



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – October 27, 2017– 8:30 a.m.

34 West Fulton Street
Gloversville, New York

Directors Present: Gregory Fagan, Leslie Ford, Travis Mitchell, Ronald Olinsky, and Grant Preston

Directors Absent: Scott Hohenforst, Kent Kirch, Geoffrey Peck, and Jim Selmsner

Staff Present: Ronald Peters, Jennifer Jennings, and Becky Hatcher

Guests: Kerry Minor, Leader Herald; James Mraz, Fulton County IDA; John Blackmon, County Liaison

Public Session

Call to Order / Introductions/Meeting Minutes:

Chair Greg Fagan called the meeting to order at 8:31 a.m. He welcomed the Directors and guests to the meeting. Due to activities in the office, the minutes were not available for consideration and were tabled until the next Board of Director’s meeting.

Administrative Matters

Chair Report:

Chair Greg Fagan reported on the Taylor Made tour. He said that he was amazed at how many businesses Fulton County has that the general public either does not know about, or they do not understand the varied products that are produced in Fulton County and the global distribution that these products have.

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 reported that the Finance Committee met the Wednesday prior to the Board Meeting. The cash position was reviewed and CRG is financially sound. Phil Beckett’s report and the loan pool report were reviewed. The committee initially had a question, but they received a satisfactory answer from Paul Davis after their meeting.

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 the committee did not meet but an email was sent out to them to assist in reaching out to community businesses regarding sponsorships for the 2017 Fall Gala. He asked that the Directors assist in the same manner and reminded them to RSVP for the event. Grant also said that the Committee is considering a municipal level membership; this will require having the by-laws amended at a CRG Membership Meeting.

ABO Guidelines Review: Becky Hatcher reviewed ABO Policy number 07-01: Independence of Board Members, with the Board, pointing out areas of particular interest and concern to the Board.

Gloversville Downtown Development Specialist Report:

Jennifer Jennings provided a written report to the Board prior to the meeting. She also gave a verbal update on Bacon Jam, which took place on October 7th from 2:00 p.m. to 8:00 p.m. She described it as a good first year event, which was attended by 3500 people. She talked about her 2018 calendar and advised the Board that she is focusing on grants for 2018 events. She introduced the Board to Andy Manshel; he will be giving an in-depth presentation at 11:00 a.m. on the second floor of CRG's 34 West Fulton Street building. Mr. Manshel said that he is impressed with what Jennifer has accomplished thus far and that his goal is to assist her to get more out of her efforts in downtown Gloversville.

County and City Reports:

Jim Mraz provided an IDA report on behalf of the County. Due to feedback from the Site Selectors, the County and IDA have revamped their websites. Jim talked about work being done at the Tryon Park, Century Linen's sales tax exemption application, and three 2018 projects.

President and CEO Report

Current Projects: Ron Peters informed the Board of current projects that he has been working on. He elaborated on two in particular: one that will create 50 jobs in 2018 and one that retained 100 jobs in Fulton County.

Microenterprise Grant Programs: Regarding the 2016 Program, he said that 7 applications have been approved locally and have gone to NY State.

Community Outreach Programs: Greg reported on the Taylor Made tour. He said that he was impressed with the rotational process of the aquatic buoys that are made at the Harrison Street location. He also mentioned the canvas cutting and that they were the first company to make molded glass for marine use. The company is global, with 1500 employees worldwide. They go through their financials with all employees quarterly so that everything is transparent and connected to the jobs that they perform. The next tour will be EMVI Chocolate in December. Ron urged all in attendance to RSVP.

The Village of Northville's should hear about the result of their grant application within the next 6-7 weeks. Ron attended a meeting about financing for the Firehouse and is involved with 3-4 other projects.

Ron discussed Johnstown's Restore New York application and that there are 10 other projects in process.

Gloversville is working on a new EPA application, as well as two other projects. The LaBella Development Plan continues as well..

Business Marketing Inquiries: Ron met with the 310 people as there is one year left to their contract, which is funded mostly by New York State and a grant from National Grid; EDO's kick in \$1000.00. So far, 95 qualified leads have been generated through this program. Ron also responded to a RFP request from the State called Project Ladybug and submitted the Tryon Park as a potential site.

Combined County Marketing Effort Update: Ron met with Jim Mraz and Jon Stead as they develop their 2018 marketing plan.

Property Disposition Update: The only property that CIC now owns is the vacant lot along Prospect Street and Littauer Place. Ron explained that he has a buyer for this property and that CIC has approved of the sale. The contract will be signed this week.

Loan Applicant Updates: Ron has five loan applications in various stages of completion.

2017 Proposed Events: Remaining on the agenda for 2017 are the following events: CRG's 2017 Fall Gala on November 9, 2017 at Lanzi's on the Lake. FUZBUZZ in Albany, 2 educational sessions, the DCI application and the Financing Symposium, which has been moved to Spring 2018..

2017 Events Attending: Ron will be attending the fall IAMC conference next week, NYSEDC in November, and the ICSC retail show in NYC in December. A couple of Directors may join him at this event as well.

34 West Fulton Street: Regarding CRG's grant funding for the building, Ron received a contract for Farley's grant. He said that CRG's maintenance expenses have stabilized on the building and that the income is marginally profitable. CRG is working on a marketing package for the building. He will be meeting with the Small Business Development Center regarding potential classes at The Center.

Other: Leslie announced that there are \$20 million in grants for school districts to apply for regarding potential P-Tech campus locations.

Adjournment to Executive Session to Discuss Legal Issues

At 9:29 a.m. Greg Fagan asked for a motion to adjourn the meeting to Executive Session. Ron Olinsky made the motion; it was seconded by Travis Mitchell 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 10:15 a.m. and no additional notes were recorded.

Adjournment to Executive Session to Discuss Legal Issues

At 10:36 a.m. Greg Fagan asked for a motion to adjourn from Executive Session. Travis Mitchell made the motion; it was seconded by Leslie Ford and unanimously approved.

Adjournment of the Board Meeting

At 10:37 a.m. Greg Fagan asked for a motion to adjourn the meeting. Grant Preston made the motion; it was seconded by Leslie Ford and unanimously approved.

Respectfully Submitted,



James Selmsler, Board Secretary

11/17/17

Date



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Wednesday – October 25, 2017 – 8:30 a.m.
FCCRG Board Room, 34 West Fulton Street
Gloversville, NY

Directors Present: Ronald Olinsky, Gregory Fagan, Geoffrey Peck (Conference Call)

Directors Absent: Scott Hoenforst, Jim Selmsner

Staff Present: Ronald Peters, Paul Davis

Call to Order - Approval of Minutes

Ronald Olinsky, Treasurer, called the meeting to order at 8:30a.m. He asked for a motion to approve the September 27 2017 meeting minutes as written. Greg Fagan made the motion; it was seconded by Geoff Peck, and passed unanimously.

Review of CRG, CIC and EDC Cash Positions

The Committee reviewed the Cash Position spreadsheet accounts. They determined everything appeared to be in order. The Committee discussed closing the CIC Operating Accounts, but not until the last of the CIC properties are sold.

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.

CIC Property Updates:

The Committee discussed the possible sale of the vacant lot at 12 Prospect. Phase 1 is complete, and the sale may be occurring soon.

EDC Loan Pool Report:

The Committee reviewed the loan pool report. They discussed three delinquent loans. Paul told the committee that one of the loans have made a payment since the report came out, with two loans still delinquent.

Old Business

There was no old business discussed at the meeting

New Business

Ron Peters discussed with the Committee the proposed 2018 budget, with figures remaining the same as 2017. Ron would like the Committees approval of the draft budget so it can be posted on the ABO website.

Adjournment

Ron Olinsky asked for a motion to adjourn the meeting. Greg Fagan made a motion, which was seconded by Geoff Peck. The meeting adjourned at 9:02 a.m.

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


James Selmsler, Board Secretary

11/15/17
Date