



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – February 27, 2015 – 10:30 a.m.
FCCRG Board Room; 110 Decker Drive, Suite 220
Johnstown, New York

Directors Present: Chris Curro, David Jankowski, Ronald Olinsky, Geoffrey Peck, Jim Selmsler, and Dustin Swanger

Directors Absent: Michael Bowker, Gregory Fagan, and Travis Mitchell

Staff Present: Ronald Peters and Becky Hatcher

Guests: Jim Mraz, Fulton County IDA; Chris Swatt, City of Johnstown

Public Session

Call to Order / Introductions:

Chair Dusty Swanger called the meeting to order at 10:31 a.m. He welcomed the Directors and guests to the meeting.

Minutes:

Geoff Peck made a motion to approve the January 30, 2015 board meeting minutes as written. Jim Selmsler seconded the motion and they were approved.

Administrative Matters

Chair Report:

Dusty Swanger advised the Board that FMCC hosted a meeting of the Mohawk Valley Regional Economic Development District on the \$1.5 billion Upstate Revitalization Fund, which is eligible to 7 regions in New York; it excludes Buffalo and New York City. Of these 7, three regions will win \$500 million to invest in their region based upon their proposal to the state. The program is based upon the Buffalo Billion – a program established by New York State specifically for economic development in that community.

Governor Cuomo believes in competition as a way to bring out the best proposals. He is looking for a region with a clear vision of what their region could be and how they will get there. It is expected that this will take a 5-6 year plan and should leverage private investment at a 5-1 ratio to grant funding. Ken Tompkins, as regional head, will be putting together a team to spearhead

the development of the plan. This team will consist of 1-3 people per county. That person will coordinate with other local assisting contributors within each county. There will be around 3-4 months to gather information for submission. Dusty stressed that this is an historic opportunity and that the theme or vision for the region will be the key element that the plan will be built around.

CEO Report:

Ron Peters reported on his trip to the Site Selectors Guild Conference during the week prior to the meeting. He knew three of the site selectors personally from past business ventures. He said that he met with Mike Mullis, the site selector who evaluated Fulton County in 2013. Mr. Mullis indicated that he may be able to pitch Fulton County in the next three – four months. He said that it was one of the best economic development conferences he'd been to and is one that CRG should continue to attend. Jeff Janiszewski, Senior VP, Strategic Business Development for Empire State Development, who was also in attendance, said that he would distribute Ron's marketing package under the state's letterhead to those in attendance.

Ron continues to work with Shannon Rose on website updates. They are currently working on how other properties are listed on the site. He has reached out to some real estate brokers who have said that having their properties listed on the CRG site would be a good asset for them.

He continues to visit with at least six businesses each month as part of his outreach program. They have all been happy with these visits. In February, Ron visited: Bank of America, Euphrates, FMCC, HFM BOCES, Mohawk Cabinet, and Quality Auto Parts.

Ron feels that the Microenterprise Grant Training Program should be ready to go by the end of March. He is hoping for 5 approved applicants so that most of the \$200,000 can be drawn down before the program ends in June 2015.

Ron and Becky continue to work on developing an agenda that will be closer to the Board's suggestions and aid them in compliance to ABO regulations.

Committee Reports:

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

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

Audit and Finance Committee: Ron Olinsky reviewed the actions taken by the Audit and Finance Committee the Wednesday prior. Updated signature cards for all bank accounts will be completed by the end of the week. The bank accounts were reviewed; no funds were drawn down from the EDC Investment Account since the last Board meeting. The Committee had no questions on Phil Beckett's report. Phil will be completing year end information so that the audit can begin soon. Estee's rent roll is at 69% and a promotion for the apartments will begin in March. Staff is meeting with management groups to take over the management of CIC's properties. The Loan Pool Report was reviewed and it was noted that a couple of accounts which have been behind have been brought current.

Discussion of Mission Statement:

An email was sent to the Directors with the three submissions for consideration as CRG's mission statement prior to the meeting. Upon review, a motion was made to accept option 3 as

CRG's Mission Statement, which reads: The Mission of the Fulton County Center for Regional Growth is to strengthen our economic base, facilitate sustainable growth, enhance the competitive position of our region, its counties, towns and cities, and facilitate investments that build capacity, create jobs, improve quality of life and increase the standard of living for all of its residents. (Motion: Geoff Peck; Second: Ron Olinsky / Motion carried)

The mission statement will be posted on the website. It was noted that the ABO could ask that it be revised if they don't approve of it.

County and City Reports:

Chris Swatt reported that the City of Johnstown and Town of Mohawk are scheduling a meeting to continue dialog regarding a revenue agreement between the two communities in relation to the proposed industrial business park south of Opportunity Drive. The land is in Montgomery County but would be serviced by the City of Johnstown. The Johnstown Mayor is also trying to bring a high tech company to Fulton County. The City is close to dissolving JEDC and would like to speak to Ron Peters about the JUDAG loan pool.

Jim Mraz advised the Board that the proposed sale of STAG owned property in the Johnstown Industrial Park adjacent to FAGE to Proliant has fallen through. There is some uncertainty as to why the deal did not go through. Ron Peters will contact CBRE and STAG to try and determine exactly what happened; he will include Jim Mraz in this process.

Jim confirmed that the IDA has officially extended one of the two land options for the property south of the Johnstown Industrial Park. They are working on completing the second option. A traffic study is being done on the impact of various businesses in establishing this land as an industrial park. They have also confirmed that it is feasible to re-establish rail to the Johnstown Industrial Park; the estimated cost to complete this would be \$10 - \$12 million.

Old Business

There was no old business to report on at this meeting.

New Business

In accordance with ABO regulations, a Governance Committee was proposed. This committee will be responsible for keeping the Board informed of current best practices in corporate governance and their relevance to CRG, updating CRG's governance's principles and practices, the maintenance of by-laws, and act in an advisory capacity when choosing new Directors. The ABO recommends that this committee consist of 3 members and requires that it meet at least twice a year. When polled, Dusty Swanger and Chris Curro volunteered to serve on this committee.

Adjournment to Executive Session to Discuss Legal Issues

At 11:29 a.m. Dusty Swanger asked that the Board move into Executive Session. Jim Selmser made this motion; it was seconded by Dave Jankowski and passed. The guests were dismissed and thanked for their attendance at the Board meeting.

Legal Issues:

Attorney Francis Brennan joined the Board to discuss a few specific issues with the Directors.

Adjournment

Dusty Swanger then asked for a motion to adjourn from Executive Session and adjourn the Board Meeting. No motions were made or approved during Executive Session. Geoff Peck made a motion which was seconded by Jim Selmsler. The meeting was adjourned at 12:20 p.m.

Respectfully Submitted,



David Jankowski, Board Secretary

3/27/2015
Date