



## FULTON COUNTY CENTER FOR REGIONAL GROWTH

### Fulton County Center for Regional Growth **Minutes of the Meeting of the Board of Directors**

Friday – February 25, 2022  
34 W Fulton St. and Zoom conference  
Gloversville, New York

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

Directors Absent: None

Staff Present: Ronald Peters, Ken Adamczyk, James Hannahs, Desirée Perham

Other Attendees: David D'Amore, Board Member - Fulton County IDA; Denis Wilson, Director - Fulmont Community Action Agency

### ***Public Session***

**Call to Order: 8:32 a.m.**

#### ***I. Welcome and Call to Order***

- a. The meeting was called to order at 8:32 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 January 28, 2022, Regular CRG Board Meeting Minutes. No changes were mentioned. Dr. Leslie Ford moved a motion to approve; Kent Kirch seconded the motion, and the Board approved the minutes as presented.

#### ***IV. Announcements***

- a. None

## **V. *Reports***

### **a. Chair Report**

Chair report was given in executive session later in the meeting.

Conclusion of Chair Report

### **b. Committee Reports**

- **Executive Committee** (Timothy Beckett)

- i. This committee has not met since the last Board meeting.

- **Governance Committee** (Timothy Beckett)

- i. This committee has not met since the last Board meeting. A meeting will be scheduled in March.

- **Finance Committee** – (Grant Preston/Timothy Beckett)

- i. The Finance Committee met on Wednesday, February 23<sup>rd</sup>. The Finance Committee Chair stated that CRG's financials were on track and looked good.
- ii. A couple of items will be discussed in executive session.

- **Audit Committee** – (Timothy Beckett)

- i. This Committee has not met since the last Board meeting.

Conclusion of Committee Reports.

### **c. Membership & Marketing Report**

**Ken Adamczyk:** (Report was included with board package)

- CRG's Google business page showed that the CRG website had eighteen new visitors. 331 new people found CRG using Google and there were 119 Google posts.
- The blog posts have been loaded up and are running on a schedule.
- CRG's strategy and business plan is slated to be completed by May 1st.
- Microenterprise Grant business training classes are complete. There were seventeen people from Fulton County and twenty-six from Montgomery County that completed the training.
- The CRG Annual Gala date needs to be set for this spring. The second week of May is being considered. The Board was asked if it has a preference between a Thursday evening or Saturday outside during the day. A poll will be sent out to obtain input, but the initial feedback was a preference for Thursday evening.
  - It was noted that the preparations for the event are partially set with deposits still in place from last year after it was postponed. A food vendor needs to be arranged, a flyer designed, and invites sent out.

- The *Initiatives Guide* magazine was sent out digitally. It was shorter than last year but more impactful and visually better. Articles were designed with multiple companies in one article providing input based on a theme. Feedback has been all positive and that it looks good. Work on next year's edition has already begun.
- The magazine cover was posted on the CRG Facebook page, and a boost was purchased for \$100. It covered a ten-mile radius around Gloversville which picks up most of Fulton County.
  - The reach was around 7,600 people, 7,100 saw it, 334 connected and engaged (liked, shared etc.) The negative posts were from the same person about using up land. The positive posts liked the jobs creation and economic development aspects.
  - The MEG business training class was encouraged to follow CRG's Facebook page
  - Facebook followers increased by 61 to 1,175. Post reach and engagements were also up from the magazine post and the paid push.
- Membership packages are going out next week to all members from the past two years. Included are a letter from Ron with highlights and a thank you, a copy of the 2022 *Initiatives Guide*, a membership invoice, and a self-addressed return envelope.
- An update on Palmal Digital will be covered in executive session.

Conclusion of Marketing and Membership Report.

#### **d. Gloversville Downtown Development Specialist Report**

**James Hannahs:** (Report was included with board package)

- Downtown Revitalization Initiative grant update
  - Monday, February 28, is the last day of the open call for new projects with applications. There is an online application, and a few have been submitted.
  - Application assistance is being provided to some downtown people that have requested guidance.
  - Continuing to work on vetting current projects, a few have dropped off the list.
  - Consultants were brought in to provide input on landscaping design for some the public projects, notably, the Littauer Piazza.
  - On March 16<sup>th</sup> at 3:00 pm the Local Planning Committee (LPC) will meet at the Glove Theatre and all projects will be presented. This is a public meeting and will be held using a hybrid model with in-person and video conferencing options. Community input will be obtained, and State entities will be involved as well.
  - A Strategic Investment Plan will be submitted in July.
- The FJ&G Thoroughfair event planning is underway.
  - Biweekly coordination meetings are being held, vendor sheets and sponsorship forms are being finalized.
  - Volunteers are sought for leading six zones along the trail.
  - Next month there will be metrics regarding sponsorship and vendor information.

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** (No in person report this month)
- 3. Fulton County IDA - (Dave D'Amore)**
  - A construction contract is being negotiated for the Nexus Renewable Solar Farm.
  - The Vireo Health expansion in Tryon Technology Park is ongoing and making good progress.
  - The Hoffman Carwash project is also ongoing and making good progress. This project will be completed later in the year.
  - The IDA Board agreed to transfer the old Tryon website to WinStanley Enterprises. An agreement is being negotiated so they can manage the site to market the property. The realtor sign has been removed and WinStanley's broker, JLL, will put a sign is up. A lawn mowing agreement was established with WinStanley.
  - The closing on the former Maintenance Building is to be scheduled soon. Remaining issues have been resolved.
  - A bid request went out for a transformer design and back-up generator for the wastewater pump station in Tryon Technology Park.
  - The IDA is looking into establishing Fulton County Sewer District #4 at Tryon. Discussions were held on dividing the district access to the sewer system infrastructure. The District would take over ownership and the options regarding this are under review.
  - ABO required ST62 form is part of the annual reporting compliance for IDA's. This form was completed, and the IDA board authorized the Executive to sign. There were two projects with sales tax exemptions in 2021, the Vireo Health and Hoffman Carwash projects, and no recapture of sales tax benefits.
  - The CRG Board asked how testing was going on the WinStanley sites. Nothing firm has been reported to the IDA. They have been doing their due diligence and initial signs are encouraging, but weather has hampered some of their testing and no baseline reporting has been presented to date.
  - CRG asked who they should talk to regarding the marketing aspects that are being handled by WinStanley since CRG has a contract agreement to market Tryon and would like to be looped in. The County owns the domain name for the Tryon website and WinStanley has requested utilization of that domain name for marketing purposes. The IDA attorney is working to complete an agreement for transferring the domain name to WinStanley for that use and ownership of the domain would revert back to the County upon completion of their efforts. The main contacts regarding the site transfer and planned uses for it would be Jim Mraz and Perry Lovell, County IT Director.
  - It was pointed out that CRG has an approved grant from the EPA to conduct site assessments in Fulton County. CRG recommended that the IDA send a list of sites needing Phase I studies to Scott Henze in Planning so they can be included in the overall site assessment list being created for the County and considered for EPA grant funding.

#### **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 resolution being presented. A copy of the drafted resolution was provided to the Board for review prior to the meeting.
  - i. **Resolution to Extend the economic development agreement with the city of Gloversville for five years**
    - Motion: Travis Mitchell moved a motion to approve the resolution as stated and Dr. Leslie Ford 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. Countywide EPA Brownfield Assessment Grant Update
    - The first Task Force meeting was held last week.
    - A list of possible brownfield sites is being created and will be ranked by the Task Force. There are currently thirty sites listed and more are anticipated. Many of these sites have never been looked at for contamination.
    - The plan is to have a revolving program for the County with sites in various stages and EPA grant requests applications ongoing.
    - Next meeting is March 4, 2022.
  - ii. Microenterprise Grant (MEG) and Microenterprise CARES Act Grant (MCG)
    - The 2021 MEG for \$300,000 is done; all funds have been awarded to businesses.
    - The MCG for \$500,000 has the first draw down in. The process is going well, and the full amount should be granted out relatively soon.
    - The County was asked if they would like to submit for two more rounds: a new MEG for \$300,000 and an amended MCG for another \$500,000. It will be their decision.

- iii. 2022 EPA Loan/Grant Program
    - CRG had a chance to go for a grant of \$1 million but it is a difficult process. Instead, it was suggested and decided to go with a multi-county grant for \$10 million through the Mohawk Valley Economic Development District (MVEDD). This would be accessible by all six counties and there is a better chance of obtaining the grant.
  - iv. Dolgeville BOA
    - Dolgeville is applying for a Brownfield Opportunity Area (BOA) grant with the Herkimer County IDA acting as lead agency.
    - CRG is on the committee and the first public meeting went well.
- 3. Business Inquiries-
  - i. Out-of-state sewing operation is still interested in relocating to Fulton County. They reached out to CRG and said they have their relocation package nearly complete. This would mean 15 jobs for the Gloversville.
  - ii. CRG received an RFP from NY State ESD looking for a high-tech lab space building. There were none available in the County.
    - Ron to send this information to WinStanley for their review.
  - iii. A request came in for storage space and they were referred to a local broker.
  - iv. CRG is still waiting to hear back on a potential rental of space for 34 W Fulton St.
  - v. CRG is hoping to move forward with a site selection through an out-of-state site selector. The user needs to finalize what he wants to do in New York State to move ahead.
- 4. Site Assessment Study
  - i. The Site Assessment study is complete. Elan Planning will make a presentation on the final report to the E&E Committee on April 27. This assessment is Fulton County's, and the County will determine how it moves forward after the presentation.
- 5. Mohawk Valley Brownfield Developers Summit
  - i. This collaborative even between all six counties of the Mohawk Valley is going strong.
  - ii. The Summit is planned for April 12 and 13 at FMCC with an event at the Holiday Inn on the first evening. There are currently 90 registered. The goal is to have 150 attendees.
- 6. Donation Request – Upstate Ice Plex (UIP)
  - i. CRG received a request (see handout) for a donation to UIP on February 12, 2022. The proposed idea is for a multi-use ice complex that would engage the community and children for sports related activities. UIP is a recently formed non-profit.
  - ii. The idea is a good one but needs to be more concrete. There needs to be a location and more information before a donation will be considered by the Board.

Conclusion of the President and CEO Report.

**VII. Adjournment to Executive Session**

At 9:04 a.m., Grant Preston moved a **motion to adjourn** to executive session, Kent Kirch seconded the motion, and it was passed by all present.

Dr. Leslie Ford moved a **motion to return** from executive session, Warren Greene seconded the motion, and it was passed by all present. The Board returned from executive session at 9:45 a.m.

Action Taken:

No Action was taken.

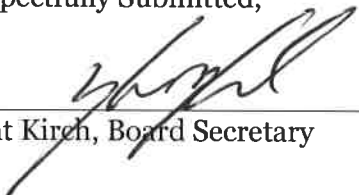
**VIII. Wrap Up**

No additional comments were made.

**IX. Adjourn Meeting**

At 9:45 a.m., Dr. Leslie Ford moved a **motion to adjourn** the meeting which was seconded by Terrie Easterly and passed by all present.

Respectfully Submitted,

  
\_\_\_\_\_  
Kent Kirch, Board Secretary

4/22/22  
Date

