



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – May 19, 2017– 8:30 a.m.

34 West Fulton Street
Gloversville, New York

Directors Present: Gregory Fagan, Leslie Ford, Scott Hohenforst, Kent Kirch, Travis Mitchell, Ronald Olinsky (via conference call), Grant Preston, Geoffrey Peck, and Jim Selmser

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

Guests: Kerry Minor, Leader Herald; James Mraz, Fulton County IDA; Michael Albanese, Esq. Legal Counsel; John Blackmon, County Liaison; and Gloversville Mayor, Dayton King

Public Session

Call to Order / Introductions/Meeting Minutes:

Chair Greg Fagan called the meeting to order at 8:48 a.m. He welcomed the Directors and guests to the meeting. Jim Selmser noted that his name was listed on the Board minutes as present when he was not. Becky will make that correction. Greg asked for a motion to approve the meeting minutes from April 21, 2017 with Jim's name removed, along with the attached Finance Committee Meeting Minutes from April 19, 2017. Geoff Peck made the motion; Kent Kirsch seconded the motion and it passed unanimously.

Administrative Matters

Chair Report:

Chair Greg Fagan reported that the two open house events which were reported on received great press.

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 bank balances, Phil Beckett's report and the year-to-date numbers for the 34 West Fulton Street building. They were updated on the CIC properties and the loan pool report. Ron confirmed that CRG's bank balances are in good shape.

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

Building Committee: Two of four architect's proposals are still being collected prior to the next meeting of this committee.

Membership & Marketing Committee: This Committee has not met since the last Board meeting.

County and City Reports:

Jennifer Jennings reported that she attended more than 20 meetings since the last Board Meeting. A \$3,000 grant has been received by the Fulton County Board of Realtors for the Twilight market. The Spring Festival brought out the largest crowd for the season opening of the Farmer's Market in recent memory and resulted in "June" sales for the vendors. It is planned to be repeated in 2018. Jennifer attended "Project for Public Spaces" in Manhattan from May 10-12, 2017. She gave some examples of positive feedback she received from the founding organization on her efforts in Gloversville. She also informed them that the second round of the DRI is open; it is due June 14th. Jennifer has completed the first draft and has a meeting scheduled on June 9th to review the draft with other community members.

John Blackmon, Fulton County Supervisor and CRG Liaison, reported that The County's water project along Hales Mills Road only needs tie-ins to be complete. He also mentioned that the foundation work for the new Super Shoes building near the Wal-Mart Supercenter has begun.

Mayor King of Gloversville thanked Jennifer for their help in Gloversville. He mentioned that he happened to be in NYC when Jennifer was and they met up to discuss her place-making seminar. He asked all in attendance to support Gloversville's DRI application.

Jim Mraz provided handouts on the County's development strategies, which were created using information gathered at the Vision 2025 session last year. Some of the highlights included the need to market Fulton County, diversification of housing stock, reduce sprawl by promoting growth in targeted areas, the need for county-wide broadband internet, and a need for more hotels. An e-newsletter campaign directed toward builders and developers will be spearheaded by Shannon-Rose. This will be followed up with a hard copy mailing of the same information. The County is working with DC Copland on marketing mailing lists per business cluster type in order to target drought ridden areas, letting them know about Fulton County's abundance of water.

President and CEO Report

2016 Microenterprise Grant Program: Ron said that he continues to work with applicants.

Community Outreach Programs: Ron said that CRG is working on monthly business tours of various businesses. He then said that there will be a public meeting on June 13th in Caroga Lake for the review of proposals for the former Sherman's Park property. The committee will then make a recommendation to the Board.

Ron is working with the Village of Northville on the potential development of a hotel on the lake and shared infrastructural services.

Ron said that the DRI process is going well. Due to several initiatives downtown, it shows more activity than last year. If successful, the DRI could bring \$22 million in investment projects to downtown.

Ron mentioned Townsend Leather's expansion into the knitting mill on Perry Street; the first phase will bring in 12 jobs and the second will increase that projection to a total of 52 jobs.

Business Marketing Inquiries: Ron informed the Board about four inquiry calls that he received in the past month. He also continues to work with businesses from prior months that are interested in locating or expanding in Fulton County.

Combined County Marketing Effort Update: Ron met with Jim Mraz and Jon Stead; they continue to work as a team on joint marketing efforts, specifically for the CIREB event in June.

Property Disposition Update: Estee Phase II at 90 North Main Street should sell to Liberty Affordable Housing as of May 19, 2017. Phase I of the environmental study starts on the vacant property on the corner of Prospect and Littauer Place.

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

Gloversville EPA Grant: Ron expects to hear the outcome of Gloversville's EPA Grant Application around the beginning of June.

2017 Proposed Events: Ron thanked everyone for their assistance and attendance at CRG's Open House Event, which was a great success. Also on the agenda for 2017 are the following events: a six county Business Financing Symposium geared toward small to medium sized businesses (which will be moved to the fall), Tryon Marketing Event with CIREB, Site Selectors Guild Event, and a fall CRG Business Showcase Event.

2017 Events Attending: Ron reported that he attended an Innovative Economic Development Workshop in New York City, which was a great event. He will also be at NYSEDC's Annual Event in Cooperstown at the end of May. Ron talked about the Select USA Investment Summit coming in June, which will be the main event that CRG will take its tradeshow both to, and will be its second outing. Upon his return, CRG and the County will be hosting a CIREB event at the Tryon Technology Park and Vireo Health of New York facility.

34 West Fulton Street: Ron said that an e-newsletter from The Center is being considered. He showed the Board the new building drawing that the state required for the Farley grant. He also talked about preliminary plans for an incubator center on the second floor. Ron heard back from the Community Loan Fund. They indicated that Fulton County is too far out from their home base to conduct training programs for loan and grant recipients. He will look into other options.

National Grid Marketing Grant: The funds from the 2016 marketing grant has been spent; CRG will begin the process for reimbursement. Ron will be submitting a new one.

Other: SW Skin Care / SW Spa received an award from SBA. CRG will be in attendance at their award luncheon. He provided a hand-out from NYBDC and spoke about a local food manufacturer that Ron introduced to a supermarket chain for wider distribution of their product.

Adjournment to Executive Session to Discuss Legal Issues

At 9:42 a.m. Greg Fagan asked for a motion to adjourn the meeting to Executive Session. Kent Kirch made the motion; it was seconded by Jim Selmsler and unanimously approved. Greg dismissed the guests 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 10:30 a.m. Greg Fagan asked for a motion to adjourn from Executive Session. Geoff Peck made the motion. Leslie Ford seconded it and it was unanimously passed.

As all Agenda items had been discussed, Greg Fagan asked for a motion to adjourn the meeting. Geoff Peck made the motion; Jim Selmser seconded it and the meeting adjourned at 10:31 a.m.

Respectfully Submitted,



James Selmser, Board Secretary

6-30-17

Date



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Wednesday – May 17, 2017 – 8:30 a.m.
FCCRG Board Room, 34 West Fulton Street
Gloversville, NY

Directors Present: Gregory Fagan, Scott Hoenforst, Jim Selmser, Ronald Olinsky
(Conference Call), Geoffrey Peck (Conference Call)

Directors Absent:

Staff Present: Ronald Peters, Paul Davis

Call to Order - Approval of Minutes

Ronald Olinsky, Treasurer, Called the meeting to order at 8:32 a.m. He asked for a motion to approve the April 19, 2017 meeting minutes as written. Jim Selmser 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. The Committee discussed CIC accounts. After the discussion, they determined everything was in order.

Review of Phil Beckett's Packet

The Committee received Phil Beckett's report. They discussed having Phil clean-up the CIC balance sheet. CRG's accounts were determined to be in order.

Other

34 West Fulton Street Expenses to Date:

The Committee reviewed this report. They discussed the total expenses for the Library's fit-up vs. amount reimbursed, and discussed the updated fire alarm system. Ron Peters continues to discuss the tax-exempt status with the assessor. The Committee also discussed the amended rendering, which will be submitted as part of the Farley Grant application.

CIC Property Updates:

The Committee talked about the sale of the Estee Phase II property, the closing on that property is Friday May 19 2017. Vacant land was also discussed, Liberty is interested, Phase 1 is taking

place, discussed splitting the cost of Phase 1. The Committee also discussed the sale of the Perth Primary Care property; the title report has been received, hoping to close within the next 30 days.

EDC Loan Pool Report:

The Committee reviewed the loan pool report. They talked about rebalancing one loan, and recasting one loan.

Old Business

There was no old business discussed at this meeting.


New Business

There was no new business discussed at this meeting.

Adjournment

Ron Olinsky asked for a motion to adjourn the meeting. Greg Fagan made a motion, which was seconded by Jim Selmser. The meeting adjourned at 9:00 a.m.

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


James Selmser, Board Secretary

6-28-17
Date