

County of Albany

112 State Street
Albany, NY 12207



Meeting Agenda

February 2020

Monday, February 10, 2020

7:00 PM

Economic Development Committee

CURRENT BUSINESS:

1. CONFIRMING THE APPOINTMENT OF THE DIRECTOR OF THE ALBANY COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT, CONSERVATION AND PLANNING



DANIEL P. MCCOY
COUNTY EXECUTIVE

COUNTY OF ALBANY
OFFICE OF THE EXECUTIVE
112 STATE STREET, ROOM 1200
ALBANY, NEW YORK 12207-2021
(518) 447-7040 - FAX (518) 447-5589
WWW.ALBANYCOUNTY.COM

DANIEL C. LYNCH, ESQ.
DEPUTY COUNTY EXECUTIVE

January 15, 2020

Hon. Bruce A. Hidley
Office of the Albany County Clerk
Albany County Courthouse
Albany, NY 12207

Hon. Paul T. Devane, Clerk
Albany County Legislature
112 State Street, Room 710
Albany, NY 12207


Dear Messrs. Hidley and Devane:

I write to advise that I am appointing Kevin O' Connor as Albany County Director of Economic Development, subject to confirmation by the County Legislature. My authority to make this appointment lies in the County Charter under Sections 302(c) and 1101. Given the importance of the Department of Economic Development, Conversation and Planning within Albany County, I anticipate the County Legislature will take up this appointment in an expedient fashion.

I have enclosed a resume and bio for review by the legislature.

Please advise if there are any questions.

Sincerely,


Daniel P. McCoy

cc: Andrew Joyce, Chairman
Dennis Feeney, Majority Leader
Frank Mauriello, Minority Leader
Majority Counsel
Minority Counsel



Legislation Text

File #: TMP-1406, Version: 1

REQUEST FOR LEGISLATIVE ACTION

Description (e.g., Contract Authorization for Information Services):
Appointment of Albany County Director of Economic Development

Date: 1/14/20
Submitted By: Mike McLaughlin
Department: County Executive
Title: Director of Policy and Research
Phone: 518-447-7040
Department Rep.
Attending Meeting: Mike McLaughlin

Purpose of Request:

- Adopting of Local Law
- Amendment of Prior Legislation
- Approval/Adoption of Plan/Procedure
- Bond Approval
- Budget Amendment
- Contract Authorization
- Countywide Services
- Environmental Impact/SEQR
- Home Rule Request
- Property Conveyance
- Other: (state if not listed) Click or tap here to enter text.

CONCERNING BUDGET AMENDMENTS

Increase/decrease category (choose all that apply):

- Contractual
- Equipment
- Fringe
- Personnel
- Personnel Non-Individual

Revenue

Increase Account/Line No.: Click or tap here to enter text.
Source of Funds: Click or tap here to enter text.
Title Change: Click or tap here to enter text.

CONCERNING CONTRACT AUTHORIZATIONS

Type of Contract:

- Change Order/Contract Amendment
- Purchase (Equipment/Supplies)
- Lease (Equipment/Supplies)
- Requirements
- Professional Services
- Education/Training
- Grant

Choose an item.

Submission Date Deadline Click or tap to enter a date.

- Settlement of a Claim
- Release of Liability
- Other: (state if not listed) Click or tap here to enter text.

Contract Terms/Conditions:

Party (Name/address):
Click or tap here to enter text.

Additional Parties (Names/addresses):
Click or tap here to enter text.

Amount/Raise Schedule/Fee: Click or tap here to enter text.
Scope of Services: Click or tap here to enter text.

Bond Res. No.: Click or tap here to enter text.
Date of Adoption: Click or tap here to enter text.

CONCERNING ALL REQUESTS

Mandated Program/Service: Yes No
If Mandated Cite Authority: Click or tap here to enter text.

Is there a Fiscal Impact: Yes No
Anticipated in Current Budget: Yes No

County Budget Accounts:

File #: TMP-1406, Version: 1

Revenue Account and Line: Click or tap here to enter text.
Revenue Amount: Click or tap here to enter text.

Appropriation Account and Line: AA8020 11022
Appropriation Amount: Click or tap here to enter text.

Source of Funding - (Percentages)

Federal: Click or tap here to enter text.
State: Click or tap here to enter text.
County: 100%
Local: Click or tap here to enter text.

Term

Term: (Start and end date) Click or tap here to enter text.
Length of Contract: Click or tap here to enter text.

Impact on Pending Litigation Yes No
If yes, explain: Click or tap here to enter text.

Previous requests for Identical or Similar Action:

Resolution/Law Number: Click or tap here to enter text.
Date of Adoption: Click or tap here to enter text.

Justification: (state briefly why legislative action is requested)

The County Executive's Office is seeking approval from the Legislature to appoint Kevin O'Connor to the position of Albany County Director of Economic Development, Conservation and Planning. The candidate's experience uniquely qualifies him for this position. The attached resume is included for your review.

Biographical Statement

Kevin O'Connor

Kevin O'Connor is currently President and CEO of the Albany Consulting Group which he started in 2014 and specialized in providing consultative and advisory services to private companies, municipalities and school districts on all aspects of broadband networks.

In 2013 Mr. O'Connor retired as President, Chief Executive Officer and Founder of FirstLight Fiber (formerly Tech Valley Communications), the first and only fiber optic telecommunications company based in Albany, New York. Mr. O'Connor, a Founder of the Company, successfully grew the company from the start-up phase to one of the largest fiber-based telecommunications providers in upstate New York and Northern New England with over 200,000 fibers miles spanning five states and Canada. Under Mr. O'Connor's leadership the Company grew rapidly through organic growth as well as through a series of acquisitions and has been recognized by Inc. Magazine and the Harvard Business School in the past as one of the fastest growing "Inner City 100 Companies." FirstLight Fiber provides mission critical voice and data services to business enterprise customers and national wireless carriers throughout its fiber footprint. Mr. O'Connor joined the Company as CEO on July 3, 2000 and has been a member of the Board of Directors since the company's inception in 1998. In 2010 the Company was sold to the Boston-based Private Equity firm, Riverside Partners at which time Mr. O'Connor was appointed as President, as well as CEO in which capacity he served until his retirement in October of 2013.

Prior to Tech Valley Communications, Mr. O'Connor served for eight years as President of the Center for Economic Growth (CEG) a business sponsored economic development and consulting organization that initiated the effort to attract the semiconductor industry to the region, which later resulted in the siting of the multibillion-dollar Global Foundries semiconductor chip manufacturing facility in the region. CEG also provided financial management and technical assistance to manufacturing and technology firms. During Mr. O'Connor's tenure, CEG led the effort to modernize the Albany Municipal Airport into the Albany International Airport and led the call for the redevelopment of the Amtrak Train Station. He was responsible to the Center's Board of Directors for all aspects of the day to day operations of the Center.

Prior to his appointment as President of CEG, Mr. O'Connor had been working in the economic development field within New York State Government for 6 years. In his last job with State Government Mr. O'Connor was a Deputy Commissioner for the New York State Department of Economic Development (now ESDC). Mr. O'Connor has also held various positions in the Governor's Office (during the Hugh Carey and Mario Cuomo administrations), the New York State Division of the Budget and the New York State Department of Health.

Mr. O'Connor has extensive experience in board governance and sits on or has sat on a number of private companies, nonprofit and governmental boards of directors including Albany Molecular Research Inc. (NASDAQ: AMRI), The College of St Rose, The Albany Parking Authority, Palace Performing Arts Center and is the founder and chairman of the Albany Police & Fire Foundation. Mr. O'Connor has participated in the New York Stock Exchange's Annual Board Room Summit on Corporate Governance for the each of the past 9 years.

Mr. O'Connor is a graduate of the State University of New York College at Brockport where he earned a Bachelor's degree in History and Master's Degree in Public Administration.

Kevin O'Connor

[REDACTED]
Albany, NY 12208

Phone: [REDACTED]
Email: [REDACTED]

WORK EXPERIENCE

President & CEO

Albany Consulting Group

Albany, New York

January 2014 – Present

Consulting practice offers highly specialized guidance to private companies, nonprofit organizations and municipal entities on all aspects of broadband telecommunications networks

President, Chief Executive Officer and Founder

FirstLight Fiber (formerly Tech Valley Communications),

Albany, New York

July 2000 – October 2013

Responsible for overall operations and strategic direction of FirstLight Fiber, a Competitive Local Exchange Carrier (CLEC) which provides high capacity low latency fiber-based telecommunications services to business enterprise customers and national wireless carriers in five states in the northeastern US and Canada. Managed the company from startup through high growth phase into one of the largest fiber networks in upstate New York and Northern New England. Responsible at Company inception for raising startup capital as well as later stage commercial bank financing, senior subordinated debt and private equity capital with which to grow the company. Accomplishments include overseeing the construction of a state-of-the-art fiber optic network consisting of over 200,000 fiber miles connecting over 1,300 buildings and cell towers throughout the company's footprint. In addition to significant organic growth of the Company, also had primary responsibility for and led the due diligence for completing multiple successful acquisitions on behalf of the company.

President

Center for Economic Growth.

Albany, New York

February 1992 – July 2000

Responsible for the day-to-day operations of a business sponsored economic development organization and for the preparation and implementation of a business attraction and retention plan for the Tech Valley Region of Upstate New York. Initiated the marketing effort to attract the semiconductor industry to the region, which later resulted in the multibillion-dollar development of the Global Foundries Chip Fabrication facility in the region. Other accomplishments included raising the visibility and profile of the organization as the leading business opinion outlet and advocate for business related infrastructure improvements in New York's Capital Region which resulted in the

redevelopment of the Albany County Airport and the Amtrak Train Station. Organized regional delegation of State Legislators to pursue state investments in business related projects. Also organized a delegation of local elected officials to focus on local business issues such as land use planning and zoning. Successfully merged the Center with another regional economic development organization (Capital Region Technology Development Council) creating the region's leading economic development organization. Oversaw significant growth of the Center's business consulting practice with small and medium sized technology and manufacturing companies. Initiated support of the TechConnex (formerly known as the Center for the Software Alliance, an advocacy group of the region's software companies) and the Chief Executives Network for Manufacturing (a group of approximately 100 locally based small and medium sized manufacturers).

Deputy Commissioner

New York State Department of Economic Development,

Albany, New York

September 1987 – February 1992

Assigned to the Governor's Office, responsibilities included resolving disputes between business interests and State regulatory agencies; coordinating legislative program of State economic development agencies; writing the economic development section of the Governor's State of the State message; and serving as staff to the Director of State Operations and Policy Management for oversight of State economic development agencies and public authorities. Also represented the Commissioner of Economic Development on the Boards of Directors of the Adirondack Park Agency and the Olympic Regional Development Authority.

Program Associate

New York State Governor's Office,

Albany, New York

July 1984 – September 1987

Working under the direction of the Governor's Director of Economic Development, and the Governor's Director of State Operations and Program and Policy Management, responsibilities included the oversight of legislation, policy and program development of State economic development agencies and public authorities; development and monitoring of Executive budget and program legislation; and preparation of the economic development section of the Governor's State of the State message.

Senior Budget Examiner, Budget Examiner

New York State Division of the Budget,

Albany, New York

August 1981 – July 1984

Supervised and examined preparation of budgets and analyzed programs of State economic development agencies and public authorities. Also served as staff to the Public Authorities Control Board for economic development projects. As Budget Examiner duties consisted of budget preparation, analysis of financial reports, and monitoring of fiscal policies for the Department of Health and Social Services and the non-institutional

Medicaid budgets. Duties also included drafting legislation to implement the Governor's budget and commenting on legislation relating to the Departments of Health and Social Services and Medicaid issues.

Senior Health Planner

New York State Department of Health,

Albany, New York.

January 1980 – August 1981

Serving as staff to the Governor's Secretary for Human Resources, duties consisted of coordinating interagency issues, writing issue papers and preparing health-related briefing papers for the Governor. Also responsible for reviewing Certificate of Need applications and the issuance of Certificate of Need. Duties also included staffing task forces, informing area health facility sponsors of regional health planning criteria, and responding to Certificate of Need inquiries from legislators, consumers, and the health community at large.

Paralegal Aide

Brooklyn District Attorney's Office,

Brooklyn, New York

February 1978 – August 1978

Duties consisted of legal research and writing, investigation, trial preparation, and daily monitoring of Brooklyn Supreme Court Calendar call.

EDUCATION

Master of Public Administration, December 1979

State University of New York College at Brockport

Bachelor of Science, May 1977

State University of New York College at Brockport

Major: Political Science Minor: History

Internship: Center for Environmental Information, Rochester, NY

CONTINUING EDUCATION

Harvard Business School, Spring 2004, 2005 & 2006. Competitively selected to attend intensive case study CEO Forums sponsored by Inc. Magazine and the Institute for a Competitive Inner City.

Annual Boardroom Summit, Fall 2005, through 2015. Annually participate in intensive seminar on corporate governance sponsored by Corporate Board Member Magazine and the New York Stock Exchange.

Health Executive Development Program, Summer 1981
Graduate School of Business and Public Administration
Cornell University

BOARD APPOINTMENTS & COMMUNITY INVOLVEMENT

I. Private Corporations

- **Albany Molecular Research Inc. (NASDAQ symbol: AMRI)**
Member of Board of Directors; Chairman of Nominating and Corporate Governance Committee and Member of the Compensation Committee. (May 2000 to 2017)
- **FirstLight Fiber (formerly Tech Valley Communications)**
Founder and Member of Board of Directors (May 1998 to June 2016)
- **First Niagara Bank Eastern Regional Advisory Board**
Member (Originally Founding Chairman) (2005 to 2016)
- **Key Bank Capital Region Advisory Board**
Member (April 1997 to 2006)
- **MLW Inc.**
Board member (March 2018 to Present)

II. Governmental Related Entities

- **Albany Parking Authority, Albany, NY**
Chairman (December 2003 to Present); Member (May 1995 to Present) Board of Directors
- **Adirondack Park Agency**
Served as the Commissioner of Economic Development's representative to the board (1988 to 1992).
- **Olympic Regional Development Authority**
Served as the Commissioner of Economic Development's representative to the board (1988 to 1992)

III. Higher Education Institutions

- **College of St. Rose, Albany, NY**
Member Board of Trustees (February 2002 to Present)
- **The University at Albany's School of Business**
Member of Advisory Board (January 2000 to 2015)
- **The Sage Colleges President's Advisory Board, Troy, NY**
Member (September 2003 to 2008)

IV. Non-Profit Organizations

- **Albany Police and Fire Foundation, Albany, NY**
Founder and Chairman of Board of Directors (January 2000 to Present)
- **Equinox (Formerly Clearview Council and Albany County Mental Health Association)**
Member of Advisory Board (September 2003 to 2106)
- **MVP HealthCare Board of Directors**
Member (January 2019 to Present)

V. Economic Development Organizations

- **Capitalize Albany Corporation (Formerly City of Albany Local Development Corporation), Albany, NY**
Chair (June 2000 to 2011); Member (1995 to 2000) Board of Directors
- **Center for Economic Growth, Albany, NY**
Member Board of Directors and Executive Committee (July 2000 to 2011)
- **Albany Colonie Regional Chamber of Commerce, Colonie, NY**
Member Board of Directors (November 2006 to 2011)
- **Re-Capitalize Albany Committee (Business Advisory Group to Albany Mayor Jennings), Albany, NY**
Member of Board (June 2006 to 2010)

VI. Professional Organizations

- **CompTel (Lead Telecommunications Industry Advocacy Group now known as Incompas) Washington, DC**
Member of CEO Council (October 2005 to 2013); Member of Board (2011 to 2013),

VII. Social Organizations

- **Fort Orange Club, Albany, NY**
Member Board of Trustees (October 2006 to 2012))