



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – July 22, 2016 – 8:30 a.m.
FCCRG Board Room; 34 West Fulton Street
Gloversville, New York

Directors Present: Chris Curro, Gregory Fagan, Scott Hohenforst, Ronald Olinsky, Geoffrey Peck, Grant Preston, Jim Selmser, and Dustin Swanger

Directors Absent: Travis Mitchell

Staff Present: Ronald Peters and Becky Hatcher

Guests: James Groff, Fulton County Liaison; John Blackmon, County Supervisor; Mike Anich, Leader Herald

Public Session

Call to Order / Introductions:

Chair Dustin Swanger called the meeting to order at 8:32 a.m. He welcomed the Directors and guests to the meeting.

Minutes:

Chris Curro made a motion to approve the June 24, 2016 board meeting minutes as written, with the June 22, 2016 Finance Committee minutes as an attachment. Jim Selmser seconded the motion and the minutes were approved.

Administrative Matters

Chair Report:

Dusty Swanger notified the Board that the CFA deadline is July 29, 2016 at 4:00 p.m. The recipient of Mohawk Valley Region's Downtown Revitalization grant was Oneonta. Those communities that did not receive the funding were encouraged to apply for CFA money.

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. The Committee reviewed the Cash Position report and Phil Beckett's report. They reviewed the tentative 2017 budget and where CRG is year-to-date in their 2016 budget. They reviewed the building expenses for 34 West Fulton Street. The Maddalone report had not arrived in time for their meeting but was emailed to the full Board. The Loan Pool report was reviewed and will be discussed in Executive Session.

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

Membership & Marketing Committee: Geoff Peck covered this meeting in Grant's absence. He advised the Board that the Committee has confirmed that Matt Smith has agreed to participate on the Committee. They continue to search for two other local community members. They reviewed membership goals and CRG branding efforts to define tangible CRG services and identify CRG's market.

Becky Hatcher provided a list of 2016-2017 Members to the Directors for their review and approval. Chris Curro made a motion to approve the Members as presented. Ron Olinsky seconded the motion and it was approved.

County and City Reports:

It was mentioned that Johnstown Renewable has completed its purchase of a lot in the Johnstown Industrial Park. The Town of Mohawk has commenced the SEQRA review on the land south of Opportunity Drive. The attorney for the Town of Mohawk suggested that Fulton County should do the draft EIS; they are discussing this option. Fulton County was not an applicant on the annexation request; this came from the property owners.

President and CEO Report

2013-2015 Microenterprise Grant Program Update: Ron Peters said that the County is applying for an extension in order to provide two grant recipients the opportunity to hire their required employees and to hopefully fund one of the two grant recipients that have yet to accept funding. To date, the number of jobs created through Microenterprise Grant funds is 17, which is a great success for the County.

2016 Microenterprise Grant Program Training Update: Ron has received 5 applications to date, which he is still working to finalize for submission to the local Committee before they are sent to the State. 20 businesses completed the training classes. Ron mentioned that he continues receiving calls from companies interested in this program; this indicates a continued interest for next year if another grant is approved through the CFA process.

Restore NY Grant: CRG has pre-applied for a Restore NY Grant for renovations to 34 West Fulton Street. If approved, a formal application will be submitted in October.

Community Outreach Program: Ron continues to meet with small local businesses in the County. During the month of July Ron met with Bali Leather, Bella by LaVilla, Bright Futures, Chad's 2nd Gear, a yet unnamed coffee shop, Craving Bakery, Fox Run, Inn at the Bridge, Meco's Perfect Scoop, Parkhurst Field, Sawyer's Corner Store, Simple Choices, and Weichert Realtors. The meeting with Bali Leather generated conversation regarding the establishment of a "leather cluster". This led to the thought of developing other "cluster" groups in the County. The Board agreed that this would be a good idea.

Management Agreement Updates: The monthly report from Maddalone arrived late and was emailed to the full Board. The Board reviewed entries in the report and noted that there is currently 1 vacancy in the building.

NYS Business Marketing Inquiries: Ron participated in 1 solid inquiry for July. He was successful in speaking to the company in California that he reached out to last month.

Estee Phase II: Liberty Affordable Housing has been trying to receive funding for their proposed project with the Estee Phase II building on the corner of Prospect and Main in Gloversville. They have not been successful in this quest for the past three years. Ron had CRG's attorney refund their deposit and is not repositioning some grant funding that was earmarked for that building. The current need is to obtain funding to demo the existing building as it is now unsafe. The Board discussed this issue and various options available.

Combined County Marketing Effort Update: Ron continues to work with Jim Mraz and Jon Stead to promote the County.

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

Potential CFA: Ron said that he has three CFA applicants: the City of Gloversville, the Village of Northville and another Microenterprise Grant through the County.

Potential CDBG Loans: Ron is working on 2 loan applications and continues to receive inquiries.

Downtown Meetings: As previously mentioned, the City of Gloversville did not receive the Downtown Revitalization grant. While disappointing, the process did require that the City construct a solid plan for improvements. So Ron is optimistic that this puts Gloversville a step ahead for upcoming opportunities. Progress is being made to hire the Gloversville Downtown Marketing Specialist and projects are being selected for URI funding as the emphasis this year is on downtown development.

EPA Grant: Ron said that Gloversville Common Council is working with an engineering firm to select sites for EPA funding, which would be administered through CRG. The Board discussed the sites being considered and other locations that would be beneficial to improve as they are entry points into the City.

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 will be attending a Site Selector Guild Conference and an IAMC Conference in the fall. He is looking at a CoreNet event later in the year. And he is still trying to set up a Site Selector event in Fulton County during 2017. Additionally, he is still working on the financing symposium for October.

Social Media: Ron has requested a proposal from CMK Marketing for both CRG and the City of Gloversville Loan Fund.

Gloversville Loan Fund: In addition to the marketing proposal, Ron will develop advertisements for local radio to try and attract potential borrowers in Gloversville.

34 West Fulton Street: This topic will be discussed in Executive Session.

Adjournment to Executive Session to Discuss Legal Issues

At 9:09 a.m. Dusty Swanger asked for a motion that the Board move into Executive Session; it was made by Ron Olinsky and seconded by Grant Preston before it was passed. The guests were dismissed and thanked for their attendance at the Board meeting.

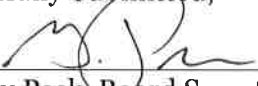
Legal Issues:

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

Staff Dismissal

Chair Dustin Swanger dismissed Ron Peters and Becky Hatcher from Executive Session at 9:40 p.m. No further minutes of the meeting were recorded.

Respectfully Submitted,



Geoffrey Peck, Board Secretary

8-25-16

Date



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Wednesday – July 20, 2016 – 8:30 a.m.
FCCRG Board Room, 34 West Fulton Street
Gloversville, NY

Directors Present: Gregory Fagan, Scott Hohenforst, Ronald Olinsky, Geoffrey Peck and Jim Selmsner

Staff Present: Ronald Peters and Becky Hatcher

Call to Order - Approval of Minutes

The meeting was called to order by Ron Olinsky at 8:31 a.m. Geoff Peck made a motion to approve the minutes from the June 22, 2016 meeting. Jim Selmsner seconded the motion and it was passed.

Review of CRG, CIC and EDC Cash Positions

The Committee reviewed the Cash Position spreadsheet. They asked about the decrease in the City of Gloversville Loan Fund account. Becky advised them that the CGLF Committee approved a check in the amount of \$25,000 to fund the City of Gloversville's 2016 portion of the Downtown Gloversville Development Specialist position.

Review of Phil Beckett's Packet

The Committee reviewed Phil Beckett's report. Per Phil's notes, these reports will be recorded on a cash basis beginning next month; no reports were received from CBRE at the time of the meeting. Ron Peters mentioned that he has asked Phil to move the location of the building value of 34 West Fulton Street as its current location in his reports inflates CRG's assets on the balance sheet. Ron would like that amount to reflect CRG's cash only. Ron also mentioned that as of June 30, 2016, CIC is no longer involved in 160 Enterprise Drive as the lease between CIC and the IDA for that property has expired; the property reverted back to the IDA per the terms of the lease. He also advised them that Liberty Affordable Housing's deposit for 90 North Main Street has been returned to them; they are no longer involved with that property and he is working to get any state funding tied to their project returned to CRG in order to demo the site.

The Committee discussed closing down EDC versus changing the name of the corporation to administer loan pools and provide a buffer to CRG in case of any legal issues down the road. After discussion, Ron Olinsky made a motion that the Committee recommend to the Board that

Fulton County Economic Development Corporation's name be changed to Fulton County Center, Corp. Geoff Peck seconded the motion and it passed unanimously.

Other

2017 Tentative County Budget:

The draft county budget for 2017 was shared with the Committee. Ron explained that he has been working with Jim Mraz and Jon Stead on the budget format and numbers. It increases the contract from \$215,000 in 2016 to \$230,000 in 2017. CRG's total budget for 2017 is \$460,000. After review and discussion, the Committee indicated that they were ok with the budget as presented.

2016 CRG Budget to Date:

A copy of the 2016 CRG Working Budget was shared with the Committee. Ron advised them that it does not reflect the Farley Grant of \$300,000 yet as this money has not been drawn down at this time. They discussed CRG's tax position in 2017 and recommended that Ron discuss the potential of a PILOT on the building. So far, the City of Gloversville has approved tax exempt status for 34 West Fulton Street for the 2017 City Taxes. Once for-profit tenants occupy the building, it will start going back onto the tax role.

34 West Fulton Street Expenses to Date:

This report was distributed to the Committee. They reviewed it with no comment or question.

Maddalone Report on Estee Commons:

This report has not yet been received for the time period covering mid-June to mid-July.

EDC Loan Pool Report:

The Committee reviewed the Loan Pool Report. They discussed Henck and Mohawk Cabinet loans. They will discuss Henck's delinquency with the Board on Friday.

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 Selmsler made a motion to adjourn the meeting. Geoff Peck seconded the motion and the meeting adjourned at 9:06 a.m.

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



Geoffrey Peck, Board Secretary

8-25-16

Date