



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – January 29, 2016 – 10:00 a.m.
FCCRG Board Room; 110 Decker Drive, Suite 220
Johnstown, New York

Directors Present: Chris Curro, Travis Mitchell, Ronald Olinsky, Geoffrey Peck, Grant Preston, Jim Selmsler, and Dustin Swanger

Directors Absent: Gregory Fagan

Staff Present: Ronald Peters and Becky Hatcher

Guests: Mike Albanese, FCCRG Counsel; James Groff, Fulton County Liaison; and Jim Mraz, FCIDA; Bill Pitcher, Leader-Herald; John Blackmon, City of Gloversville Supervisor

Public Session

Call to Order / Introductions:

Chair Dustin Swanger called the meeting to order at 10:00 a.m. He welcomed the Directors and guests to the meeting, introducing them to Grant Preston, who is the County's appointed Director beginning January 1, 2016.

Minutes:

Jim Selmsler made a motion to approve the December 18, 2015 board meeting minutes as written. Geoff Peck seconded the motion and the minutes were approved.

Administrative Matters

Chair Report:

Board Chair, Dusty Swanger, said that he is pleased to see increased partnerships, such as the CEO Roundtable Group, working together for the betterment of the County. These collaborative groups will move our region forward.

Board and Committee Assignments:

CIC and EDC Boards: The current slate of Directors for the CIC Board consists of the following Directors: Ron Olinsky, Geoff Peck, Jim Selmser and Jack Wilson. The same slate of Directors was chosen to serve in 2016; Becky will check with Jack Wilson to make sure he would still like to serve on this Board. There is also a vacancy on this Board.

The current slate of Directors for the EDC Board consists of the following Directors: Mike Bowker, Todd Rulison, Dustin Swanger and Jack Wilson. Directors chosen to serve in 2016 were Dusty Swanger and Grant Preston; Becky will check with Mike Bowker, Todd Rulison and Jack Wilson to make sure they would still like to serve on this Board.

Ron Olinsky made a motion to approve the selections of Directors for the EDC and CIC Boards. Geoff Peck seconded the motion and is passed unanimously.

Microenterprise Grant Board: The existing slate of Directors was read. Travis Mitchell expressed interest in serving on this Board. Becky will follow up with him to obtain his resume for New York State.

Executive Committee: After discussion, Chris Curro made a motion to allow the existing Executive Committee to remain in place, as is, for 2016. Jim Selmser seconded the motion and it passed. The 2016 slate of officers will remain as:

Dustin Swanger, Chair
Greg Fagan, Vice Chair
Ronald Olinsky, Treasurer
Geoffrey Peck, Secretary

Governance Committee: The current Governance Committee, consisting of Chris Curro, Geoff Peck and Dusty Swanger was put forth in a motion by Travis Mitchell to remain in place for 2016. Jim Selmser seconded the motion and it passed unanimously.

Audit Committee: The existing Audit Committee consists of the following Directors: Greg Fagan, Ronald Olinsky, Geoff Peck, and Jim Selmser. Geoff Peck made a motion that this Committee stay the same, with Ron Olinsky serving as Chair. Ron Olinsky seconded the motion and it passed unanimously.

Finance Committee: The existing Finance Committee consists of the following Directors: Greg Fagan, Ronald Olinsky, Geoff Peck, and Jim Selmser. Geoff Peck made a motion that this Committee stay the same, with Ron Olinsky serving as Chair. Ron Olinsky seconded the motion and it passed unanimously.

Membership and Marketing Committee: Ron Peters explained that this Committee doesn't currently exist. He would like to establish it as an ad hoc committee consisting of Directors and other volunteers from the business community. The Board agreed to do so and thought that 4 Directors from the CRG Board should be appointed to the Committee. Chris Curro, Travis Mitchell, Geoff Peck and Grant Preston volunteered to serve on this Committee, which will meet on an as needed basis. Jim Selmser made a motion to confirm the committee structure and members as discussed. Ron Olinsky seconded the motion and it passed unanimously.

Committee Reports:

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

Governance Committee: There was no report from the Governance Committee.

Finance Committee: Ron Olinsky advised the Board that this Committee met the Wednesday prior; however there was not a quorum so the Directors who were in attendance briefly reviewed their reports without being able to officially call a meeting to order. Ron advised the Board that they did note that Estee Commons is now 100% occupied and that CRG's CD will come due in February; it will be left in place if the funds are not needed.

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

County and City Reports:

Jim Mraz said that the County is working on finalizing the Tryon marketing brochures with the hope to have these printed before Ron Peters attends the Site Selectors Conference at the end of February. There are several positive testimonials in the brochures that should be useful in helping attract companies to the County.

The Tryon website is in its final stages. The County has sent out an RFP for the development of a 10 year vision plan which would include all aspects of development strategy like housing, downtown revitalization, Tryon Technology Park, etc.

Dusty took a moment to encourage everyone to display the decals developed by the County which were distributed at the State of the County breakfast that morning. There was discussion regarding a training program to help service industry employees and others to project a positive attitude when dealing with visitors to the County.

Old Business

2013-2015 Microenterprise Grant Program Update: Ron Peters advised the Board that the annual report for this program was enclosed in the packet which was mailed to them with their agenda. He and Nick Zabawsky have been working with the state to follow up on the grants which were distributed. The State will monitor these grants for 2 years and CRG will monitor them for a total of 6 years. The two outstanding grants which were not funded last month are still pending.

Community Outreach Program: Ron continues to meet with small local businesses in the County. During the month of January he met with Bowman's Market, Morris Evans, Tom Hohenforst, Jacksland Insurance, Kingsboro Golf, and Virginia Mackey. He said that when he meets with these businesses, he tries to assist them with their needs. He has encouraged some to apply for grant funding, has addressed employment concerns, and follows up with them when needed.

Management Agreement Updates: Monthly reports from Maddalone continue to be received. Ron noted that they are doing a great job with the Estee Commons Apartment Complex.

Property Disposition Update: Ron confirmed that 110 Decker Drive has been sold to Nathan Littauer Hospital. CBRE continues to manage 160 Enterprise Drive.

NYS Business Marketing Inquiries: Ron participated in 7-8 conference calls with NYS in January. At the conclusion of one telephone interview, Ron advised the State of a potential location for the business which he felt could perfectly meet their needs. He was advised to send information on the location to the State contact, which he did. Follow-up conversations thus far seem to indicate that there is interest in the location. He also submitted a location for a second business but does not feel as positive about the feedback he has received on that one.

Foreign Trade Zone: Ron reported that the first company he spoke to about establishing a Foreign Trade Zone site has been 95% approved. The second business opted not to go forward with the process. Ron continues to look for other locations.

Estee Phase II: Ron said that he is unsure if Liberty Affordable Housing received early approval for their funding request for the Estee Phase II site. He wants to move toward taking the building down so long as the funding to do so is still in place. He has also been working with the solid waste department on the disposal process.

If the building is taken down and any developer would like to put up a new building, there is already an approved design in place.

Combined County Marketing Effort Update: Ron continues to meet with Jim Mraz and Jon Stead to market Fulton County. He said that he is pleased with the positive developments that this team work is accomplishing.

New Business

ABO: The Board received the performance evaluation forms in their packets prior to the meeting. This portion of the meeting will be discussed in Executive Session, per ABO regulations. They also received copies of the emails sent by the ABO to CRG showing the time frames needed to enter required information into their PARIS online system.

Ron addressed the article that recently appeared in the Leader Herald that cited EDC, CIC and CRG as being listed on the ABO's delinquent list. As CIC and EDC are still considered as private, and not public, corporations, they have not submitted information to ABO and are therefore still seen as delinquent. CRG, however, did submit their budget information for 2016 to the ABO and were only considered to be delinquent in the 2014 Annual Report and 2014 Audit Report categories, which were due to the ABO by March 31, 2015. Since they covered 2014 and CRG became public in 2015, this is a technical discrepancy.

2016 Planning: Ron advised the Board that he would like to add a new category of membership called Diamond to the by-laws. After discussion, the Board agreed to the addition. He also informed them of ongoing discussions that he is having with the New York State Urban Council about Gloversville hosting their next business symposium. He is also looking into hosting a Site Selectors Guild Conference Program in Fulton County and provided a handout to them which outlined the program.

2016 Microenterprise Grant Program: Ron said that he is afraid that the \$200,000.00 in grant funds will not be enough to meet the demands of the interested small businesses that he has heard from if they all put in applications. He will give a presentation at the Chamber on February 17th to explain the program. CRG will receive administration funding for staff time spent on the program and the Chamber will be hosting the educational portion of the program for 2016.

Potential CDBG Loans: Ron has 1-2 loan applications that he is working on.

2015 Annual Report for Fulton County Board of Supervisors: This was included in the packet sent to the Board prior to the meeting.

2016 County Contract: This was included in the packet sent to the Board prior to the meeting.

Upcoming Business Conferences: Ron will be attending a Site Selectors Guild Conference February 24-26 and an IAMC Professional Forum March 12-16.

Adjournment to Executive Session to Discuss Legal Issues

At 10:52 a.m. Dusty Swanger asked for a motion that the Board move into Executive Session; it was made by Ron Olinsky and seconded by Jim Selmser 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 from Executive Session and Adjourn Board Meeting

At 11:30 a.m., Dusty Swanger asked for a motion to adjourn the meeting from Executive Session. Additionally, as all needed agenda items had been covered, he asked that the adjournment also cover the Board Meeting. Geoff Peck made the motion; it was seconded by Ron Olinsky and was passed.

Respectfully Submitted,



Geoffrey Peck, Board Secretary

2-19-16

Date