



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth
Minutes of the Meeting of the Board of Directors
Friday – January 28, 2022
34 W Fulton St. and Zoom conference
Gloversville, New York

Directors Present: Timothy Beckett, Terri Easterly (video), Dr. Leslie Ford, Warren Greene, Travis Mitchell, Grant Preston (phone) Bryan Taylor (phone)

Directors Absent: Kent Kirch

Staff Present: Ronald Peters, James Hannahs, Desirée Perham

Other Attendees: Joe Semione, Chair - Fulton County IDA; John Blackmon, Liaison - Fulton County Board of Supervisors, Denis Wilson, Director - Fulmont Community Action Agency; Michael Albanese, Legal Counsel

Public Session

Call to Order: 8:30 a.m.

I. Welcome and Call to Order

- a. The meeting was called to order at 8:30 a.m.

II. Roll Call

- a. Roll call was taken by Desirée Perham. A quorum was present.

III. Meeting Minutes

- a. The Chair asked the Board to review the December 17, 2021, Regular CRG Board Meeting Minutes. No changes were mentioned. Dr. Leslie Ford moved a motion to approve; Travis Mitchell seconded the motion, and the Board approved the minutes as presented.
- b. The Chair asked the Board to review the December 17, 2021, CRG Organizational Meeting Minutes. No changes were mentioned. Dr. Leslie Ford moved a motion to approve; Travis Mitchell seconded the motion, and the Board approved the minutes as presented.

IV. Announcements

- a. None

V. Reports

a. Chair Report

CRG's successful performance last year was mentioned and how 2022 is off to a strong start and another good year is anticipated.

Warren Greene was welcomed into his first term on CRG's Board.

Conclusion of Chair Report

b. Committee Reports

- **Executive Committee** (Timothy Beckett)
 - i. This committee was unable to be convened this month on short notice. A time-sensitive item will be discussed in Executive Session.
- **Governance Committee** (Timothy Beckett)
 - i. This committee has not met since the last Board meeting. A meeting will be called in the first quarter of this year.
- **Finance Committee** – (Grant Preston/Timothy Beckett)
 - i. The Finance Committee met on Wednesday, January 26th. The Finance Committee Chair stated that CRG's financials for December and overall last year were reviewed and look good. CRG had a strong 2021 and operated in the black last year.
 - ii. Phil Beckett's report also looked good with nothing extraneous to report.
 - iii. More revenue is being brought in from the add-on programs created by Ken and James which has a positive impact on the bottom line.
 - iv. Another large, positive impact to the bottom line is the projects taking place outside of just marketing, like the 52 Church St. Project, where CRG is helping to advertise, sell or just turnover buildings. These types of projects really make CRG successful financially. There are some projects like this going forward this year, but CRG needs to plan 2-3 years ahead for these to be in the pipeline to maintain an income stream.
- **Audit Committee** – (Timothy Beckett)
 - i. This Committee has not met since the last Board meeting. The Board agreed and signed off on having West & Company perform an annual audit of CRG.

Conclusion of Committee Reports.

c. Membership & Marketing Report

Ron Peters: (Report was included with board package)

- CRG has over 1,000 followers Facebook; a great benchmark.
- Marketing efforts are going well. A presentation on the program benefits was made to Jon Stead. A contract has been signed with Gazelle.ai and training sessions are underway. This program will allow CRG to pinpoint market segments and is a very useful tool. Rollout will begin after training, in the next 30 days.
- Substantial membership goals are in place and CRG will make a concerted effort to meet or exceed them this year. 2021 ended up very close to the \$61,000 goal. Gazelle.ai can be offered as a service we provide to analyze and market to very specific industry clusters.

Conclusion of Marketing and Membership Report.

d. Gloversville Downtown Development Specialist Report

James Hannahs: (Report was included with board package)

- The primary focus was on the Downtown Revitalization Initiative (DRI) grant this month.
 - Elan Planning & Design was hired as a consultant. They also wrote the grant for the City of Gloversville so the transition was seamless.
 - June 8 is the final date for submission of applications to the state so a scheduled is being set backward from that point. The timing is aggressive for public sessions, open call for projects and LPC meetings.
 - Meetings are ongoing with developers on various downtown projects to ensure they are prepared and meeting the grant submittal requirements.
 - A Local Planning Committee (LPC) meeting is scheduled for next Wednesday from 3:00p to 5:00p
 - The Board asked if other resources are assisting with the workload related to the DRI grant.
 - CRG is named as Lead Agency in the grant working alongside the consultant. There is an administrative allocation in the grant associated with the administrative work the DDS will be doing.
- The F, J & G Thoroughfare is a two-city summer event planned for 4.5 miles of the rail trail between Gloversville and Johnstown.
 - The City of Gloversville is sponsoring and insuring the event.
 - Will be meeting later today with the City of Johnstown.
 - An event website will go live next week. A public announcement will also go out next week, along with an open call for sponsors.
 - The DDS reached out to the Chamber to discuss partnering for the event.
- There is a new designer for Hometown Heroes program
- Food Truck Fridays is being planned

Conclusion of GDDS Report.

e. Chamber, Fulton County, IDA, and City Reports

The Chair requested reports from the City and County members present.

1. Chamber

- No in person report this month.

2. Fulton County (John Blackmon/Warren Greene)

- Three large projects underway:
 - The Parkhurst Field renovation in Gloversville
 - Sewer line to Mayfield and eventually Northville
 - Great Sacandaga Lake History Museum in town of Northampton
- The first Economic Development and Environment Committee Meeting of the year is next week.

3. Fulton County IDA - (Joe Semione)

- The December meeting was the IDA Organizational meeting.
 - Officers elected include:
 - Chair – Joe Semione
 - Vice Chair – Mike Fitzgerald
 - Treasurer – Todd Rulison
 - Secretary – Joe Gillis
- Vireo Health's construction project in Tryon Technology Park is progressing well and is expected to be nearly complete by July 2022.
- WinStanley Enterprises is doing due diligence on the remaining sites in Tryon Technology Park before finalizing their purchase decision. They met with National Grid to discuss the power supplied to Tryon Park. Odds are in favor that the deal will be able to be closed.
- The IDA renewed their membership with CRG at the Gold Level for \$1000 and are appreciative of the work CRG does.
- The IDA Chair plans to meet with CRG's Chair to discuss continuing with the goal setting process the two organizations began in September 2019.
- The Former Maintenance Building in Tryon Park was sold to Randy Lott to be used for warehousing. CRG's portion of the lot sale was \$4,500 and a check was presented to Ron Peters for CRG. Another check will be forthcoming for the Vireo Health expansion in the near future.

4. City Reports

- Gloversville
 - No in person report this month.
- Johnstown
 - No in person report this month.

Conclusion of County and City Reports.

VI. President and CEO Report

Ronald Peters:

a. Business Update

1. Resolutions – A quorum was present for reviewing and voting on the resolutions being presented. A copies of the drafted resolutions were provided to the Board for review prior to the meeting.
 - i. **Resolution to Approve a Consultant & Authorize Ronald M. Peters to execute EPA Grant Documents**
 - Motion: Dr. Leslie Ford moved a motion to approve the resolution as stated and Travis Mitchell seconded the motion.
 - Discussion: No additional discussion occurred.
 - Vote: All directors present voted in favor of approval and the motion passed.
 - ii. **Resolution to Authorize signer modifications and a new EPA Account at Key Bank**
 - Motion: Travis Mitchell moved a motion to approve the resolution as stated authorizing modifications to signers on the CRG Key Bank accounts and adding a new EPA Account at Key Bank. Terri Easterly seconded the motion.
 - Discussion: No additional discussion occurred.
 - Vote: All directors present voted in favor of approval and the motion passed.
2. Grant Requests
 - i. CRG was approved for a countywide EPA Brownfield Assessment Grant last year. There are lots of requirements for Federal Grants and we are familiarizing ourselves with the process.
 - An RFP went out and five proposals were received and reviewed by a committee of four.
 - HRP Associates was selected as the environmental consultant to assist in executing the grant work plan. An initial meeting was held with HRP to kick-off the process and a contract agreement will be signed in a week.
 - An EPA Task Force will be set up with five or six people to vet projects for assessment. It will be broad-based with representatives from County Planning, legislators and board members. To be discussed more in executive session.
 - A public meeting will be called soon to provide information and obtain input.
 - The process will be moving fast to meet the April timing when more EPA funding will be available for remediation and reuse projects which is the next step after assessment.
 - Some sites were highlighted in the application, but there are more in the County to be considered. A site needs to have a productive plan for use after cleanup to be considered.

- In this grant there is money for Phase I's and some Phase II's. Money can be drawn down with paid receipts before the entire work plan is complete.
 - If this grant goes well, it will be easier to access EPA funding in the future.
- ii. Another EPA Loan/Grant process is available and CRG investigated the \$1M grant application but more projects were needed then currently ready. Instead, CRG led the initiative to have MVEDD apply for a \$10M revolving loan fund from which all six counties will be able to access funds some of which can be obtained as a grant. Everyone is onboard with this idea and MVEDD is applying now.
- iii. The Microenterprise Grant is going well with money from both the regular program and the CARES Act program just about allocated.
 - CRG will soon be asking the County to apply for two more programs for 2022.
 - CRG will also suggest the County apply for a Microenterprise Grant on behalf of the City of Gloversville as it could be used to enhance the DRI.
 - It was noted that the CRG's CARES Act Grant applications are very well organized which makes it easy for the committee to analyze and dispense funds.
 - The MEG program spreads the money well throughout the County. CRG needs to continue reaching out to all communities.
- iv. In summary: CRG has obtained the following funds for the community:
 - \$500,000 Microenterprise CARES Act Grant
 - \$300,000 Microenterprise Grant
 - \$300,000 EPA Brownfield Multi-Purpose Grant

3. Business Inquiries-

- i. CRG has been in contact with Shawn Beebie who is hoping to open a restaurant in February. Second Wind would close and relocate to the same place.
- ii. Still working on one large agricultural project.
- iii. We did not make the third cut for site selection in NYS. We did ask for feedback but have not received a reply. International companies and ESD do not typically provide feedback.
- iv. Continuing discussions on equipment financing for a sewing operation looking to relocate to NY. They are considering CRG's incubator space and would be filling 20 jobs.
- v. Two Build Back Better Regional competitions were applied for, and we did not get either one. We will keep trying as opportunities are available.
 - One was with NYS EDC for a Nanotech project
 - Another was with MVEDD on a six-countywide basis
- vi. Met with and provided site ideas to a site selector with a southwest company looking at NYS. They are waiting on NYS government programs. CRG met the site selector at a Site Selector Guild event.
- vii. Met with the broker of an out-of-state company wanting to setup a hydroponics grow facility (\$9-11M dollar project with 20-25 jobs) and showed them a property. A Zoom meeting was held with all players (IDA, National Grid...) to understand their needs. Waiting on NYS legislation and hope to get them financing.

4. Site Assessment Study
 - i. The Site Assessment study is complete. Elan Planning will be preparing a presentation on the final report and CRG will coordinate a meeting with the E&E Committee in April or May.
5. 34 W. Fulton St.
 - i. There were a few issues regarding insurance coverage, but these have been worked through and CRG now has coverage in place with a slight increase in cost from last year.
6. Mohawk Valley Brownfield Developers Summit
 - i. Planned for April 12 and 13 at FMCC with an event at the Holiday Inn on the first evening. All six counties are actively involved, and participation is expected in the range of 100- 150 attendees based on earlier registration.

Conclusion of the President and CEO Report.

VII. Adjournment to Executive Session

At 9:09 a.m., Dr. Leslie Ford moved a **motion to adjourn** to executive session, Travis Mitchell seconded the motion, and it was passed by all present.

Dr. Leslie Ford moved a **motion to return** from executive session, Travis Mitchell seconded the motion, and it was passed by all present. The Board returned from executive session at 9:31 a.m.

Action Taken:

A motion was moved by Dr Leslie Ford to approve moving ahead with having Ron Peters sign the contract for a County Marketing Agreement. Warren Greene seconded the motion and all present voted in favor of the motion.

VIII. Wrap Up

No additional comments were made.

IX. Adjourn Meeting

At 9:31 a.m., Bryan Taylor moved a **motion to adjourn** the meeting which was seconded by Grant Preston and passed by all present.

Respectfully Submitted,



Kent Kirch, Board Secretary



Date

