



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth  
**MINUTES of the MEETING of the BOARD of DIRECTORS**  
Friday – September 23, 2016 – 8:30 a.m.  
FCCRG Board Room; 34 West Fulton Street  
Gloversville, New York

- Directors Present: Travis Mitchell, Ronald Olinsky, Geoffrey Peck (via conference call), Grant Preston, Jim Selmser, and Dustin Swanger
- Directors Absent: Chris Curro, Gregory Fagan, and Scott Hohenforst
- Staff Present: Ronald Peters and Becky Hatcher
- Guests: James Groff, Fulton County Liaison; Michael Albanese, Legal Counsel, Dayton King, Mayor of Gloversville

**Public Session**

**Call to Order / Introductions:**

Chair Dustin Swanger called the meeting to order at 8:36 a.m. He welcomed the Directors and guests to the meeting.

**Minutes:**

Ron Olinsky made a motion to approve the August 26, 2016 board meeting minutes as written, with the August 24, 2016 Finance Committee minutes as an attachment. Jim Selmser seconded the motion and the minutes were approved.

**Administrative Matters**

**Chair Report:**

Dusty Swanger notified the Board that the CFA review process is complete at the regional level and their priority projects have been sent on to the Governor's office for final approval. He is expected to take action on these in the beginning of November.

The group reviewing a potential employment option for Fulton and Montgomery Counties continues to gather facts and has completed its first steps toward determining if this process would work in the local area.

## **Committee Reports:**

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

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

*Finance Committee:* Ron Olinsky advised the Board that this Committee met the Wednesday prior to the Board Meeting. The Committee reviewed the Cash Position report and Phil Beckett's report. They reviewed the building expenses for 34 West Fulton Street to date. The Maddalone report showed 2 vacancies at Estee. The Loan Pool report was reviewed and will be discussed in Executive Session.

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

*Membership & Marketing Committee:* Grant Preston advised the Board that the Committee met on September 7<sup>th</sup>. They now have 4 community committee members and are seeking one more. The 2016-2017 Membership Campaign is on-going with a goal of \$40,000 for 2017. They continue to follow-up on leads in this regard. The TD Bank symposium is now scheduled for November 15<sup>th</sup> and the CRG Fall Networking Event is scheduled for November 17; both at the Holiday Inn. The Committee agreed with staff that the 34 West Fulton Street building is not currently ready to host an event; they are looking at hosting an event in the building during the spring of 2017.

*Membership Approvals:* Becky Hatcher provided an updated list of 2016-2017 Members to the Directors for their review and approval. Jim Selmsler made a motion to approve the Members as presented. Ron Olinsky seconded the motion and it was approved.

*Director Terms:* Dusty reminded the Board that his second, three-year term will come to an end as of December 31, 2016. He urged the Directors to think of a new candidate for the Board and to consider names for the 2017 slate of officers.

## **County and City Reports:**

Mayor King gave a brief overview of the 2017 proposed budget.

### **President and CEO Report**

*Farley & Restore NY Grant Updates:* Nick Zabawsky has been hired to complete the application process for CRG's pending grants. One requires that CRG adopt a M/BWE Policy. A draft was circulated for consideration and Grant Preston made a motion that CRG adopt the policy as written. Ron Olinsky seconded the motion and it passed unanimously. Ron reviewed the grant amounts that CRG is currently seeking and showed them a rendering from DM Romeyn of changes that could be made to the exterior of the building.

*2013-2015 Microenterprise Grant Program Update:* Ron Peters reported that one of the unfunded grants will be returned to the state by the end of the year. He is still working on getting the other business funded. The extension on these funds allows for businesses to create jobs and receive funding until the end of 2016.

*2016 Microenterprise Grant Program Training Update:* Ron has received a total of 6 applications so far. He will have one ready for submission to the state and feels that all \$200,000 of grant funds will be used.

Community Outreach Programs: During the month of September, Ron visited Blue Moon Motel, Frank's Gun and Tackle Shop, Lapland Lake, and Pioneer Window. CRG also sent a representative to a meeting in Broadalbin regarding the old furniture mill site which was organized and attended by several NY State offices and a site developer. He also reported that the Caroga Lake Development Group has chosen Pyramid Brokerage to work on the Sherman's Park site. Ron attended a presentation in Northville regarding a possible \$20,000 Grant; one business has volunteered to be the keystone project. Ron continues to work with Gloversville; interviews for the Downtown Development Specialist will take place in the next few weeks. He has spoken to Johnstown business owners about the new BID they are developing.

Business Marketing Inquiries: Ron participated in 3 inquiries in September, and 1 state RFP with the potential to create 20 jobs in an industrial park.

Estee Phase II: Ron has met with Liberty Marketing and agreed to look at their proposal for this site. He has also spoken to NY State.

Combined County Marketing Effort Update: Ron met with Jim Mraz and Jon Stead; they continue to work as a team on joint marketing efforts.

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

CDBG Loan Update: Ron is working on a couple of potential loan applications.

EPA Grant: Gloversville's application will be ready for review and comment in a couple of weeks. He reminded the group that \$600,000 in brownfield funding is being sought.

Upcoming Events: The TD Bank /CRG Financing Symposium will take place on November 15 at the Holiday Inn. A list of potential attendees is still being worked on. If successful, a series of symposiums could be created. CRG's fall networking event has been scheduled for November 17 at the Holiday Inn. Entitled Business Beginnings, it will recognize new Fulton County businesses and will also feature awards.

34 West Fulton Street: DM Romeyn has created a rendering of what the outside of the building could look like. It was on display for Director review.

Other: The Directors suggested setting up a Board Retreat similar to the last one. Becky will begin looking at dates and locations.

### **Adjournment to Executive Session to Discuss Legal Issues**

At 9:17 a.m. Dusty Swanger asked for a motion that the Board move into Executive Session; it was made by Grant Preston and seconded by Travis Mitchell 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*

Chair Dustin Swanger asked for a motion to adjourn the meeting from Executive Session. Ron Olinsky made the motion; it was seconded by Jim Selmsler and it passed unanimously.

Additionally, as all needed agenda items had been covered, Dusty asked for an adjournment for the Board Meeting. Jim Selmsler made the motion; Grant Preston seconded the motion and was passed at 9:47 a.m.

Respectfully Submitted,



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Geoffrey Peck, Board Secretary

10-28-16

Date



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth  
**MINUTES of the MEETING of the FINANCE COMMITTEE**

Wednesday – September 21, 2016 – 8:30 a.m.  
FCCRG Board Room, 34 West Fulton Street  
Gloversville, NY

Directors Present: Gregory Fagan, Ronald Olinsky, Geoffrey Peck and Jim Selmsner

Directors Absent: Scott Hohenforst

Staff Present: Becky Hatcher

**Call to Order - Approval of Minutes**

The meeting was called to order by Ron Olinsky at 8:30 a.m. Jim Selmsner made a motion to approve the minutes from the August 24, 2016 meeting. Greg Fagan seconded the motion and it was passed.

**Review of CRG, CIC and EDC Cash Positions**

The Committee reviewed the Cash Position spreadsheet. They noted that CRG's cash has increased.

**Review of Phil Beckett's Packet**

The Committee reviewed Phil Beckett's report. The only question that they had was regarding the negative number under CRG's marketing/advertising subheading. Becky will inquire with Phil.

**Other**

**34 West Fulton Street Expenses to Date:**

The Committee was pleased to note that staff only spends money on the building when repairs are needed at this time; this will change when the grant funding comes through and renovations begin utilizing those funds.

Maddalone Report on Estee Commons:

The Maddalone report showed 2 vacancies in the building and the Committee reviewed paid building expenses.

EDC Loan Pool Report:

The Committee reviewed the loan pool report talked about two delinquent loan accounts.

**Old Business**

There was no old business discussed at this meeting.


**New Business**

The Committee suggested that staff shop around for new bids on D/O Insurance and provided a list of local agencies.

**Adjournment**

As all business of the Meeting of the Finance Committee has been discussed, Jim Selmser made a motion to adjourn the meeting. Greg Fagan seconded the motion and the meeting adjourned at 8:43 a.m.

Respectfully Submitted as approved by the Finance Committee and Board of Directors,

  
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Geoffrey Peck, Board Secretary

10-28-16  
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Date