



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth
MINUTES of the MEETING of the BOARD of DIRECTORS

Friday – May 29, 2015 – 8:30 a.m.
FCCRG Board Room; 110 Decker Drive, Suite 220
Johnstown, New York

Directors Present: Chris Curro, Gregory Fagan, David Jankowski, Travis Mitchell, Ronald Olinsky, Geoffrey Peck, Jim Selmser, and Dustin Swanger

Directors Absent: Michael Bowker

Staff Present: Ronald Peters and Becky Hatcher

Guests: Chris Swatt, City of Johnstown; Jim Mraz, Fulton County IDA; Jim Groff, Fulton County Supervisor, and Mike Albanese, Esq.

Public Session

Call to Order / Introductions:

Chair Dustin Swanger called the meeting to order at 8:31 a.m. He welcomed the Directors and guests to the meeting.

Minutes:

Greg Fagan made a motion to approve both the March 27, 2015 board meeting minutes and the April 24, 2015 board meeting minutes as written. Jim Selmser seconded the motion and they were approved.

Administrative Matters

Chair Report:

Board Chair, Dusty Swanger, talked about the CFA process. The REDC is looking for as many applications from our region as possible for submission. The Regional Council wants to see more submissions from Fulton County in order for their needs to be heard. There has been a sense that we have not requested enough when compared to other areas within the Mohawk Valley Region. Additionally, Dusty has been working with Jim Mraz and Geoff Peck with the MV500, a regional committee that is working to respond to the Governor's Upstate Revitalization Initiative. The URI is a competition that will provide \$500 million to three regions in Upstate New York for economic revitalization. That group has established three sub-groups called Learn, Live and Lead.

Committee Reports:

Executive Committee: This Committee has not met since the last Board meeting.

Board Development Committee: This Committee has not met since the last Board meeting.

Audit and Finance Committee: Geoff Peck advised the Board that this Committee met the Wednesday prior. They reviewed Phil Beckett's report, which looks good. The Committee recommended moving \$200,000 from CRG's operating account to a new investment account for a period of 6 months. The Board provided consensus to this suggestion.

The Committee also reviewed the loan pool report; they reviewed the delinquent borrower accounts and actions being taken to bring them current. They also reviewed the loans that have already paid in full and those that are planning to pay off early.

County and City Reports:

Jim Mraz reported on the progress on Empire State Health Solutions' application for locating their manufacturing plant in the Tryon Technology Park. They should know by July if they can begin construction.

He also talked about the CFAs that the IDA will be submitting and the process in general. It has been noted that there are a number of great initiatives going on in the County but none with a singular vision or plan which is important for local developers. The IDA will apply for funding to bring all of the individual initiatives into one plan.

Jim spoke about the completion of the Smart Waters Study and what it recommended, in part regarding an upgrade to the connection between Johnstown and Gloversville.

Chris Swatt said that the City of Johnstown is working on a Charter Review and that they are making internal Committee changes accordingly. They have been talking to the Town of Mohawk and have been considering ways to address the need for a regional bus system.

Old Business

Existing Microenterprise Grant Program Update: Ron Peters informed the Board that the processing of the applications on a local level is nearly complete. Some have been submitted to the County for their approval before being sent on to the State for final approval and funding. Currently he has 9 applications to be approved by the state. A list of these was shared with the Board.

Community Outreach Program: Ron continues to meet with small local businesses in the County.

National Grid Grant Update: Ron feels that CRG should be able to submit paperwork for reimbursement to National Grid within the next 30 days. He asked that the Board check out the updated website and provide feedback to the office.

Management Agreement Updates: The first report from CBRE for management of 160 Enterprise and 110 Decker should arrive in the next week or so. Maddalone submitted a brief update for Estee. Both are going well and are freeing up staff time a bit.

Property Sale Update: This will be discussed in Executive Session

Downtown Improvement Meetings – Gloversville: Ron said that he continues to work with downtown businesses. He also is working with Mike Bowker on locating a new tenant for the NBT Bank building on Main Street.

New Business

Meeting with Fulton County Board of Supervisors Administrative Officer / Clerk of the Board: Ron advised the Board that he had a second meeting with Jon Stead about CRG's progress. Jon said that there are no issues with the County about the steps that Ron has taken since his arrival in October. Jon specifically spoke about the importance of reaching out to local business owners to rebuild trust in CRG.

CFA Grant Writer – Proposals from Nick Zabawsky and Jeremy Silverman: Ron said that he is looking for experienced individuals who would be willing to assist in the submission of CFA applications for County businesses without the resources to complete the applications on their own. He received two proposals, which were handed out to the Directors, from Nick Zabawsky and Jeremy Silverman. The Board discussed the situation and potential sources of income to cover the cost of the grant writers.

Possible CFA Applications: This will be discussed in Executive Session

Business Retention Project with Job Creation: It has been reported that Robison Smith was looking to possibly relocate their operation to Albany. Ron has been working with him to try and keep the business operating in Fulton County. He has been looking for ways to provide them with the funding they need within their time frame.

ABO Compliance Update – training scheduled: A handout was provided to the Board, reminding them of their need to sign up for online Board Training for the ABO before the end of the year. Ron and Becky have signed up to take the class as well.

Marketing with Shannon Rose, Constant Contact, mailing list development: Ron met with Shannon Rose to develop a direct mail piece which he hopes to share with the Board soon. The office has signed up with Constant Contact to send out email blasts. Mailing lists will be developed using the materials gathered at conferences and from the FMCC model office project.

IAMC Conference (NY State Participation): Ron is currently analyzing the potential benefits of attending the IAMC Conference and participation with the NY State dinner. He did make several contacts, including the VP of Pepsi.

Potential Loans: There are a few local businesses that Ron has been speaking to who may require loans. He is working with them to cultivate an application that can be brought to the EDC Board.

2016 Potential Microenterprise Grant Program: Ron has spoken to the County about the success of the current Microenterprise Grant Program. They have agreed to apply for another one; likely in 2016.

Adjournment to Executive Session to Discuss Legal Issues

At 9:19 a.m. Dustin Swanger asked for a motion that the Board move into Executive Session; it was made by Greg Fagan and seconded by Geoff Peck before it was passed. The guests were dismissed and thanked for their attendance at the Board meeting.

Legal Issues:


The Directors discussed several ongoing legal issues. These discussions were informational in nature. No action was needed.

Adjournment

Dustin Swanger asked for a motion to adjourn from Executive Session and adjourn the Board Meeting. Geoff Peck made the motion, which was seconded by Travis Mitchell; it was passed at 9:58 a.m. No motions were made or approved during Executive Session.

Geoff Peck then made a motion to adjourn the meeting. The motion was seconded by Jim Selmsler. The meeting was adjourned at 9:59 a.m.

Respectfully Submitted,



David Jankowski, Board Secretary
GEOFF PECK

6-26-15

Date