



FULTON COUNTY CENTER FOR REGIONAL GROWTH

2015 Annual Report

Professional Staff

CRG's staff consists of two full time employees, Ronald Peters, President and CEO, and Becky Hatcher, Executive Assistant, and two part time employees: Katherine Crankshaw and Diane Harnish, Administrative Assistants. The additional part time employees, although only several days a week, allow us to utilize other staff time toward better opportunities. We are still short staffed; we are hopeful that will change in 2016.

CRG's 2015 Board of Directors

2015 Directors

Michael Bowker
Christopher Curro
Gregory Fagan
David Jankowski (resigned from the Board 6.26.15)
Travis Mitchell
Ronald Olinsky
Geoffrey Peck
James Selmser
Dustin Swanger

2015 Officers

Dustin Swanger, Chair
Gregory Fagan, Vice Chair
Ronald Olinsky, Treasurer
David Jankowski, Secretary (resigned from the Board 6.26.15)
Geoffrey Peck, Secretary (after 6.26.15)

Website/Internet Promotion

Shannon-Rose Designs assisted CRG with the management of CRG's website content and updates. They also coordinated blog postings with other social media sites like facebook and twitter.

New in 2015: CRG implemented a revised Site & Facilities pages on our website, making it possible to host privately owned commercial properties. This will enable CRG to showcase all available commercial spaces in Fulton County to interested businesses who wish to participate. This will increase the amount

of building stock on CRG's website, as well as the providing a great opportunity to display a full range of building types.

To view these changes, please visit: <http://www.fccrg.org/sites-facilities/>

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Sites & Facilities

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Sites, Buildings & Office Space

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Industrial & Business Parks

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From state-of-the-art business and industrial parks, to classic industrial age buildings steeped in the romance of history, Fulton County has the right place for your cutting-edge business.



SEARCH FOR
Sites,
Buildings & Office Space



LEARN ABOUT
Industrial &
Business Parks



With increased Fulton County Building stock, in 2015 we started getting calls from outside the area from people interested in the sites they saw on our website. CRG will continue to develop the website in 2016 and increase these listings. The website looks the best it has ever looked and is generally refreshed every couple of days with new content.

Business Marketing

For the 2015 calendar year, CRG partnered with various organizations through membership. These organizations are: Fulton Montgomery Chamber of Commerce, NYSEDC, NYCON, CoreNet, CIREB, ICSC, IAMC, IEDC, and Keep Mohawk Valley Beautiful. CRG continues to maintain a presence on WENT each month. Ron works with Jack Scott to craft new radio spots periodically. CRG was featured in the 2015 edition of the Leader Herald's Portraits. CRG partnered with Fulton County IDA to invest in NYSEDC's External Lead Generation Program and contributed to the joint Fulton Montgomery branding study being performed by Northstar.

CRG responded to a Request for Proposals in conjunction with the Fulton County IDA and Montgomery County. The RFP was from New York State. Additionally CRG participates in NYS sponsored conference calls for businesses interested in locating in New York State. These calls take place anywhere between 4-7 times each month.

CRG has met with a national retail developer - seeking advice and also to increase Fulton County's exposure for retail development.

CRG established an account with Constant Contact to submit “email blasts” to multiple contacts at one time. This has enabled them to keep in touch with the site selectors, real estate brokers, corporate real estate executives and other economic development professionals. CRG participates in a minimum of three national conferences where CRG always promotes Fulton County.

CRG participated in the regional branding initiative, posting their new logo on CRG’s website and in their emails.



CRG events and general information was advertized on WENT, the local radio station. CRG sponsored the BID’s Wine Festival in Gloversville, the Lexington Paul Nigra Center Opening, Fulton-Montgomery County Chamber’s Sports Awards Banquet, and participated as a guest at the YMCA Fundraising Telethon.

Market Shovel-Ready Sites

CRG worked with a local architect to create a rendering of an office building to use in CRG’s efforts to showcase the available building lots in the Crossroads Business Park. The architect also created a rendering of one of the buildings which could potentially be constructed in the Business Park.

Ron worked with the Fulton County IDA in creating a temporary bound marketing packet which highlighted the upcoming parks (Tryon Technology Park and the Regional Business Park) to bring with him to several Site Selector Guild Conferences and to the IAMC Summit. New York State Rep Jeff Janiszewski assured Ron that he would forward the packet to his contacts including all site selectors.

CRG continues to look for tenants for all park locations, including the Crossroads Industrial and Johnstown Industrial Parks.

Business Recruitment

Ron Peters attended both the spring and fall Site Selector Guild Conference’s this year, both of which are very difficult to get into. The Site Selectors Guild Conferences only allow 250 Economic Developers to attend. Their fall conference was sold out in seven minutes. CRG attended both the spring and fall IAMC 2015 Professional Forums and has been accepted into their professional development program. CRG attended the New York State Urban Council Annual Downtown Conference. Ron continues to attend NYSEDC and MVEDD events throughout the year. Ron was asked and accepted a seat as a Board Member of MVEDD.

CRG was approached by a small company that had an immediate need to move to a different facility. They had been looking in Fulton County and sites outside of the county. CRG was able to find them 9,000 Sq Ft. of replacement space in Fulton County. Additionally, CRG was able to find another Fulton County space for a temporary move.

Community Development Marketing

CRG staff spent a considerable amount of time in the advertisement, education and collection of applications for the Microenterprise Grant Program during the first half of 2015. This Microenterprise Grant, was received by Fulton County in June of 2013 but was not immediately utilized. CRG picked it up and put it into use in early 2015 and successfully distributed the funds. Prior to 2015, no grant applicants were approved for submission. CRG staff worked hard to get the word out in the community about the availability of the grant funds, held an informational meeting, and created and staffed the training program which was based on an existing syllabus. Ron then followed up with interested business owners to collect and perfect their applications. Thirteen were presented to the Microenterprise Grant Committee for consideration and nine were approved. He then worked with Nick Zabawsky to prepare the applications for approval by the County and then by the State. Once these were approved by the state, funding was be funneled back to CRG for distribution to the applicants. As of year-end 2015, 7 of the 9 grant recipients had received funding. Ron is working with the remaining 2 on their projects. A list of approved grant recipients follows:



Easterly Woodworking & Design
Fit Happens
JPAK Holdings
L&L Embroidery
La Familia Spanish Restaurant
La Villa Dog Works, LLC
Sacandaga Therapeutic Massage
SW Skin Care & Cosmetics, Inc.
Tri-Hill Engineering, LLC



CRG and the IDA assisted in the attraction of Johnstown Renewable Energy, an outside corporation working with FAGE to provide an alternative disposal for their waste whey byproduct. Renewable Energy will bring approximately 25 jobs into the Johnstown Industrial Park. Ron also assisted Benson’s Pet Center with their loan application which allowed them to establish a new store in Johnstown.

Ron also continues to meet with local downtown business organizations, especially in Gloversville, to develop rehabilitation and growth plans. He continues to reach out to local businesses and met with a total of 72 during 2015, which is in compliance with the County Contract. Following is a complete list of businesses in alphabetical order:

A Crescent Moon	Funky Monkey	New York Healthcare Solutions
Avanti Control Systems	Gabrielle DeWitt/Motorcycle Shop	NY Lunch
Bank of America	GenFame	Pat Irish/Aframe
Barney's Sign	Glove Cities Veterinary Hosp	Pata Negra
Benjamin Moore	Glove Theatre	Quality Auto Parts
Benson's Pet Center	Gloversville Sewing Center	R&Q
Broadalbin Hotel	HFM BOCES	Robison Smith
CG Roxane	Hulten Speed Sports	Rossback Shoes
Cherry Valley Memorial	Jag Mfg.	Royal Mountain Inn
Community Health Center	Johnstown Restaurant Supply	Runnings
Curtin Hebert	JPAC Holding	Sacandaga Massage
Derby Office Equipment	Kadco	Scott Hohenforst
Easterly Woodworking	Kucel Contractors	St Mary's Healthcare
ElectroMetrics	La Familia Spanish Restaurant	Studio Herbage
Epimed	LaVilla Dog Works	SW Skin Care
Euphrates	Leader Herald	SWANY
Exel	Lexington	Sysco
FAGE	Main Dodge Dealership	Taylor Made
Family Counseling Center	Mike Salvino/Pizzeria	Townsend
Fiber Conversion	Mohawk Cabinet	TriHill Engineering
Fit Happens	Mountain Valley Hospice	Washburn Dairy
FMCC	Mr. G's	Workforce Solutions
Fred Olbrych	Nathan Littauer Hospital	YMCA
Frontier	New Age Renewable Energy	Ronald Zimmerman

Locally, Ron attended Jon Stead’s BIC Breakfast and the Chamber’s Celebration and Cocktail Party. He met with local and regional economic development leaders for support and collaboration

opportunities. He also participated in the CEG Annual Event and MVEDD's Annual Meeting and Dinner. Ron serves on the Board of Directors of the Mohawk Valley Economic Development District.

CRG Staff have met with Chamber Staff to look for opportunities to partner together on certain events. For example, the Microenterprise Grant Presentation which was given at the Chamber in March of 2015 was a joint CRG / Chamber event.

In November, CRG held their Business Jubilee – a Networking Event at the Holiday Inn. This event recognized businesses that had been in Fulton County for 50 years or more. 29 businesses participated in the event, which was attended by approximately 150 people.



County Loan Pool Administration

CRG staff administered the CDBG loan pool on behalf of Fulton County. This loan pool consists of 11 borrowers with original loan amounts totaling \$1,662,500.00 (outstanding principal: \$1,248,983.00). Of the 11 borrowers, three are new in 2015. These are: CMK Development, Remark Holding Company d/b/a Benson's Pet Center, and Royal Mountain Inn. With just under \$240,000.00 left to lend, CRG will look to establish new loans in 2016.

Grant Initiatives

CRG staff continues to explore possible solutions regarding the need of hiring a grant writer to assist Fulton County businesses with CFA applications, as well as other grant opportunities which could benefit CRG. During 2015, CRG contracted with Orion Management for the submission of CFA applications; some of which were ultimately approved by New York State. As the County did not allocate any funds for this initiative, CRG will be considering other funding options.

Additional Initiatives

CRG played a large role in conjunction with the IDA and Fulton County in the 2015 New York State Consolidated Funding Process (CFA). In 2015 Fulton County submitted 21 CFA Applications and had a banner year with receiving being awarded over \$8,000,000 for various Fulton County Projects.

CRG continues to play a large role as a catalyst for supporting development in Downtown Gloversville.

Investment Report

During 2015, CRG did not have any investments, such as stocks, bonds and the like. The Governance Committee will look into establishing investment guidelines during 2016.

Real Property Report

During 2015, CRG did not own, procure, or dispose of any real property. President and CEO, Ronald Peters, has been authorized by the Board of Directors to research the acquisition of a commercial building which would house CRG's offices in the future. The Governance Committee will establish Property Acquisition and Property Disposition Policies during 2016.