



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – November 20, 2015 – 8:30 a.m.
FCCRG Board Room; 110 Decker Drive, Suite 220
Johnstown, New York

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

Directors Absent: Michael Bowker and Travis Mitchell

Staff Present: Ronald Peters and Becky Hatcher

Guests: Chris Swatt, City of Johnstown Councilman; Mike Albanese, FCCRG Counsel; Mike Anich, Leader Herald; and Jim Mraz, FCIDA

Public Session

Call to Order / Introductions:

Chair Dustin Swanger called the meeting to order at 8:30 a.m. He welcomed the Directors and guests to the meeting.

Minutes:

Ron Olinsky made a motion to approve the October 30, 2015 board meeting minutes as written. Jim Selmser seconded the motion and the minutes were approved.

Administrative Matters

Chair Report:

Board Chair, Dusty Swanger, spoke to the Board regarding nominations for upcoming vacancies on the Board. Ron Peters will assist the Board by bringing some nominations to the next Board Meeting.

He also provided an update on the URI presentation and that an announcement is expected in December.

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. They reviewed the cash positions of all accounts. They reviewed Phil Becket's reports, as well as the loan report and the Maddalone report on Estee Commons. Since the receiver for NBT Bank has taken over the buildings that were being managed by CBRE, no reports have been sent. Mr. Beckett has requested copies of these so that he can tie out CIC's accounts properly. Thus far, none have been provided.

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

County and City Reports:

Chris Swatt commented on the recent result of votes on certain local laws for the City of Johnstown and the changes that the City will make as a result. He reminded the Board that CIC owes more than \$200,000 in the City's portion of PILOT contract payments for 160 Enterprise Drive. The Board assured him that they are aware of this.

Jim Mraz reported that Empire State Health Solutions has changed their name to Vireo Health of NY, LLC. They invited the media to report on their first harvest and will be manufacturing medicine by the end of the year.

Old Business

Existing Microenterprise Grant Program Update: Ron Peters advised the Board that three more microenterprise grants were funded in the past month: LaVilla Dog Works, Sacandaga Massage and JPAK Holding. There are two grants left to distribute.

Community Outreach Program: Ron continues to meet with small local businesses in the County. During the month of November he met with Derby Office Equipment, Glove Cities Veterinary Hospital, New York Lunch, Rossbach Shoes, and SYSCO.

Management Agreement Updates: Monthly reports from Maddalone continue to be received. CBRE has still not sent a report through the receiver.

Property Disposition Update: This will be discussed in Executive Session.

Downtown Improvement Meetings - Gloversville: Ron met with the Fulton Montgomery County Young Professionals Network. He will try and incorporate them into the downtown marketing efforts. There was discussion regarding the interest of the City of Gloversville in collaborating with CRG to improve its downtown, as well as the City of Johnstown's interest in downtown assistance. Ron explained that CRG's focus is currently on downtown Gloversville as they have organized a group of leaders willing to fund the establishment of a marketing/intermediary professional that will work out of the CRG office for the development of downtown Gloversville. No such dialog has yet occurred between Johnstown and CRG but Ron is willing to establish a program with them in the future.

NYS Business Marketing Inquiries: Ron participated in a total of 11 conference calls with NYS in November. He said that he is still trying to work out what happens after the conference calls as there has not been any follow up. As this is a new process, he will continue to work with New York State on the process.

Potential CDBG Loans: Ron confirmed that the Royal Mountain Inn loan has been funded. He has an appointment with two more potential borrowers and still has 6 additional applications to be followed up on.

CRG Jubilee Networking Event: Ron said that he was pleased with the turnout on the Business Jubilee Networking Event. The participating businesses truly appreciated being recognized. There was an attendance of approximately 140.

Foreign Trade Zone: The Custom's Port Director will be in Johnstown to look at two potential sites for future Foreign Trade Zone development. Setting up a FTZ has is logistically complicated but Ron continues to work with interested businesses.

CFA Project Update: Announcements for CFA approvals will be in December 2015. Ron continues to work with three applicants to secure \$17 million in secondary financing.

Business Assistance Update: Ron announced that he heard from a Mayfield business that he helped relocate into the Grandoe Lane building in Gloversville; they expressed appreciation for his assistance.

Estee Phase II: Liberty Affordable Housing should know in early December if they have been awarded funding for Estee Phase II.

Combined County Marketing Effort Update: Ron has been working with Montgomery County and Jim Mraz to potentially apply as a team for a National Grid Grant; this would allow CRG to double a portion of their marketing budget.

New Business

CRG Board Retreat: The CRG Board Retreat has been scheduled for Tuesday, December 8th at 9:00 a.m. The location of the retreat will be emailed to the Directors at a later date.

2016 Planning: Ron advised the Directors that one of his goals in 2016 will be to build up CRG's membership base. He will look at establishing an investment tier and encourage larger businesses to invest in economic Development in Fulton County.

Ron is also working on a 3 Part Business Symposium to take place in Fulton County during 2016. He is still working out the contents and logistics but would like to attract outside business leaders, as well as Fulton County businesses, to attend this event.

Additionally, CRG is looking to schedule other County events; both business/economic development based and fund raising events for other not-for-profit organizations in the County.

To accomplish these goals, Ron mentioned the need to bring someone else on staff around the first of the year to assist with marketing, maintenance of the website, and grant writing. He is working on getting a job description together for this position. He is also looking to make some updates to CRG's computer systems to bring them up to date and streamline production in the office.

Upcoming Conferences: Ron is looking at attending national conferences with COREnet, IAMC and the Site Selectors Guild during 2016.

Downtown Property Negotiation: This subject will be discussed in executive session.

Other: Per Phil Beckett's notes, there is \$565,287.00 in bad debt between CRG and CIC/EDC. The Finance Committee agreed with Phil's recommendation that this debt be written off. Initially, Ron Olinsky presented this recommendation as a motion, which was seconded by Greg Fagan. After

subsequent discussion, there was a concern over the impact of pending legal issues and the motion was withdrawn by both parties.

Adjournment to Executive Session to Discuss Legal Issues

At 9:14 a.m. Dusty Swanger asked for a motion that the Board move into Executive Session; it was made by Chris Curro and seconded by Ron Olinsky before it was passed. The guests were dismissed and thanked for their attendance at the Board meeting.

Legal Issues:

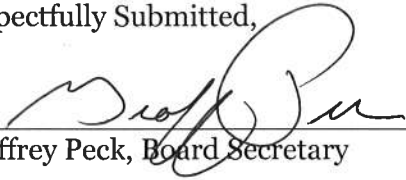
The Directors discussed several ongoing legal issues. These discussions were informational in nature. No action was needed.

Adjournment

Dusty Swanger then asked for a motion to adjourn from Executive Session. Jim Selmser made the motion. It was seconded by Chris Curro and passed at 9:58 a.m.

As all business before the Board has been discussed, Dusty asked that a motion be made to adjourn the Board Meeting. Jim Selmser made the motion. It was seconded by Chris Curro and passed at 9:59 a.m.

Respectfully Submitted,



Geoffrey Peck, Board Secretary

12-18-15

Date