

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 to fund the Saratoga County Prosperity Partnership at the requested level of \$450,000 for the 2021 budget year.

As a member of the Saratoga County Partnership Board and a Professional Planner involved in economic development initiatives, I can attest to the successful efforts of the Partnership leading 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. The Saratoga Partnership supports business retention and expansion and works to provide a seamless delivery of programs and services for businesses seeking to grow including spearheading semiconductor industry marketing and attraction, global trade assistance, community economic development, and data collection and planning.

Understanding the importance of retaining existing businesses and the challenges they are facing during the COVID-19 pandemic, the Saratoga Partnership has and continues to provide critical guidance and services to hundreds of small Main Street businesses throughout Saratoga County. This includes 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 the time where our community needs economic development the most (high unemployment, loss of small businesses, economic uncertainty), it is critical that the county continue to 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.

Since we are now in the second wave of COVID-19, economic development services are needed now more than ever. A consistent funding stream from Saratoga County will ensure that these services can be delivered, and also allow the Saratoga Partnership to leverage that funding with grants from federal and state agencies and private utilities that serve Saratoga County. The partnership is committed to partnering with the stakeholders throughout the County to proactively support the needs of the existing business community while simultaneously being engaged in attracting new business activity to the County.

As a County resident living in Clifton Park, thank you in advance for your consideration and commitment to economic development in Saratoga County.

Sincerely,

Rocco Ferraro, AICP
15 Friar Tuck Court
Clifton Park, New York 12065