



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – September 29, 2017– 8:30 a.m.

34 West Fulton Street
Gloversville, New York

Directors Present: Gregory Fagan, Leslie Ford, Kent Kirch, Travis Mitchell, Ronald Olinsky, Geoffrey Peck, Grant Preston, and Jim Selmsner

Directors Absent: Scott Hohenforst

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

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

Public Session

Call to Order / Introductions/Meeting Minutes:

Chair Greg Fagan called the meeting to order at 8:32 a.m. He welcomed the Directors and guests to the meeting. Greg asked for a motion to approve the meeting minutes from August 25, 2017, along with the attached Finance Committee Meeting Minutes from August 23, 2017. Kent Kirch made two corrections to the minutes, which will be changed immediately following the meeting. Geoff Peck made the motion to approve the minutes with the changes; Kent Kirch seconded the motion and it passed unanimously.

Administrative Matters

Chair Report:

Chair Greg Fagan reported that the Site Selector's visit was excellent. He left the details to Ron Peters and Jim Mraz but added that it was nice to have the input of the three Site Selectors who visited. This makes 4 of the 42 National Site Selectors that have personally visited Fulton County and given their professional insights.

Greg thanked Kent Kirch for filling in at the County E&E Committee meeting for Ron while he was out of town.

He also said that the Epimed tour was amazing. The company went above and beyond required specifications when constructing the clean room and everyone was impressed with the work that is done there for the medical field.

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: Jim Selmsler reported that the Finance Committee met the Wednesday prior to the Board Meeting. He said that the stand agenda was reviewed and that everything is in good shape. The loan pool continues to perform well, with two loans being recast. There were no surprises on the P/L or the cash accounts.

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 the committee met to discuss CRG's fall event, which will be held on November 9th at Lanzi's on the Lake. Awards will be given out to four Fulton County businesses. He also reviewed the WAMC radio marketing package, which will total \$10,000 for one year. A National Grid grant will pay for half of this amount. The radio ads are 15-second spots and the content has not been developed yet. These can change each month to keep them fresh. CRG is considering opening up the ability to advertise to members. There are ways to measure success with online ads, but overall this is seen as a good vehicle to bring people into Fulton County from other areas of the state.

ABO Guidelines Review: Becky Hatcher reviewed ABO Policy number 06-02: Understanding Corporate Governance Concepts, with the Board, pointing out areas of particular interest and concern to the Board. This is a new item to the agenda and a section of the guidelines will be considered each month.

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 will take place on October 7th from 2:00 p.m. to 8:00 p.m. She reviewed details on the bands that will play and the food vendors that have signed up for the event. She advised the Directors that she is still looking for some volunteers to assist with the event from 11:30 a.m. until 9:00 p.m. She also shared a copy of a new monthly downtown newsletter that she developed which will be sent to all of the businesses within her district. She has also started a women's discussion group and a quarterly business lunch meeting. Grassroots Gloversville meets monthly with the goal of developing a social network downtown so that business owners feel connected to each other.

Jennifer talked about her trip to New York City Art Fair on Governors Island. She found some ideas that she will replicate during the planned Gloversville Art Festival in 2018. She also reviewed the Chamber at the Chamber kick-off event with Calliope Brass. She rounded out her report with an update on her grant strategy for 2018.

County and City Reports:

Jim Mraz provided an IDA report on behalf of the County. He mentioned CG Roxane's 2018 warehouse expansion, the IDA's monthly newsletter, and key points from the Site Selector's visit – both strengths and weaknesses.

President and CEO Report

Current Projects: Ron Peters informed the Board of current projects that he has been working on. These include: a company that is expanding to add 20 jobs, another that is adding 20 jobs in the Johnstown Industrial Park, one that needs to downsize and may need smaller space in the County, a food manufacturer adding a new product line, and Century Linen's location change, which is still in progress.

Microenterprise Grant Programs: Ron advised the Board that the 2015 Microenterprise Grant Program's close out letter was enclosed in their Board packet. He gave a summary of the 2015 grant; \$175,000 went out into the County toward 7 projects, creating 25 jobs in total. Regarding the 2016 Program, he said that 5 applications have been approved locally and have gone to NY State. \$150,000 in funding has been approved, creating at least 10 jobs so far. The County has applied for new grant funding through the 2018 CFA Process.

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

The Village of Northville's \$500,000 Main Street Grant should attract more interest next year as the Fire House is seeking funding.

Ron discussed Johnstown's Restore New York application.

Gloversville did not win the \$100,000 DRI. That funding went to the City of Rome. Despite this disappointment, Ron advised the Board that many other things are going forward for Gloversville. He said that La Bella is building a downtown redevelopment plan.

Business Marketing Inquiries: Ron fielded two 310 Calls, and the redesigned plan for Fulton County.

Combined County Marketing Effort Update: Ron met with Jim Mraz and Jon Stead; they continue to work as a team on joint marketing efforts.

Property Disposition Update: The only property that CIC now owns is the vacant lot along Prospect Street and Littauer Place. This topic will be talked about in Executive Session.

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: CRG's 2017 Fall Gala will take place on November 9, 2017 at Lanzi's on the Lake. Becky updated the Board with details on the event. A six county Business Financing Symposium geared toward small to medium sized businesses has been moved to spring 2018 due to changes in MVEDD staff.

2017 Events Attending: Ron added to Jim Mraz's Site Selector's visit, which he explained had far reaching influence as Fulton County was mentioned at the Site Selector's Guild Conference, which took place shortly after the local visit. Ron advised the Board that CRG will be taking part in the Saratoga Chamber's business expo on October 5th. He asked for volunteers to assist with CRG's booth. Ron will be attending the fall IAMC conference next week and the ICSC retail show in NYC in December.

34 West Fulton Street: Regarding CRG's grant funding for the building, Ron received ESD's commitment packet yesterday for CRG's grant, which he continues to hope to draw down in the spring of 2018.

Other: Ron said that the City of Gloversville will apply again for an EPA grant.

Adjournment to Executive Session to Discuss Legal Issues

At 9:30 a.m. Greg Fagan asked for a motion to adjourn the meeting to Executive Session. Grant Preston made the motion; it was seconded by Jim Selmser 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.

Respectfully Submitted,



James Selmser, 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 – September 27, 2017 – 8:30 a.m.
FCCRG Board Room, 34 West Fulton Street
Gloversville, NY

Directors Present: Gregory Fagan, Jim Selmsner, Geoffrey Peck (Conference Call)
Directors Absent: Scott Hoenforst, Ronald Olinsky

Staff Present: Paul Davis

Call to Order - Approval of Minutes

Jim Selmsner, Secretary, called the meeting to order at 8:35 a.m. He asked for a motion to approve the August 23 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. Paul Davis brought up to the committee that Ron Peters is in communication with the Attorney General's Office to dissolve CIC, and that Ron Peters would like to start by closing out the Security Deposit account, and NBT Operating account. Geoff Peck asked why there was a balance still in Security Deposit account; Paul told Geoff that he would have an answer for him by next meeting. The NBT account is currently being drawn down with intent of closing in October 2017. Paul informed the Committee that monies from both closed accounts would be deposited into CRG's operating account and applied to past due management fees.

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:

There was no discussion about the vacant land.

EDC Loan Pool Report:

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

Old Business

There was no old business discussed at the meeting

New Business

There was no new business discussed at the meeting

Adjournment

Jim Selmsler asked for a motion to adjourn the meeting. Greg Fagan made a motion, which was seconded by Geoff Peck. The meeting adjourned at 8:54 a.m.

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


James Selmsler, Board Secretary

11-2-17
Date