



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday –February 24, 2017– 8:30 a.m.
34 West Fulton Street
Gloversville, New York

Directors Present: Gregory Fagan, Leslie Ford, Kent Kirch, Ronald Olinsky, Geoffrey Peck, Grant Preston, and Jim Selmser

Directors Absent: Scott Hohenforst and Travis Mitchell

Staff Present: Ronald Peters, Jennifer Jennings, and Becky Hatcher

Guests: Michael Anich, Leader Herald; James Mraz, Fulton County IDA; Michael Albanese, Esq. Legal Counsel; Dayton King, Gloversville Mayor

Public Session

Call to Order / Introductions/Meeting Minutes:

Chair Greg Fagan called the meeting to order at 8:03 a.m. He welcomed the Directors and guests to the meeting. He asked for a motion to approve the meeting minutes from January 27, 2017, along with the attached Finance Committee Meeting Minutes from January 25, 2017. Jim Selmser made the motion that the minutes be amended in the County Report section, changing spring to SMART and accepted with that change; Leslie Ford seconded the motion and it passed unanimously. Grant Preston then made a motion to approve the January 27, 2017 Organizational Meeting as written. Kent Kirch seconded the motion and it passed unanimously.

Administrative Matters

Chair Report:

Chair Greg Fagan said that the only item that he had for his report was the ratification of two subordinate Board appointments.

He reminded the Board that they had approved via email the addition of Todd Rulison to Fulton County Economic Development Corporation's Board of Directors and Dustin Swanger to Crossroads Incubator Corporation's Board of Directors. He asked for an official vote to ratify those appointments. Jim Selmser made a motion to approve Todd Rulison to EDC's Board of Directors. Geoff Peck seconded the motion and it passed unanimously. Grant Preston then made a motion to approve Dusty Swanger as a Director on CIC's Board of Directors. Leslie Ford seconded the motion and it, too, passed.

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. They reviewed the cash positions of all entities and reported that the organization is on sound footing. They also reviewed Phil Beckett's report and everything was in order. They looked at the expenses to date on the 34 West Fulton Street Building and will continue to monitor building expenses, including the Library's upcoming space. The Loan Pool Report was reviewed and the few delinquent borrowers were discussed.

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

Membership & Marketing Committee: Grant Preston provided an overview of the meeting, which took place on February 8th. They discussed new members for the Committee, advertising through tradeshow items, and future CRG events and CRG sponsored events.

Membership Approvals: Becky Hatcher advised the Board that there was only one new member to be approved and provided details. Geoff Peck made a motion to approve the Member as presented. Jim Selmser seconded the motion and it was approved.

County and City Reports:

Jennifer Jennings made a brief presentation to the Board of her goals and plans for downtown Gloversville, focusing especially on the Twilight Market events.

Jim Mraz provided a handout and detailed explanation of the Hales Mills Road development site. He would like CRG's assistance in marketing the project to a builder, developer, or investor that will complete the project. He mentioned that Site Selection Magazine will feature a story on Tryon Park and Vireo Health. A college student is also working on a similar story.

Mayor King of Gloversville said that he looks appreciated the cooperation of Jennifer Jennings in promoting downtown Gloversville, as well as her assistance with the 2017 DRI application.

President and CEO Report

2013-2015 Microenterprise Grant Program Update: Ron Peters reported this grant program is being closed out. One loan is being refunded back to the state and staff is preparing for an audit.

2016 Microenterprise Grant Program: Ron has four applications in the process of being approved at a local level.

Community Outreach Programs: Ron said that two proposals for the renovation of the former Sherman's Park site in Caroga Lake are being reviewed and he has a meeting with this group this week. He suggested a downtown Main Street project to the Mayor of Gloversville with the anticipation that it will take 3 to 5 years to see tangible changes. Proofs of the articles that ran in the Albany Business Review were sent around to all in attendance. Ron said that this will be turned into a Constant Contact email blast. Ron also advised the Board that he was in attendance at the last Johnstown Common Council Meeting and

that he looks forward to working with Mayor Jackson. He was pleased to announce that the Northville Common Council approved their Main Street Program. They now need to prepare their CFA application.

Business Marketing Inquiries: Ron continues to work with a former Gloversville manufacturer that would like to re-establish their business. He has also been trying to get in touch with a business in Mayfield that was referred to CRG by the Town. He has followed up on two inquiries from real estate brokers, one from a site selector and participated in three 310 marketing calls.

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: CIC's contract with Liberty Affordable Housing plans of developing the site into new housing continues to move forward. Ron further explained his idea of an RFP for the vacant lot on the corner of Prospect Street and Littauer Place to convert this former ball field into a housing project.

Loan Program Update: Ron is working on a couple of applications for the City of Gloversville Loan Fund.

Gloversville EPA Grant: There is nothing new to report on this item.

2017 Proposed Events: CRG has an active year of events in mind. Ron reviewed a list of 2017 proposed events that will be planned with the assistance of the Membership & Marketing Committee. These include: CRG's Open House and Unveiling of The Center, Business Financing Symposium, Tryon Marketing Event with CIREB, Site Selectors Guild Event, and a fall CRG Business Showcase Event.

2017 Events Attending: Ron will be bringing CRG's new tradeshow booth to the Chamber Business Expo and to the Select USA Investment Summit. He will be attending a Site Selector's Guild Conference In March and the IAMC Investment Summit.

34 West Fulton Street: The \$300,000 Farley Grant has been submitted. Ron expects to hear from the state within a few weeks. He handed out information on CRG's new tenant, Safety First Training. A six month lease has been established and Ron hopes that the business will grow.

National Grid Marketing Grant: A picture of CRG's tradeshow booth was included in the Director's packet.

Business Training Program: Ron has been talking to the Community Loan Fund Group about a business training program that they offer, which could be used for the Microenterprise Grant programs, as well as for businesses in general.

Adjournment to Executive Session to Discuss Legal Issues

At 9:01 a.m. Greg Fagan asked for a motion that the Board move into Executive Session; it was made by Geoff Peck and seconded by Jim Selmsler 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 from the Meeting

At 10:06 a.m. Greg Fagan asked for a motion that the Board move out of Executive Session; it was made by Geoff Peck and seconded by Leslie Ford before it was passed.

As all Agenda items had been discussed, Greg Fagan asked for a motion that the Meeting adjourn. Ron Olinsky made the motion to adjourn the meeting. Geoff Peck seconded the motion and the meeting adjourned at 10:06 a.m.

Respectfully Submitted,


James Selmsler, Board Secretary

3/24/17
Date



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Wednesday – February 22, 2017 – 8:30 a.m.
FCCRG Board Room, 34 West Fulton Street
Gloversville, NY

Directors Present: Gregory Fagan, Ronald Olinsky (by conference call), Geoffrey Peck (by conference call), and Jim Selmsler

Directors Absent: Scott Hohenforst

Staff Present: Paul Davis, Becky Hatcher, and Ron Peters

Call to Order - Approval of Minutes

Ron Olinsky, Treasurer, Called the meeting to order at 8:33 a.m. He asked for a motion to approve the January 25, 2017 meeting minutes, with an adjustment to the date of the meeting at the top of the header page. Jim Selmsler made the motion; it was seconded by Greg Fagan and passed unanimously.

Review of CRG, CIC and EDC Cash Positions

The Committee reviewed the Cash Position spreadsheet. They advocated drawing down the CIC operating account using the management fee to CRG.

Review of Phil Beckett's Packet

The Committee reviewed Phil Beckett's report. They noted that everything was in order. There were no questions about Phil's report.

Other

34 West Fulton Street Expenses to Date:

The Committee reviewed this report. They noted that building expenses were being kept in check and were ok with necessary items being done as needed until the grant funding could be drawn down. Ron Peters advised them that the building work on the first floor should be done within a couple of weeks in preparation for the Library's move-in. He also shared a copy of the lease for the new tenant, Safety First Training, in suite 105.

CIC Property Updates:

There is nothing new to report in this category.

EDC Loan Pool Report:

The Committee reviewed the loan pool report. They talked about two borrowers.

Old Business

There was no old business discussed at this meeting.

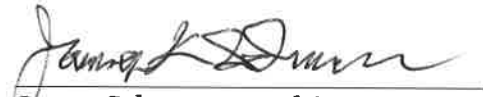
New Business

Ron Peters brought up the prospect of hiring a new CRG employee. More information will be provided to the full Board on Friday.

Adjournment

Ron Olinsky asked for a motion to adjourn the meeting. Greg Fagan made a motion, which was seconded by Jim Selmsler. The meeting adjourned at 9:25 a.m.

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


James Selmsler, Board Secretary

3/22/17
Date