



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – August 25, 2017– 8:30 a.m.
34 West Fulton Street
Gloversville, New York

- Directors Present:** Gregory Fagan, Leslie Ford, Kent Kirch, Ronald Olinsky, Grant Preston, and Jim Selmser
- Directors Absent:** Scott Hohenforst, Travis Mitchell, and Geoffrey Peck
- Staff Present:** Ronald Peters, Jennifer Jennings, and Becky Hatcher
- Guests:** Kerry Minor, Leader Herald; Scott Henze, Fulton County IDA; John Blackmon, County Liaison

Public Session

Call to Order / Introductions/Meeting Minutes:

Chair Greg Fagan called the meeting to order at 8:30 a.m. He welcomed the Directors and guests to the meeting. Greg asked for a motion to approve the meeting minutes from July 28, 2017, along with the attached Finance Committee Meeting Minutes from July 26, 2017. Jim Selmser made the motion; Leslie Ford seconded the motion and it passed unanimously.

Administrative Matters

Chair Report:

Chair Greg Fagan reminded attendees that the Site Selectors Event is in a couple of weeks and encouraged them to attend Friday's overview session at the Holiday Inn.

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. They reviewed the cash report, Phil Beckett's report, year-to-date building expenses and

the loan pool account. CRG is in great fiscal shape. He reminded the Board that there is money available to be lent to Fulton County businesses.

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

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

Membership & Marketing Committee: Grant Preston said that a meeting is being scheduled.

Gloversville Downtown Development Specialist Report:

Jennifer Jennings provided a written report to the Board prior to the meeting. She provided an overview on attendance and activities at the August Twilight Market and a reminder about the September Market. She also reminded them about the Bacon Jam Event on October 7th. She has a Grassroots Gloversville meeting scheduled for August 31st and a Women's Discussion Group at the end of September. She also talked about an article that Mark Fenton wrote about his visit to Gloversville. She will send out the link to the Board so that they can read it for themselves.

County and City Reports:

No County or City Reports were given at this meeting.

President and CEO Report

Current Projects: Ron Peters informed the Board of current projects that he has been working on. These include: a large manufacturer in the Industrial Park that is closing on another park building; another company in the Johnstown Industrial Park looking to expand; a small expansion in the Industrial Park; interest in the Regional Park; and a company potentially interested in the Crossroads Industrial Park.

Microenterprise Grant Programs: Ron advised the Board that the 2015 Microenterprise Grant Program's follow-up letter was enclosed in their Board packet. Regarding the 2016 Program, he said that 4 applications have been approved and he is working with one more.

Community Outreach Programs: Ron reported that the Versatile Wood tour was a great success. The next tour will be Epimed in September. Ron urged all in attendance to RSVP.

An out-of-state developer has toured the Sherman's site. No feedback has been provided yet. The Caroga Lake Music Festival used Sherman's four times over the summer as a venue for their concerts. The concert series had a total attendance of 1000 people.

The Village of Northville's Wi-Fi planning grant has been submitted and a barn quilt project is planned for the coming school year.

Ron will discuss Johnstown's Restore New York application in Executive Session.

There has not been an announcement regarding Gloversville's 2017 DRI application. Ron added that one downtown project that he had been working on didn't come to fruition. He said that La Bella is working on a similar concept.

Business Marketing Inquiries: Ron fielded one direct call and responded to one state RFP.

Combined County Marketing Effort Update: Ron met with Jim Mraz and Jon Stead; they continue to work as a team on joint marketing efforts; they have finalized their plans for the Site Selectors Visit in September.

Property Disposition Update: The Perth Primary Care Center property has closed and is now owned by Nathan Littauer Hospital. The only property that CIC now owns is the vacant lot along Prospect Street and Littauer Place. There have been 2 inquiries on this land.

Loan Applicant Updates: Ron has three loan applications in various stages of completion; one in Gloversville and two in the county.

2017 Proposed Events: Remaining on the agenda for 2017 are the following events: a six county Business Financing Symposium geared toward small to medium sized businesses (which will be moved to the fall) and a fall CRG Event. Also, Directors were provided with paperwork regarding a DCI event that Scott Hohenforst suggested. The Board gave approval for Ron to go forward with investigating this.

2017 Events Attending: In addition to the Site Selector's Guild and IAMC Conferences, Ron explained that CRG has signed up for Saratoga Chamber's Business Expo in October. He invited any Director interested in coming to assist at the event to do so.

34 West Fulton Street: Regarding CRG's grant funding for the building, there will be an ESD public hearing on September 21st as part of the state's grant process. There is the possibility of utilizing some of the second floor space as incubator space through Utica's Thincubator or Schenectady's incubator program. CRG will also be developing a leadership development program. Ron and Leslie Ford are working on this process.

National Grid Marketing Grant: National Grid has approved CRG's submission to draw down one marketing grant with funds totaling around \$10,000. The check should arrive from them soon.

Ron and a couple of Directors met with WAMC Radio regarding a potential marketing packet. CRG could potentially include this as a membership benefit during the 2018 campaign.

Adjournment to Executive Session to Discuss Legal Issues

At 9:11 a.m. Greg Fagan asked for a motion to adjourn the meeting to Executive Session. Kent Kirch made the motion; it was seconded by Leslie Ford and unanimously approved. Greg dismissed the guests and thanked for their attendance at the Board meeting.

Legal and Staff Issues:

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

CRG staff were asked to leave the meeting around 9:36 a.m. Becky was invited back in at 9:53 a.m. A motion had been made by Ron Olinsky to adjourn from Executive Session and resume the Public Session. This motion was seconded by Jim Selmsler and unanimously approved.

Kent Kirch made a motion to renew Ron Pater's contract as President and CEO of Fulton County Center for Regional Growth as described by the Directors during Executive Session. Leslie Ford seconded the motion and it was unanimously approved.

Adjournment of the Board Meeting

At 10:00 a.m. Greg Fagan asked for a motion to adjourn the meeting. Ron Olinsky made the motion; it was seconded by Grant Preston and unanimously approved.

Respectfully Submitted,


James Selmsler, Board Secretary

9-29-17
Date



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Wednesday – August 23 2017 – 8:30 a.m.
FCCRG Board Room, 34 West Fulton Street
Gloversville, NY

Directors Present: Gregory Fagan, Jim Selmser, Ronald Olinsky
Directors Absent: Scott Hoenforst, Geoffrey Peck

Staff Present: Ronald Peters, Paul Davis

Call to Order - Approval of Minutes

Ronald Olinsky, Treasurer, Called the meeting to order at 8:30 a.m. He asked for a motion to approve the July 11, 2017 and July 26, 2017 meeting minutes as written. Jim Selmser made the motion; it was seconded by Greg Fagan, and passed unanimously.

Review of CRG, CIC and EDC Cash Positions

The Committee reviewed the Cash Position spreadsheet accounts. They determined everything was in order.

Review of Phil Beckett's Packet

The Committee received Phil Beckett's report. They determined everything appeared to be in order, and there were no questions about Phil's report.

Other

34 West Fulton Street Expenses to Date:

The Committee reviewed this report. The Committee agreed that the building expenses appear to be stable. Ron Peters told the committee that the state has set a date for a public hearing in September in regards to the Farley Grant.

CIC Property Updates:

There was no discussion about the vacant land.

EDC Loan Pool Report:

The Committee reviewed the loan pool report. They agreed that the loan pools appear to be in order.

Old Business

There was no old business discussed at the meeting

New Business

There was no new business discussed at the meeting

Adjournment

Ron Olinsky asked for a motion to adjourn the meeting. Greg Fagan made a motion, which was seconded by Jim Selmser. The meeting adjourned at 8:53 a.m.

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


James Selmser, Board Secretary

9-29-17
Date