



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – October 28, 2016 – 8:30 a.m.
FCCRG Board Room; 34 West Fulton Street
Gloversville, New York

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

Staff Present: Ronald Peters and Becky Hatcher

Guests: Michael Albanese, Legal Counsel, James Mraz, Fulton County IDA, Mike Anich, Leader Herald, John Blackmon, Fulton County Supervisor; Betsy Batchelor, Gloversville Library (left after her presentation); Art Loomis and Tara Miller, Liberty Affordable Housing (left after their presentation)

Public Session

Call to Order / Introductions:

Chair Dustin Swanger called the meeting to order at 8:28 a.m. He welcomed the Directors and guests to the meeting.

Minutes:

Jim Selmsler made a motion to approve the September 23, 2016 board meeting minutes as written, with the September 21, 2016 Finance Committee minutes as an attachment. Grant Preston seconded the motion and the minutes were approved.

Administrative Matters

Gloversville Library Presentation:

Betsy Batchelor made a presentation to the Board about the Library's need to relocate during construction in their 104-year-old historical building. The current building does not meet today's code standards. Among other things, an elevator will be installed and a second floor community space will be created. They have a time frame for construction of around 2 years and have negotiated a lease for that duration with Ron Peters for space at the 34 West Fulton Street building for space on the first floor. They are very excited about relocating here during construction and hope that the Board will approve their lease agreement.

Liberty Affordable Housing Presentation:

Art Loomis and Tara Miller from Liberty Affordable Housing made a presentation to the Board regarding their application to New York State for funding associated with their potential project at 90 North Main Street, Gloversville, which was a former Estee School Building. They reported that they received an award letter regarding tax credits from New York State. They also displayed a rendering of their proposed building, which would house 37, one bedroom units for senior housing (ages 55 and up). There is no exact timeline for the project to begin. In order for them to continue moving forward with the project, they need to have site control. Their hope is to renew a contract with CIC so that the project will go forward.

Chair Report:

Dusty Swanger spoke about Fulton County's planning session, Vision 2025, which was hosted by the Fulton County Planning Board and held at the Holiday Inn on October 25, 2016. It was very well attended and the attendees were encouraged to provide their feedback on 4 major sections of the "Vision" during the break out session.

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, and the Loan Pool report. The Committee approved CRG's 2017 Budget for full Board approval. This will be done prior to 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 October 6th. They are working on finding one more community member to serve on the Committee. They are also working on the agenda for the CRG Fall Networking Event, scheduled for November 17 at the Holiday Inn. A plaque will be presented to Senator Farley for his years of service to Fulton County's economic development needs. Sam Russo will also be recognized for his volunteer efforts on behalf of small businesses in the County. The theme for the evening is "Business Beginnings – A Networking Event" and will feature new businesses that have been in Fulton County for 5 years or less. The event will be promoted on CRG's facebook site, WENT radio, and The Leader Herald.

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

County and City Reports:

Jim Mraz, Fulton County IDA and Planning, reported that there were 90 people attending the Vision 2025 Summit. This group assisted with the framework of the County's draft strategy, which is being developed from the ground up utilizing the public's input. Johnny Evers was the guest speaker at the event and 2 new promotional videos were shown; one for the Tryon Park and one featuring the County

as a whole. These will be on the County's website and will be distributed. Their goal is to finalize and develop brochures that can be pitched to developers, sites selectors, etc.

President and CEO Report

Farley & Restore NY Grant Updates: Ron revealed that the name of the 34 West Fulton Street will be "The Center" and it will house a business development center that can be referenced by existing and future Fulton County businesses. A formal unveiling will take place in the spring as replacing the signage on the building will be funded from the grants, which CRG is still finalizing with the help of Nick Zabawsky.

2013-2015 Microenterprise Grant Program Update: Ron Peters reported that before the end of 2016, LaFamilia Spanish Restaurant should be able to draw down their funds.

2016 Microenterprise Grant Program: Ron has received a total of 7 applications so far. One has been submitted to the State for review and he will have 2 more ready to go within a couple of weeks.

Community Outreach Programs: During the month of October, Ron traveled quite a bit. He did work with Caroga Lake on the Sherman's property, provided assistance to Northville on their Technical Assistance application to the state, and worked with the Downtown Development Committee on second interviews for that position.

Business Marketing Inquiries: Ron has worked with the County to respond to 2 state RFP's; he feels that one will not go forward, however there has been a request for more information with the other. He participated in three 310 calls with the state this month. He also worked on a potential call center in downtown Gloversville.

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: Ron advised the Board that there is a potential sale of the Estee Commons Apartment Complex to Maddalone.

Loan Update: Ron is working on presenting one potential loan application to the Gloversville Loan Committee.

EPA Grant: Gloversville's final application will be submitted in December.

Upcoming Events: The TD Bank /CRG Financing Symposium will take place on November 15 at the Holiday Inn. This is an export financing event which will feature an economist and TD Bank's top employees. Attendance is expected to be between 20-30 business representatives. 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: The Directors formed a Building Committee which will consist of Ron Olinsky, Geoff Peck, Grant Preston, and Dusty Swanger.

Other: A draft of the 2017 CRG budget was shared with the Board. A suggestion was made to balance the budget out, as it showed a year end loss, by moving the loss into income from CRG's money market account. Ron Peters agrees with this suggestion and will make the adjustment accordingly. Ron Olinsky made a motion to accept the budget as presented, with the aforementioned adjustment. Scott Hohenforst seconded the motion and it was passed.

Adjournment to Executive Session to Discuss Legal Issues

At 9:21 a.m. Dusty Swanger asked for a motion that the Board move into Executive Session; it was made by Ron Olinsky and seconded by Grant Preston before it was passed. The guests were dismissed and thanked for their attendance at the Board meeting.

Legal Issues:

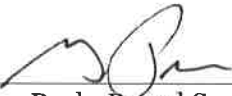
The Directors discussed several ongoing legal issues. These discussions were informational in nature. No action was needed.

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 Greg Fagan and it passed unanimously.

Additionally, as all needed agenda items had been covered, Dusty asked for an adjournment for the Board Meeting. Jim Selmser made the motion; Geoff Peck seconded the motion and was passed at 10:01 a.m.

Respectfully Submitted,



Geoffrey Peck, Board Secretary

12-16-16

Date



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – October 28, 2016 – 8:00 a.m.
FCCRG Board Room, 34 West Fulton Street
Gloversville, NY

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

Staff Present: Ron Peters and Becky Hatcher

Call to Order

Committee Chair, Ron Olinsky called the meeting to order at 8:06 a.m.

Review of Proposed 2017 CRG Budget

The Committee reviewed the proposed 2017 CRG Budget, which is required to be posted onto CRG’s website and into the ABO’s PARIS system by the end of the month. It was noted that, while CRG has received preliminary approval for funding through Fulton County for 2017, the County has not yet formally adopted their 2017 budget. Therefore, any passing of CRG’s budget at this time will be done under the assumption that this amount will not change.

A draft budget was handed out to the Committee showing the 2017 proposed budget next to the approved 2016 budget. These numbers were reviewed and discussed, along with anticipated grant funding during 2017 and membership income to date for 2016. Greg Fagan then made a motion to accept the draft budget as presented, to be formally approved by the full Board in the meeting to follow. Jim Selmsner seconded the motion and it was unanimously approved.

The draft 2017 Budget will be recommended for approval by the Committee to the full Board.

Adjournment

As all business had been discussed, Greg Fagan made a motion to adjourn the meeting. Jim Selmsner seconded the motion and the meeting adjourned at 8:20 a.m.

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



Geoffrey Peck, Board Secretary

12-16-16

Date



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Wednesday – October 26, 2016 – 8:30 a.m.
FCCRG Board Room, 34 West Fulton Street
Gloversville, NY

Directors Present: Scott Hohenforst, Ronald Olinsky, Geoffrey Peck and Jim Selmsner

Directors Absent: Gregory Fagan

Staff Present: Becky Hatcher

Call to Order - Approval of Minutes

The meeting was called to order by Ron Olinsky at 8:37 a.m. Jim Selmsner made a motion to approve the minutes from the September 21, 2016 meeting. Scott Hohenforst 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 decreased; Becky provided some detail to their satisfaction. An update was provided on the increase in funds toward the funding of the Gloversville Downtown Development Specialist position.

Review of Phil Beckett’s Packet

The Committee reviewed Phil Beckett’s report. Becky advised them that the negative number under CRG’s marketing/advertising subheading from last month’s report was a budget variance. They had an additional question regarding the \$50,000 under contributions, which are not membership income. Becky will inquire.

Other

34 West Fulton Street Expenses to Date:

The Committee reviewed this report and talked about the following sections: security, taxes and leasing. They asked that staff shop property insurance, telephone, snow removal and dividing the HVAC system. They also scheduled a November 22nd meeting at 8:30 for building discussion.

Maddalone Report on Estee Commons:

The Maddalone report showed 1 vacancy in the building. They discussed the potential sale of the building.

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

There was no new business discussed at this meeting.

Adjournment

As all business of the Meeting of the Finance Committee has been discussed, Jim Selmser made a motion to adjourn the meeting. Scott Hohenforst seconded the motion and the meeting adjourned at 9:00 a.m.

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



Geoffrey Peck, Board Secretary

12-16-16

Date