



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – October 30, 2015 – 8:30 a.m.
FCCRG Board Room; 110 Decker Drive, Suite 220
Johnstown, New York

Directors Present: Chris Curro, Travis Mitchell, Ronald Olinsky, Geoffrey Peck, Jim Selmser, and Dustin Swanger

Directors Absent: Michael Bowker and Gregory Fagan

Staff Present: Ronald Peters and Becky Hatcher

Guests: Jon Stead, Clerk of Fulton County Board of Supervisors; Jim Groff, Fulton County Supervisor; Chris Swatt, City of Johnstown Councilman; Mike Albanese, FCCRG Counsel; and Jim Mraz, FCIDA

Public Session

Call to Order / Introductions:

Chair Dustin Swanger called the meeting to order at 8:30 a.m. He welcomed the Directors and guests to the meeting.

Minutes:

Ron Olinsky made a motion to approve the September 25, 2015 board meeting minutes as written. Jim Selmser seconded the motion and the minutes were approved.

Administrative Matters

Chair Report:

Board Chair, Dusty Swanger, spoke to the Board regarding nominations for upcoming vacancies on the Board. Ron Peters will assist the Board by bringing some nominations to the next Board Meeting.

He also provided an update on the URI presentation and that an announcement is expected in December.

Committee Reports:

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

Governance Committee: There was no report from the Governance Committee.

Finance Committee: Ron Olinsky advised the Board that this Committee met the Wednesday prior. They reviewed the cash positions of all accounts and received an overview of the checks written from the funding disbursement account for Micro Enterprise Grant recipients. They reviewed Phil Becket's reports, as well as the loan report and the Maddalone report on Estee Commons. They recommended establishing an ACH agreement with one borrower but there were no questions or issues with the materials considered.

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

Membership Report:

Ron Peters said that he hopes that the upcoming networking event on November 13th will help to increase membership. He mentioned that he would also like to see a Membership Committee established consisting of Directors and Members.

County and City Reports:

Jim Mraz provided an update on the Tryon marketing analysis and the lead generation process. There are plans for a business incubator concept in the Tryon Park which could utilize up to 3 existing buildings. He mentioned that the County is working with Shannon Rose on the new brand development for Fulton/Montgomery Counties and the Tryon Park. Talks continue between the City of Johnstown and the Town of Mohawk for revenue sharing. Jim provided an update on the SmartWaters program.

Old Business

Existing Microenterprise Grant Program Update: Ron Peters advised the Board that two more microenterprise grants were funded in the past month: Fit Happens and Easterly Woodworking. He continues to meet with the grant recipients to process the grant agreements and may have a majority of the funds distributed within the next 30 days. It was recommended that the grant recipients are listed online.

Community Outreach Program: Ron continues to meet with small local businesses in the County. During the month of October he met with Kadco, Runnings, SWANY, and Community Health Center.

National Grid Grant Update: The check from National Grid for \$10,000 was received. Ron is looking into a new application for 2016.

Management Agreement Updates: Monthly reports from Maddalone continue to be received, however, CBRE will no longer be sending reports as NBT Bank has moved forward with foreclosure proceedings and have appointed a receiver over their mortgaged properties, which included the 2 properties that CBRE was managing.

Property Sale Update: 20 Crescendoe Road sold last week. NBT Bank is still working on the sale of 110 Decker Drive.

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

Land Bank: This will be discussed in Executive Session.

Downtown Improvement Meetings - Gloversville: Ron advised the Board that he was approached by a group of downtown Gloversville leaders with the request that CRG put a person on payroll to specifically market and champion downtown Gloversville. The salary would be funded by "stakeholders"; all chipping in \$10,000 per year. There are 5 interested parties thus far, including CRG.

There was extensive discussion on this issue culminating in the decision to have Ron schedule a meeting with all interested parties and CRG's Directors to try and define the role of both the employee and the advisory team.

NYS Business Marketing Inquiries: Ron participated in three new conference calls with NYS. One in particular caught his attention and he feels that it would be a good fit for Tryon. He will continue to pitch Fulton County where applicable.

Potential CDBG Loans: Ron confirmed that the CMK loan was funded and the loan to Royal Mountain Inn is being scheduled. He has 6 more applications out to interested businesses and he will follow these up.

New Business

CFA Projects: Ron continues working with two of the businesses that put in CFA applications on secondary funding.

Business Assistance: A local business contacted the City of Gloversville regarding their need to relocate their operation. They were referred to CRG. Ron showed them several properties and they chose one of them so that they could remain in Fulton County. They are also a potential Microenterprise Grant recipient for 2016.

Estee Commons: There are several offers on Estee Commons and CPC has indicated a willingness to work with the right new buyer. Additional information will be provided in Executive Session.

Estee Phase II: Liberty Affordable Housing's funding application will be decided upon in December. Steps are being taken to determine the best way to take the building down. Additional information will be provided in Executive Session.

IAMC Conference: said that he made some good contacts during his most recent IAMC Conference. He has become part of their Leadership Program to further these contracts. He also attended a second Site Selectors Guild Conference, which was also beneficial.

Upcoming Conferences: Ron is looking into a variety of conferences for 2016.

Capital Region Land Bank Meeting: This will be discussed in executive session.

Foreign Trade Zone Meeting: Ron met with a second local business that may be able to develop a foreign trade zone in order to save money on tariff fees incurred with import/export of goods. He continues to work with both companies as they navigate the process.

Combined County Marketing Efforts: Ron continues to meet with Jim Mraz and other County entities on the Joint Fulton / Montgomery County marketing efforts.

CRG Networking Event: Becky Hatcher updated the Board on CRG's upcoming 2015 Business Jubilee, which will take place on November 13, 2015 at the Holiday Inn. She is working on individual invitations and will be creating posters for featured businesses at the event. Information on the event is available on CRG's website and was advertised through the Chamber Newsliner. Ads will also run in the Leader Herald.

Other: Ron advised the Board that he is working on a 3-4 segment seminar program focusing on business development issues for 2016. He would like to work with the Urban Development Council to bring outsiders into Fulton County for the seminar.

Adjournment to Executive Session to Discuss Legal Issues

At 9:46 a.m. Dusty Swanger asked for a motion that the Board move into Executive Session; it was made by Chris Curro and seconded by Jim Selmser 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

Dusty Swanger then asked for a motion to adjourn from Executive Session. Jim Selmser made the motion. It was seconded by Geoff Peck and passed at 10:30 a.m.

As all business before the Board has been discussed, Dusty asked that a motion be made to adjourn the Board Meeting. Geoff Peck made the motion. It was seconded by Ron Olinsky and passed at 10:31 a.m.

Respectfully Submitted,



Geoffrey Peck, Board Secretary

11-20-15

Date