



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – March 18, 2016 – 8:30 a.m.
FCCRG Board Room; 110 Decker Drive, Suite 220
Johnstown, New York

- Directors Present: Chris Curro, Gregory Fagan, Scott Hohenforst (via cc), Travis Mitchell, Ronald Olinsky (via cc), Geoffrey Peck, Grant Preston, and Jim Selmser
- Directors Absent: Dustin Swanger
- Staff Present: Ronald Peters and Becky Hatcher
- Guests: James Groff, Fulton County Liaison; Jim Mraz, FCIDA; Michael Anich, Leader Herald

Public Session

Call to Order / Introductions:

Vice Chair Greg Fagan called the meeting to order at 8:37 a.m. He welcomed the Directors and guests to the meeting.

Minutes:

Jim Selmser made a motion to approve the February 19, 2016 board meeting minutes as written, with the July 24, 2015, August 28, 2015, and December 8, 2015 Governance Committee minutes as an attachment. Geoff Peck seconded the motion and the minutes were approved.

Administrative Matters

Chair Report:

No Chair Report was provided at this meeting.

Committee Reports:

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

Governance Committee: There was no report from this Committee.

Finance Committee: Ron Olinsky advised the Board that this Committee met the Wednesday prior; they reviewed the Cash Position report, Phil Beckett's report, and the Maddalone report. Phil Beckett needs closing figures to remove 110 Decker Drive from the liabilities portion of CIC's balance sheet. They reviewed the outstanding loans and have recommendations to review in Executive Session with the full Board in this regard.

Audit Committee: This Committee will meet to review the 2015 audit process on Wednesday, March 23rd.

Membership & Marketing Committee: Grant Preston reported that this Committee met for the first time on March 10th and covered new Membership Levels, including the addition of a Diamond Level. The fee structure was also adjusted for each level. The Committee also discussed benefits of membership and a potential membership employee, perhaps commission-based, to work on increasing membership. The Board discussed this potential position. Adjustments will be made to the membership flyer prior to the next meeting of this Committee.

County and City Reports:

Jim Mraz reported that the tryontechnologypark.com website is up and running. They have a marketing prospectus for each tech sector and are getting hits. They are working on the park sign and lead generation. Demolition on a 6 building cluster will begin on Monday to create a 100 acre shovel-ready site. The water tower has been completed and is most visible from Route 29.

Jim shared a handout detailing the County's development strategy for housing, retail and site marketing and development.

Old Business

2013-2015 Microenterprise Grant Program Update: Ron Peters informed the Board that the Microenterprise Grant binders are being reviewed to make sure that all required components have been received for state review. There are still 2 unfunded grants.

Community Outreach Program: Ron continues to meet with small local businesses in the County. During the month of March he met with Antonucci's Produce, DM Romeyn Civil Engineering Design, Jones & Naudin Leather, Microtel, Security Supply, and WalMart DC. He is also following up with businesses he met with last year. These efforts are paying off as CRG was mentioned twice at the last CEO Roundtable meeting for their efforts.

Management Agreement Updates: Monthly reports from Maddalone continue to be received. Ron noted that they are doing a great job with the Estee Commons Apartment Complex; there is 1 vacancy in the building.

NYS Business Marketing Inquiries: Ron responded to an RFP associated with a prior conference call with NYS in March. He submitted 2 sites for consideration; one in Gloversville and one in Johnstown.

Foreign Trade Zone: A press release has been issued that Townsend Leather has been approved for a Foreign Trade Zone designation. This is a good move for them as it will save them money. It is also positive press for Fulton County as their FTZ designation is the only one in the Mohawk Valley. Ron said that he is now receiving calls from other businesses interested in information about the FTZ program. Ron feels that this program will be a nice tool for Fulton County.

Estee Phase II: It is not yet clear if Liberty Affordable Housing will receive funding from NYS in order to proceed with their plans at the Phase II project.

Combined County Marketing Effort Update: Ron continues to meet with Jim Mraz and Jon Stead each month on joint efforts to market the County.

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

Other: The Loan Pool Resolutions which the Finance Committee have recommended to the Board will be discussed in Executive Session.

New Business

Potential CFA: Ron said that he has been trying to encourage business owners to apply for CFA funding where applicable. He has 2 new potential applicants to discuss. The deadline for 2016 applications is July 31st.

Potential FTZ: Ron said that he continues to look for additional FTZ locations. He has spoken to several businesses about the program but indicated that it is a better fit for larger businesses.

2016 Microenterprise Grant Program Training Classes and Consultant Contract: 2016 Training Classes for the Microenterprise Grant Program will be held at the Chamber building in Gloversville on Tuesday evenings for 4 consecutive weeks beginning April 12th from 6:00 to 9:00 p.m. Ron feels that interest in the program is still growing and that there should be more applicants than funding. He is still trying to complete the grant process during 2016.

Copies of the Grant contract with Fulton County and the management contract with Orion Management were included in the Board's packet.

Potential CDBG Loans: A loan was recently approved for SW Skin Care; they also received funding for their Gloversville project from other sources. The loan will be funded in April.

Downtown Meetings: Ron has initiated 2 meetings regarding the Governor's \$10 million funding initiative. No guidelines have yet been provided on how to apply for the funding. Ron would like to have Gloversville poised to apply ASAP once the guidelines are issued. It is likely that matching funds will be a requirement which means that Gloversville's application will have to list \$40 million in project costs to get \$10 million in funding.

Site Selectors Guild Conference and IAMC Conference Updates: Ron advised that Board on the outcome of the two conferences he attended since the last meeting. He was pleased to announce that both were productive meetings; he made additional contacts and was able to hand out packets. The NYS Commissioner attended the Site Selector's Guild Conference and thanked Ron for attending as only 3 counties had representation. He said that he understands the importance of being at these conferences so as to make the needed contacts that will bring jobs to NYS.

One thing that Ron said that he learned from these events is that all states are reporting issues with labor. Besides a good location, qualified workers are a company's top priority.

Site Selector's Guild, Potential Event: Ron is working on hosting a Site Selector's Guild Event in Fulton County. He said that the criterion may not work this year but the Guild hosts 10 of these events per year

and he will continue to pitch Fulton County for one of them. He did note that they choose the Site Selector that will visit the area.

NYS Urban Council Downtown Event: On April 14 and 15, 2016, the NYS Urban Council will host one of their quarterly meetings in Gloversville. Last year, Ron attended one of their meetings which took place in Ithaca. He was so impressed with the format and the information presented that he began talking to Anthony Capece about bring this event to downtown Gloversville. The event will include break-out sessions for participants, a walking tour, and a reception and dinner. The program will be geared toward Gloversville's potential.

Broker Tour: Ron recently brought CBRE representatives on a tour of Fulton County's Industrial and Business Parks. He took them through all of the parks and they were excited to see what is available. He has already noted an increase in calls.

CRG's new location: Ron said that CRG now owns 34 West Fulton Street, Gloversville. He said that it is an exciting venture and that the staff is trying to get their arms around the property in order to move forward with their plans to lease out the spaces. The building totals \$35,000 s.f. and is a great site.

Adjournment to Executive Session to Discuss Legal Issues

At 9:19 a.m. Greg Fagan asked for a motion that the Board move into Executive Session; it was made by Chris Curro and seconded by Geoff Peck 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

At 9:55 a.m., Greg Fagan asked for a motion to adjourn the meeting from Executive Session. He then asked for a motion To approve the Resolutions regarding GUDAG Loan Pool Write-offs, the CDBG Loan Write-off and the JUDAG Loan Write-off. Chris Curro made a motion that all three Resolutions be passed as discussed in Executive Session. Jim Selmser seconded the motion and it passed unanimously.

Additionally, as all needed agenda items had been covered, Greg asked for an adjournment for the Board Meeting. Jim Selmser made the motion; it was seconded by Geoff Peck and was passed at 10:02 a.m.

Respectfully Submitted,



Geoffrey Peck, Board Secretary

4-22-16

Date