiative could help like lodging in North Creek as this is one of the areas approved along with additional investment in downtown Glens Falls. Ed extended his thanks to Dr. Duffy and SUNY Adirondack for hosting CR Bard's job fair. Bard is looking to hire up to 35 people with an additional 15 at the beginning of 2019. A discussion followed that included concerns and comments for livable wages and affordable housing to attract and hire employees from Mitch Amado. Ed alerted the board to the Town of Queensbury's current Affordable Housing Strategy and the Glens Falls DRI as also looking at housing as part of their funding. Ed then continued with updates to EDC's website. EDC is currently in the stages of getting quotes for updates to the website part of which has not been updated since 2014. EDC is looking to integrate all other media sources into the website. The discussion then turned to the planning of the Planning & Zoning Forum which will take place in early October to be held again at the Fort William Henry. Ed finished his report with an overview of the Exit Strategy project EDC has been working on over the last couple of years and the assistance provided to date by the Town of Queensbury's GIS staff for work on exits in the Town. EDC would like to enter into an agreement to reimburse the Town for the work to be performed on other sites outside of Queensbury. John Strough updated the board that the Town Board had approved such an agreement the night before at the town Board meeting and will forward the agreement today. Ed also acknowledged that Sarah Frankenfeld from the County Planning Department had also been assisting with this project. (A copy of the full report is attached for reference).

**VI.** 2 Guests were introduced starting with Andrew Meader, Commissioner of the Adirondack Film Commission who took the opportunity to briefly update the board on the status of the newly formed commission. The commission has been officially incorporated with the non-profit status in process and projected to be approved within the next sixty to ninety days. Mr. Meader then continued with

information from a kind of “reverse fam tour” for the film industry held in New York City whereby presentations were made to film industry executives, including site reps, about the numerous assets available in our region found in the various small cities and towns. Numerous contacts were made that will be valuable to the commission. Mr. Meader continued with information regarding upcoming shoot of a television show this fall “racing the Minnie Ha-Ha, a reality show looking for a location on a very tight turn-around, the potential Christmas movie to be shot in the area is looking for financing. Mr. Meader ended with recognizing their current Board of Directors who include, Michael Scott, Trent Sano, Zack Moore and Jessica Levandoski. He then thanked the board for EDC’s support.

The second guest, Maury Thompson, was then introduced by Ed, to update the board on his home grown film project. Maury outlined for the board he was working with local Caitlin Stedman of Snarky Aardvark on a documentary of Charles Evan Hughes. He continued with various facts and high lights of Mr. Hughes’ life. This two year project will be in four parts. His business plan includes a \$26,000 budget, working to secure foundation and local business grants and moving to crowd funding for support next year. His goal is to have the local PBS station pick-up the film. Maury passes around information to board members about Charles Evans Hughes, mentions LARAC has partnered with him and ten percent of the profits will be shared with the newly formed Glens Falls Arts District. Maury thanks the board for their time.

**VII.** **Next Meeting:** There is no meeting scheduled in August with the next meeting to be held in September.

**VIII.** **Executive Session:** Ed Bartholomew requested an Executive Session for the medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation.

A motion is made by Jim Siplon, seconded by Mike Pratt to enter into Executive Session at 9:00 a.m. and carried unanimously.

A motion is made by Arleen Girard, seconded by Jim Siplon and carried unanimously, approving the unpaid leave for Elaine Behlmer through Saturday, August 11, 2018 and the continuation of medical benefits provided through August 11, 2018 with EDC and Elaine each paying their share as determined by previous resolution.

A motion is made by Mike Pratt, seconded by Jim Siplon to exit Executive Session at 9:30 a.m. and carried unanimously.

**IX.** **Adjournment:** Upon no further business to come before the EDC Board of Directors upon motion by Matt Simpson, seconded by John Strough and carried unanimously, the meeting was adjourned at 9:30 a.m.



**Ed Bartholomew – CEO Report  
EDC Board of Directors Meeting**

**July 17<sup>th</sup>, 2018**

# **EDC Annual Luncheon Held on July 2<sup>nd</sup> Great Escape Lodge**



**Dr. John E. Kelly III, SVP Cognitive Solutions and IBM Research -  
Keynote Speaker**

**EDC Plan #: 1.8 Special Events**

# EDC Annual Luncheon Held on July 2nd Great Escape Lodge

- Over 225 Attendees
- Local & Regional Audience
- 7 Event Sponsors
- Wide Media Coverage and Exposure for EDC and Warren County
- Dr. Kelly's Presentation available on YouTube – visit [www.edcwc.org](http://www.edcwc.org)

## EVENT SPONSORS



**ADIRONDACK**  
TRUST COMPANY

**Barton  
& Loguidice**



**HILLTOP**  
CONSTRUCTION  
COMPANY  
*"Performance, Not Promises"*



**TuckerStrategies**  
KNOWLEDGE | INNOVATION | IMPACT

**EDC Plan #: 1.8 Special Events**



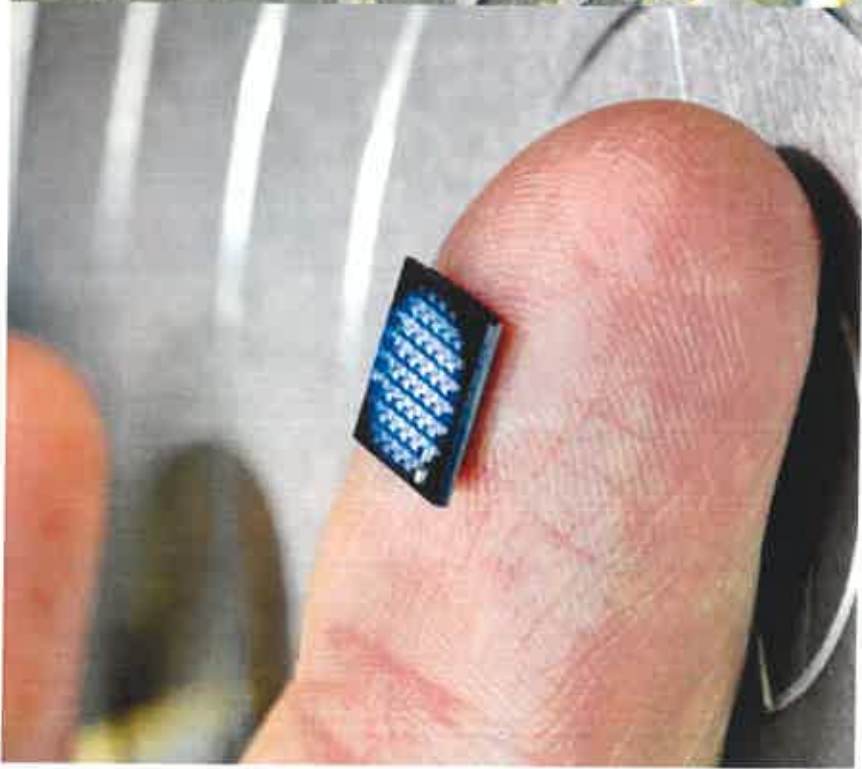
# EDC Annual Luncheon Held on July 2<sup>nd</sup> Great Escape Lodge

Jefferson Project @ Lake George



**EDC Plan #: 1.8 Special Events**

# EDC Annual Luncheon Held on July 2<sup>nd</sup> Great Escape Lodge



**EDC Plan #: 1.8 Special Events**



# EDC Annual Luncheon Held on July 2<sup>nd</sup> Great Escape Lodge

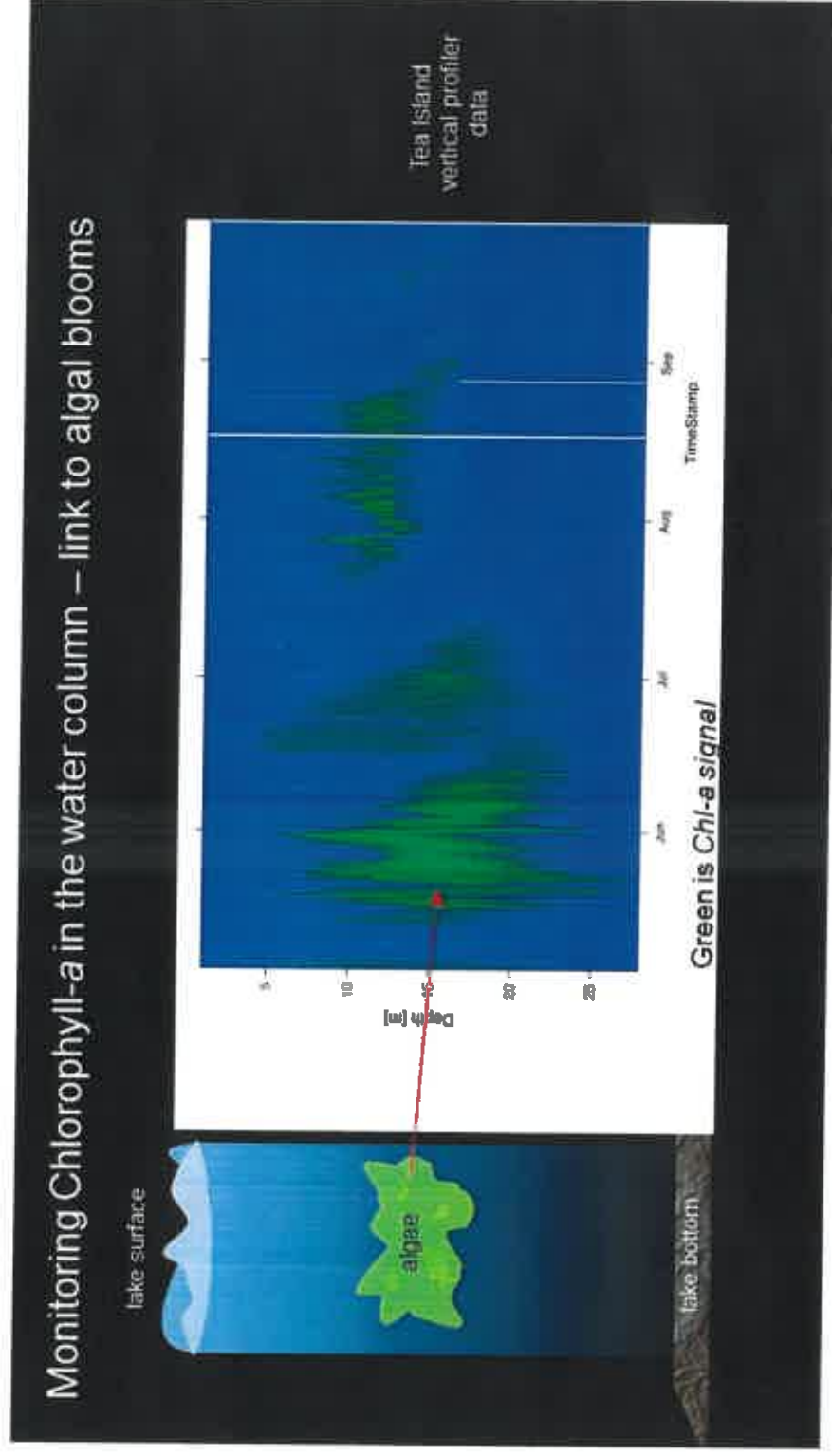
The "Smart Sensor Network" is an intelligent network that covers the entire lake and utilizes IoT technology



**More than 300 million sensor measurements to date**

## EDC Plan #: 1.8 Special Events

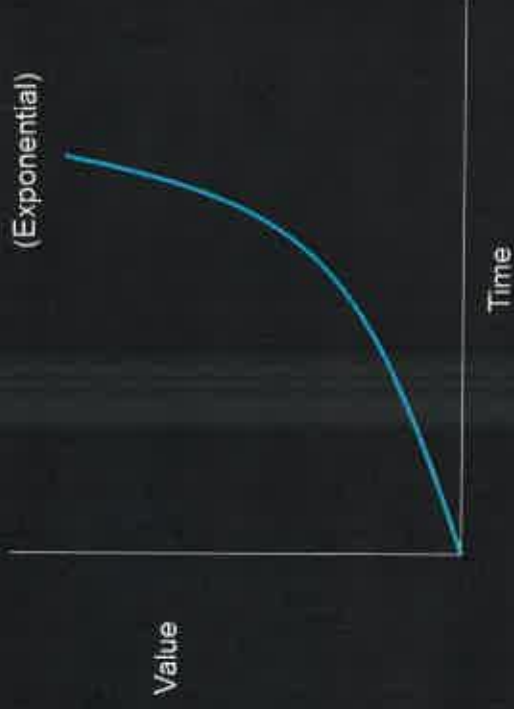
# EDC Annual Luncheon Held on July 2nd Great Escape Lodge



**EDC Plan #: 1.8 Special Events**

# EDC Annual Luncheon Held on July 2<sup>nd</sup> Great Escape Lodge

And there is one more exponential coming

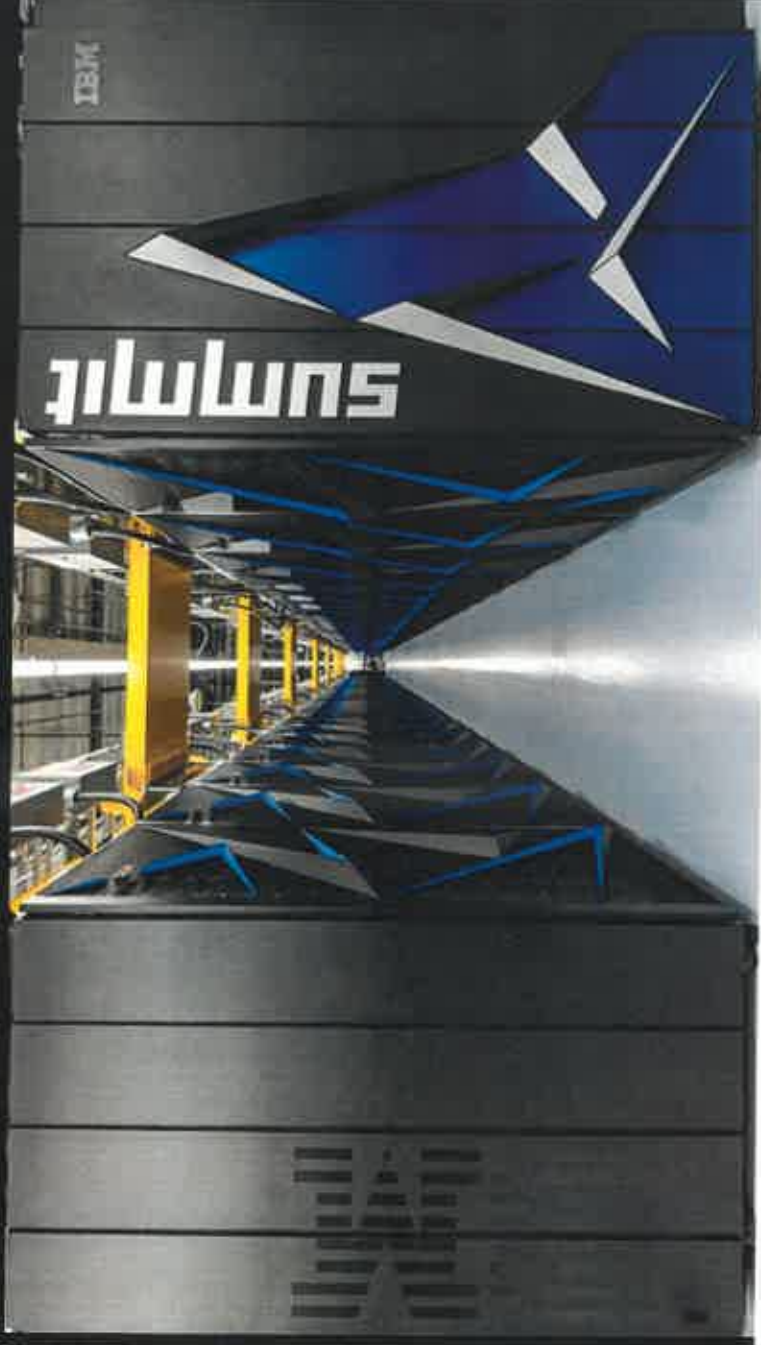


... that may accelerate all the others.....

**EDC Plan #: 1.8 Special Events**

# EDC Annual Luncheon Held on July 2<sup>nd</sup> Great Escape Lodge

Today's Most Powerful Computer



**EDC Plan #: 1.8 Special Events**

# EDC Annual Luncheon Held on July 2nd Great Escape Lodge

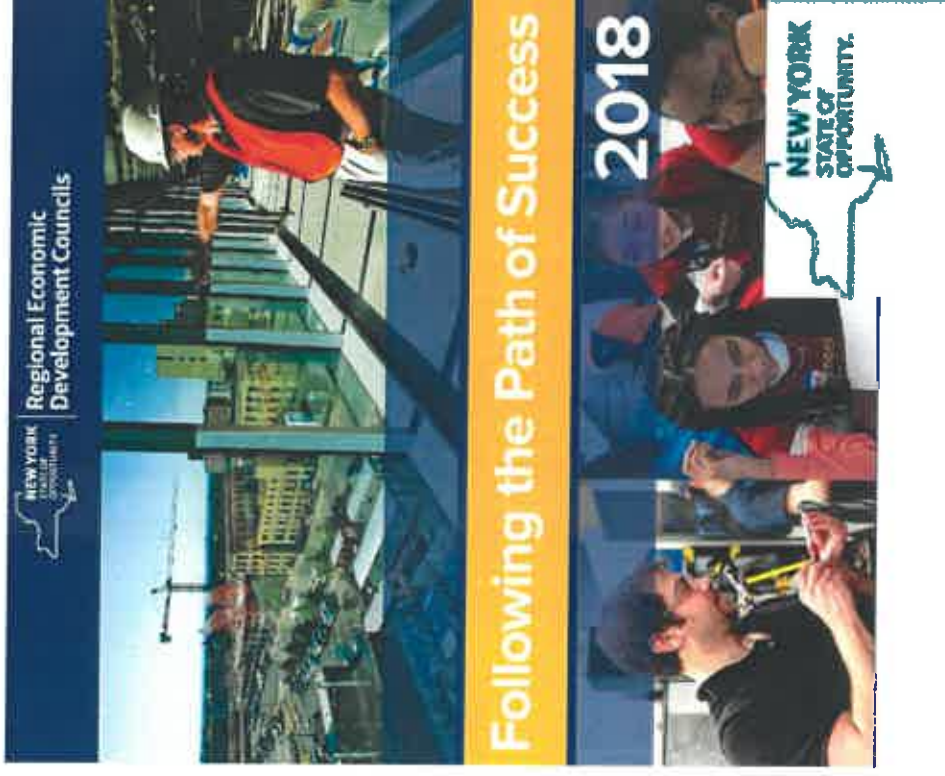
You Tube video link available at [www.edcwc.org](http://www.edcwc.org)



**EDC Plan #: 1.8 Special Events**



# NYS Consolidated Funding Application (CFA) Round VIII – July 27<sup>th</sup> Deadline



**Capital Region  
Regional Economic  
Development Council**

**EDC Plan #: 1.1 Marketing/Attraction  
and 2.4 NYS Funding**

# NYS Consolidated Funding Application (CFA) Round VIII – July 27<sup>th</sup> Deadline



**Capital Region  
Regional Economic  
Development Council**

**EDC Plan #: 1.1 Marketing/Attraction  
and 2.4 NYS Funding**



# NYS Consolidated Funding Application (CFA) Round VIII – July 27<sup>th</sup> Deadline



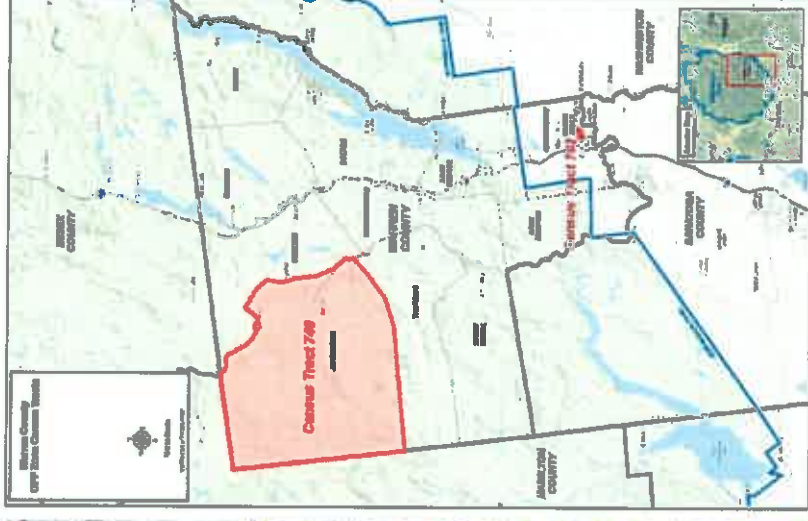
**EDC Plan #: 1.1 Marketing/Attraction  
and 2.4 NYS Funding**

# Federal Opportunity Zones Update

- NYS (Gov. Cuomo) Approved & Submitted Two Warren County Census Tracts (702 & 704) To US Treasury For Inclusion in FOZ Program
- US Treasury Reviewed and Approved Submitted Census Tracts Including Tracts 702 & 704
- EDC and ESD Obtaining Latest Information on Benefits, Mechanics, Qualifications, Restrictions, Etc.
- EDC Initiating Marketing Efforts to Identify and Promote Potential Qualifying Projects in the Region
- EDC in Early Stages of Identifying Potential Investors, Financial Institutions, Venture Capital, Real Estate Developers and other with Tax Credit Expertise and Network

**EDC Plan #: 1.1 Marketing & Attraction  
and 2.4 NYS & Fed Funding**

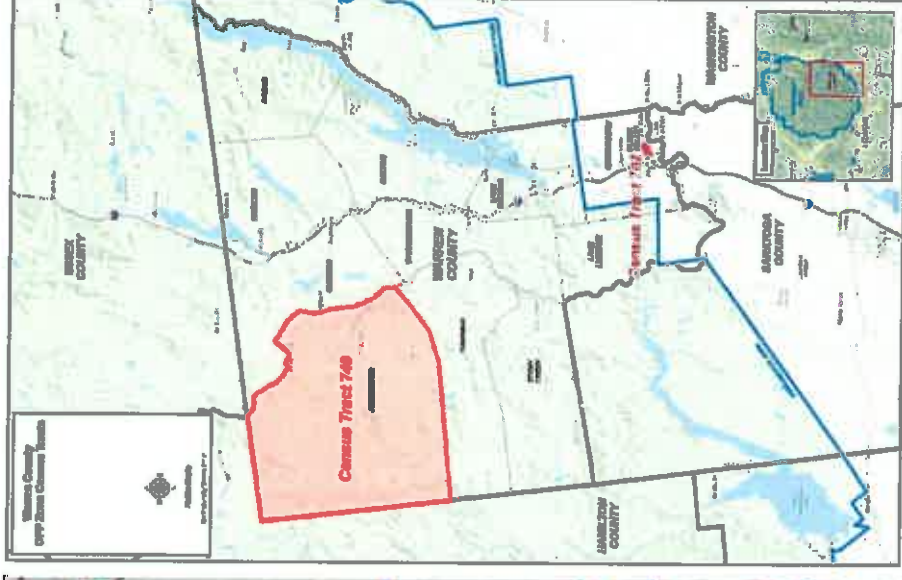
# Approved Federal Opportunity Zone Census Tract 702 – City of Glens Falls



**EDC Plan #: 1.1 Marketing & Attraction  
and 2.4 NYS & Fed Funding**



# Approved Federal Opp. Zone Tract 704 – Johnsburg North Creek/Gore Mtn area



**EDC Plan #: 1.1 Marketing & Attraction  
and 2.4 NYS & Fed Funding**

# BD Bard Hiring Event – July 17<sup>th</sup> at SUNY Adirondack 10AM to 2PM



## BD Bard Hiring Event

Tuesday, July 17, 2018 10:00 am - 2:00 pm  
SUNY Adirondack Community College  
Northwest Bay Conference Center - Adirondack Hall  
640 Bay Road, Queensbury, NY 12804



### BD has joined BD

CD, Bard has over 100 years of experience creating innovative products and services to meet the needs of healthcare service providers and patients. We have joined a global medical technology company that is advancing the world of health by replacing medical discovery, diagnostics and the delivery of care. We're growing.

### NOW HIRING

#### R-11720 - MANUFACTURING TEAM MEMBERS

Coming from Glens Falls/Queensbury location is seeking individuals to fill immediate openings.

- Hiring all levels skilled to entry level
- On the job training provided
- Advancement opportunities
- Competitive salary & benefits

Interested candidates can register by visiting: [www.bd.com/careers](http://www.bd.com/careers) on search and apply for R-11720.

- Medical/Quadrant Vision
- Worker: Health Insurance
- Company Paid Basic Job Insurance
- Paid Holidays
- PTO & Paid Vacation
- 401K plan with company match
- Global Dress Code
- Employee Discounts (Hotel, Car, Service, Auto Rental)
- Annual Performance Review
- Advancement Opportunities



has joined BD



**EDC Plan #: 2.7 Workforce Development**

# EDC Website Update Underway

## Traffic Data Since 2014 Re-Launch



- 32,348 New Users
- 41,657 Sessions
- 93,598 Pageviews

Source: Google Analytics

# **EDC Warren County Integration of Communications Platforms**

- EDC Website
- EDC Insider Bi-Weekly E-Newsletter
- EDC News Alerts & Special Announcements
- EDC Warren County Watch
- EDC Warren County LinkedIn Contacts
- EDC Warren County Facebook
- EDC Warren County Twitter





# 2018 Southern Adirondack Planning & Zoning Forum

Fort William Henry  
Conference Center  
Lake George, NY  
Coming October 4<sup>th</sup>, 2018

**EDC Plan #: 1.8 Special Events**

© CARL HEILMAN II / WWW.CARLHEILMAN.COM - FROM THE BOOK "LAKE GEORGE", PUBLISHED 2009  
PERMISSION REQUIRED FOR ANY PUBLICATION



# **EDC Contact Information**

**Economic Development Corporation**

**333 Glen Street**

**Glens Falls, New York 12801**

**Tel: 518-761-6007**

**[www.edcwc.org](http://www.edcwc.org)**