



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth
MINUTES of the MEETING of the BOARD of DIRECTORS
Friday – May 20, 2016 – 8:30 a.m.
FCCRG Board Room; 34 West Fulton Street
Gloversville, New York

- Directors Present: Chris Curro, Gregory Fagan, Travis Mitchell, Ronald Olinsky, Geoffrey Peck, Grant Preston, Jim Selmsler, and Dustin Swanger
- Directors Absent: Scott Hohenforst
- Staff Present: Ronald Peters and Becky Hatcher
- Guests: James Groff, Fulton County Liaison; Michael Albanese, Esq., Counsel; John Blackmon, County Supervisor

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:

Jim Selmsler made a motion to approve the April 22, 2016 board meeting minutes as written, with the April 20, 2016 Finance Committee minutes as an attachment. Geoff Peck seconded the motion and the minutes were approved.

Administrative Matters

Chair Report:

Dusty Swanger notified the Board that the CFA process is open and encouraged anyone with a need to complete a project application. The focus is on downtown Main Street projects. He also talked about the downtown initiative \$10 million grant. In the Mohawk Valley Region, Gloversville, Amsterdam, Utica, Rome and Oneonta are expected to apply. Dusty said that he sits on the Regional Council and they can only recommend one community to the governor per region.

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; they reviewed the Cash Position report, Phil Beckett's report, and the Maddalone report, which shows 1 vacancy. He said that staff is gathering information on bank rates to move more money from the CRG operating account and into a new shorter term CD account. They reviewed the Loan Pool Report; this will be discussed in Executive Session.

Audit Committee: This Committee has not met since the last meeting but it was mentioned that all of the tax returns have been filed appropriately.

Membership & Marketing Committee: Grant Preston advised the Board that the Committee is inviting 5 local business leaders with marketing expertise to join them as Committee Members. They have been fine tuning membership levels and benefits and a flyer has been created (one was shared with the Board). CRG's website will be updated to reflect these changes. The goal of increasing member numbers and income was outlined.

The Committee is also considering trade show and other signage and an annual event which could be held in the 34 West Fulton Street building on the second floor of the 34 West Fulton Street building.

County and City Reports:

No County or City Report was provided at this meeting.

Old Business

2013-2015 Microenterprise Grant Program Update: There are still 2 unfunded grants. The potential restaurant is looking at a new location, hopefully they will have a revised site plan by the end of the month. The engineering company will probably not go through but Ron will continue to follow up on it. He is getting a report ready for the state which will show around 10 new jobs created due to this program thus far.

2016 Microenterprise Grant Program Training Update: 9 businesses completed the first round of training classes and the second session of classes have been scheduled for mid-June. Additional start-up companies are needed to round out the potential applicants as most of the businesses that completed the training classes were existing businesses. Ron will start working with them on their applications and SCORE will also assist them with their business plans.

Community Outreach Program: Ron continues to meet with small local businesses in the County. During the month of May, he met with Countryside Agency/Progressive, Farnam Claim Services, Goot Communications, Peaceful Valley, Proforma Shrader & Shrader, and Simple Choices. Ron advised them that one thing he has learned in talking to the small businesses is that they need a place to go to ask questions. He said that CRG should be that place and that the new building is the perfect location for a business center. He is working on the concept and invited any with ideas to voice them.

Management Agreement Updates: Monthly reports from Maddalone continue to be received. As noted, there is one vacancy in the building. Ron also mentioned that, due to some needed maintenance per a fire

inspection, Maddalone was only able to pay CPC half of the mortgage payment in May. It was agreed that they have been doing a great job with managing the building.

NYS Business Marketing Inquiries: Ron has seen an increased interest in Fulton County and has submitted existing building information per a specific request.

Estee Phase II: Ron has reached out to Liberty Affordable Housing; they have not heard yet if they have been approved for project funding at the Estee Phase II location. Ron has been working with Nick Zabawsky to secure funding to take the existing building down. Once the funding has been confirmed an RFP could be issued for demolition.

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.

New Business

Potential CFA: Ron said that continues to seek applicants for the 2016 round. He spoke to MVEDD and they are willing to assist Northville with their CFA application for free. There are a couple of downtown initiatives that will applying for CFA funding. He is also looking to apply for another Microenterprise grant for 2017; Fulton County may not get another one yet as they received 2 back-to-back.

Potential CDBG Loans: The CDBG loan with SW Skin Care will be closing next week. Ron is working on 2 more applications.

Downtown Meetings: Ron has attended 10 meetings since last month for the City of Gloversville Upstate Urban Initiative Application. This is due on May 23rd at 4 p.m. Anyone wishing to submit a letter of support was urged to do so before noon.

EPA Meeting: Ron said that he hoped that the Gloversville Common Council will approve at the May 24th 2016 Meeting a proposal from HRP Associates to write a potential \$600,000 EPA grant. He hopes that they will approve of having CRG administer the program on their behalf.

Export Meeting with NYS: NY Global Division: Ron is still working through this process. He hopes to meet with 8 Fulton County businesses.

National Grid Grants: CRG has 2 grant applications in to National Grid at this time. They are for a tradeshow event and property improvements.

Upcoming Events: Ron is hoping to book a 2017 Site Selector event here in 2017. He is working on a Tryon broker walk through tie-in event.

Social Media: Ron said that CRG has seen a need to have a greater presence on social media sites. He is looking into utilizing interns through the Chamber to assist in this regard.

Gloversville Loan Fund Organizational Meeting: At the City of Gloversville's next Common Council meeting, they will approve their members for the new Committee. An organizational meeting will then be scheduled. There has already been some casual interest in the new loan fund but no official applications have been collected.

Other: In response to a question from the Board, Ron advised them that there has been no official word yet on the drawdown of the \$300,000 grant from Senator Farley's office

Adjournment to Executive Session to Discuss Legal Issues

At 9:06 a.m. Dusty Swanger asked for a motion that the Board move into Executive Session; it was made by Chris Curro and seconded by Travis Mitchell 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

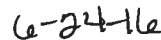
As Chair, Dustin Swanger, needed to leave the meeting during Executive Session, at 9:49 a.m., Greg Fagan asked for a motion to adjourn the meeting from Executive Session. Jim Selmser made the motion; Geoff Peck seconded the motion and it passed unanimously.

Additionally, as all needed agenda items had been covered, Greg asked for an adjournment for the Board Meeting. Geoff Peck made the motion; it was seconded by Jim Selmser and was passed at 9:50 a.m.

Respectfully Submitted,



Geoffrey Peck, Board Secretary



Date



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Wednesday – May 18, 2016 – 8:30 a.m.
FCCRG Board Room, 34 West Fulton Street
Gloversville, NY

Directors Present: Gregory Fagan, Ronald Olinsky (via conference call), and Jim Selmser

Directors Absent: Scott Hohenforst and Geoffrey Peck

Staff Present: Ronald Peters and Becky Hatcher

Call to Order - Approval of Minutes

The meeting was called to order by Ron Olinsky at 8:42 a.m. Jim Selmser made a motion to approve the minutes from the April 20, 2016 meeting. Greg Fagan seconded the motion and it was passed.

Review of CRG, CIC and EDC Cash Positions

The Committee reviewed the Cash Position spreadsheet. They discussed the current cash balance in CRG's operating account and discussed opening another short term CD as they deemed the balance of the operating account as still too high. They asked Becky to inquire about a shorter term CD; as low as 30 days if possible. They will then consider moving \$50,000 to \$100,000 from the operating account. She will email these rates to the Committee for their consideration and direction.

They also discussed the relocation of the EDC operating account as Key Bank has changed their minimum balance requirement to an amount that EDC will never keep in its account. Becky will query the EDC Board of Directors regarding an alternative bank for its operating account.

Review of Phil Beckett's Packet

The Committee reviewed Phil Beckett's report and his notes, which had been distributed to them prior to the meeting. They are looking for an update on CRG's outstanding bills and county payments. They need Phil to book the asset of the 34 West Fulton Street building. They also requested Phil to come into the next meeting, if possible.

Other

CIC Rent Rolls:

A copy of Maddalone's report was provided to the Committee and was reviewed. The Committee noted that there is only 1 vacant apartment in the complex.

EDC Loan Pool Report:

The Committee reviewed the Loan Pool Report. They discussed Henck, Mohawk Cabinet, 391 South Main, and Murray & Sons. They also discussed the new Gloversville Loan Fund and closing out the GUDAG account.

Old Business

There was no old business discussed at this meeting.

New Business

There was no old 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. Greg Fagan seconded the motion and the meeting adjourned at 9:04 a.m.

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



Geoffrey Peck, Board Secretary

6-24-16

Date