



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – July 28, 2017– 8:30 a.m.

34 West Fulton Street
Gloversville, New York

Directors Present: Gregory Fagan, Scott Hohenforst, Kent Kirch, Travis Mitchell, Ronald Olinsky, Grant Preston, and Jim Selmsner

Directors Absent: Leslie Ford and Geoffrey Peck

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

Guests: Kerry Minor, Leader Herald; Jim Mraz, Fulton County IDA; Michael Albanese, Esq. Legal Counsel; John Blackmon, County Liaison; Craig Talarico, Johnstown Councilman-at-Large

Public Session

Call to Order / Introductions/Meeting Minutes:

Chair Greg Fagan called the meeting to order at 8:48 a.m. He welcomed the Directors and guests to the meeting. Greg asked for a motion to approve the meeting minutes from June 30, 2017, along with the attached Finance Committee Meeting Minutes from June 28, 2017. Geoff Peck made the motion; Kent Kirsch seconded the motion and it passed unanimously.

Administrative Matters

Chair Report:

Chair Greg Fagan said that the Euphrates tour went well. He and the Board agreed that they make the best feta cheese. He reminded everyone that the Versatile Wood tour is next up in August.

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 and that they also met with Phil Beckett on July 11th for some clarification on his reports.

On July 26th, they reviewed the bank balances, Phil Beckett's report, the year-to-date numbers for the 34 West Fulton Street building, and the loan pool report. Nothing is out of place.

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 scheduling a summer meeting has been difficult. Therefore, this Committee has not met since the last Board meeting.

Gloversville Downtown Development Specialist Report:

Jennifer Jennings provided a written report to the Board prior to the meeting. She provided updates on The itinerary for the August 11th Twilight Market, advised the Board that around 450 people were present at the July 14th Market, and gave updates for the October 7th Bacon Jam in Bleeker Square. She mentioned that she is looking for sponsors, planning committee members, and vendors for this event. She also advised them that the August 1st National Night Out event went well. The CRG tent had a sign making event: What Makes Gloversville Special, which lots of children participated in during the evening.

County and City Reports:

Craig Talarico said that the City of Johnstown feels that the annexation issue with the Town of Mohawk is moving along well.

Jim Mraz handed out the newly published Fulton County Profile booklet, which will be used as a marketing tool and is on the County's website. He will get an electronic copy to CRG for the fcerg.org website. He said that the County is sending out an e-newsletter 6 times a year and shared a sample with the Board. He spoke about an RFP that the County is putting out for a hotel need analysis. He explained the County's 2018 marketing efforts and a real property tax law, 45B incentive, which he feels could be a business marketing tool.

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; 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 2016 Microenterprise Grant Program will sunset at the end of 2017. He listed the companies that have received funding so far. The County plans to apply for a 2018 microenterprise grant through the CFA application process as there is more interest in the program than can be met with the current funds.

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

The Caroga Lake Committee has completed their course of work and has recommended a project to the Town. The Town Board has agreed to meet with the group.

The Village of Northville said that their July Woodworking Festival was one of the best they have had to date. Ron continues to assist them with their \$500,000 Main Street Grant and business advisory panel with the School District.

The Governor's response to the City of Gloversville's DRI application has not been given yet. A regional developer interested in Gloversville invited several Gloversville officials to look at some completed projects nearby. Ron and Scott Hohenforst went to represent CRG. Scott spoke to the Board about how impressed he was with the job that they have done.

Ron said that Townsend Leather's plan to purchase the former knitting mill in the City is gaining support as they move forward.

Business Marketing Inquiries: Ron listed the business which he spoke to that are interested in Fulton County. As well as those that he has followed up with

There were four 310 calls scheduled this month but three of them fell through; Ron suspects that summer time off is to blame.

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 will now begin to finalize their plans for the Site Selectors Visit in September.

Property Disposition Update: Estee Phase II at 90 North Main Street has been completely demolished now. They are holding a groundbreaking ceremony on August 2, 2017. Ron has put the vacant land along Littauer Place on hold for the moment due to other deadlines.

Loan Applicant Updates: Ron expects one loan application to come in that could be done in combination with MORECO and/or GEDC.

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), Site Selectors Guild Event, and a fall CRG Event.

2017 Events Attending: Ron explained that there are two IAMC and Site Selector Guild events per year, one in the spring and one in the fall. He described what happens at them and how the state's attitude has changed into a positive regarding attending them.

34 West Fulton Street: Ron talked about 2 potential tenants coming into the building

National Grid Marketing Grant: CRG will be drawing down funds from the completed marketing grant.

Adjournment to Executive Session to Discuss Legal Issues

At 9:26 a.m. Greg Fagan asked for a motion to adjourn the meeting to Executive Session. Ron Olinsky made the motion; it was seconded by Grant Preston and unanimously approved. Greg dismissed the guests 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.

Becky Hatcher was asked to leave the meeting around 10:00 a.m. No further minutes were recorded.

Addendum to the Minutes

After the Directors adjourned the meeting, Ron Peters advised Becky Hatcher of the Board's acceptance in her request to change her working hours. A letter will be drawn up for her personnel file accordingly.

Respectfully Submitted,


James Selmsler, Board Secretary


Date



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Wednesday – July 26 2017 – 8:30 a.m.
FCCRG Board Room, 34 West Fulton Street
Gloversville, NY

Directors Present: Gregory Fagan, Jim Selmser, Ronald Olinsky, Geoffrey Peck (Conference Call)
Directors Absent: Scott Hoenforst
Staff Present: Ronald Peters, Paul Davis

Call to Order - Approval of Minutes

Ronald Olinsky, Treasurer, Called the meeting to order at 8:35 a.m. He asked for a motion to approve the June 28, 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. Ron Peters explained to the committee that the state is in the process of setting up a public hearing possibly in September in regards to the Farley Grant.

CIC Property Updates:

The Committee talked about the razing of the Estee Phase II property, with a groundbreaking possibly taking place in April of 2018. The closing on the Perth Primary Clinic occurred on July 28 2017. There has been no progress on the vacant land.

EDC Loan Pool Report:

The Committee reviewed the loan pool report. They talked about recasting one loan, and rebalancing one loan. Geoff Peck recommended that to rebalance the loan there must be stipulations that the mortgagor must agree to (i.e. getting more aggressive to find a buyer). Ron Peters said that he would talk to mortgagor and report back at next meeting.

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 8:50 a.m.

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


James Selmser, Board Secretary

8/23/17
Date



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Wednesday – July 11, 2017 – 8:30 a.m.
FCCRG Board Room, 34 West Fulton Street
Gloversville, NY

Directors Present: Jim Selmsler, Ronald Olinsky, Geoffrey Peck

Directors Absent: Gregory Fagan and Scott Hohenforst

Staff / Others Present: Phil Beckett, CPA, Ronald Peters, Becky Hatcher

Call to Order

Ronald Olinsky, Treasurer, called the meeting to order at 8:03 a.m.

Meeting With Phil Beckett, CPA

The Committee had asked Phil to meet with them regarding program revenue and the future of CRG. Mr. Beckett advised them of the way that salaries and revenues look on his reports. He mentioned that the timing of things, like receipt of county funding, effect his numbers. He also clarified what makes up program revenue: Fulton County contract, membership, grant income, and annual event income.

Mr. Beckett said that, at six months into the year, CRG is on trend with their budget. This is with the understanding that the Site Selector and CIREB event expenses will be at least partially reimbursed by the County funding and an outside grant.

The Committee talked about how the rent generated by tenants at 34 West Fulton effects the budget. They also considered expenses for the building, including fit-up of spaces.

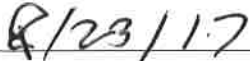
They concluded with the request that Mr. Beckett provide them with a new year-end projection. He said that he may also give them an additional report that contains more specific information for the budget vs. actual numbers. The Committee also requested an income vs. expense report for Jennifer Jennings' position at the next meeting.

Adjournment

As all agenda items had been covered, Ron Olinsky adjourned the meeting at 8:25 a.m.

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


James Selmsler, Board Secretary


Date