



The State University  
of New York

Clerk of the Board  
Saratoga County Board of Supervisors  
40 McMaster Street  
Ballston Spa, New York, 12020

I am writing to strongly encourage the Saratoga County Board of Supervisors fund the Saratoga County Prosperity Partnership at the requested level of \$450,000 for the 2021 budget year.

The Saratoga County Prosperity Partnership leads a host of critical economic and workforce development initiatives across the public and private sectors, driving economic success for residents, businesses and government in Saratoga County, New York. The Saratoga Partnership supports business retention and expansion and works to provide a seamless delivery of programs and services for businesses seeking to grow, and spearheads semiconductor industry marketing and attraction, global trade assistance, community economic development, and data collection and planning.

During the COVID-19 pandemic, the Saratoga Partnership provided critical guidance and services to hundreds of small Main Street businesses throughout Saratoga County. This included navigating federal, state, and local regulations; accessing federal and state relief programs including the PPP and EIDL programs; accessing personal protection equipment; and collaborating with local chambers of commerce, local governments, and not-for-profits, to ensure a seamless delivery of business services.

In a time when our community needs economic development the most (high unemployment, loss of small businesses, economic uncertainty), the county should support the economic development initiatives that the Saratoga Partnership is undertaking, including;

- Next Wave Communities initiative which has resulted in direct investment and development attention to Ballston Spa, as well as ongoing plans in Malta, Galway, and the Northern Towns of Saratoga County;
- Workforce development projects including a childcare feasibility study, CDL training center, and promoting digital literacy and coding training for adults;
- Updated market and site analysis of LFTC to capitalize on onshoring of investment prompted by the CHIPS for America Act;
- Representing Saratoga County on the National, State, Regional, and local levels including the New York State's Regional Economic Development Council's (ESD) Business Development Workgroup, Albany Airport Master Plan's Regional Advisory Committee, and Saratoga Hospitals Communities of Excellence Committee.

In my role at Hudson Valley Community College, I can attest to how important the work of Saratoga County Prosperity Partnership is to assisting in rebuilding the communities that have been so severely affected by the pandemic. The hospitality and service sectors have always been crucial to the success of Saratoga County's economy. Businesses and individuals employed in these sectors have been disproportionately effected this past year. The Partnership, working in concert with the County's Employment and Career Center, is one of the few economic development organizations in the region working to assist with the reskilling of dislocated workers. It is critical to have a vital workforce development pipeline to jobs for the unemployed to rebuild the local economy. These funds will also provide Saratoga Partnership the opportunity to leverage funding with grants from federal and state agencies, as well as private utilities that serve Saratoga County.

Now, in the second wave of COVID-19, economic development services are critically needed more than ever. The requested funding will allow the Partnership to continue to help individuals and local small businesses who are the backbone of our community, to weather the impact of this economic development storm.

Thank you in advance for your consideration and commitment to economic development in Saratoga County.

Sincerely,

A handwritten signature in black ink, appearing to read "Penny Hill".

Penny Hill, Dean Economic Development and Workforce Initiatives  
Hudson Valley Community College, Troy and Malta Campuses