



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth  
**Minutes of the Meeting of the Board of Directors**  
Friday – April 28, 2023 – 8:30 a.m.  
34 W Fulton St & Zoom Conference  
Gloversville, New York

Directors Present: Terri Easterly, Warren Greene, Kent Kirch, Geoffrey Peck (arrv. 8:37a), Grant Preston, Denis Wilson

Directors Absent: Timothy Beckett, Dr. Leslie Ford

Staff Present: Ronald Peters, Ken Adamczyk, Jennifer Donovan, Desirée Perham

Other Attendees: Jack Wilson – County Liaison; David D’Amore - FC IDA Board (video); Anne Boles – Executive Director, Fulton-Montgomery Regional Chamber of Commerce (video); Charlie Potter – Supervisor, Gloversville Ward 4; Sue Collins – National Grid & Fulton County IDA Board

***Public Session***

**Call to Order: 8:33 a.m.**

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

- a. Grant Preston called the meeting to order at 8:33 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 March 24, 2023, CRG Regular Board Meeting Minutes. No corrections were made. Kent Kirch moved a motion to approve the minutes as drafted, and Terri Easterly seconded the motion. All present voted in favor and the motion passed.
- b. The Chair asked the Board to review the April 6, 2023, CRG Special BOD Meeting Minutes. No corrections were made. Warren Greene moved a motion to approve the minutes as drafted, and Kent Kirch seconded the motion. All present voted in favor and the motion passed.

### **IV. Announcements**

- a. None.

### **V. Reports**

#### **a. Chair Report – (Grant Preston)**

1. The Chair noted the successes from the previous Board meeting with the potential sale of both 34 W Fulton St and the Leader Herald properties. He also stated CRG should be proud of these big steps and that everyone's support was appreciated.

Conclusion of Chair Report

#### **b. Committee Reports**

##### **1. Executive Committee**

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

##### **2. Governance Committee**

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

##### **3. Finance Committee – (Grant Preston)**

- i. The Finance Committee met on Thursday, April 27, 2023.
- ii. Review of CRG's financials looked good.
- iii. The County payments are coming in and are almost caught up.

##### **4. Audit Committee**

- 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)

1. Google Business: 39 new people visited CRG's website and 350 people found CRG using the Google page.
2. A CRG Business Strategy is in development.
3. Greene County was added to the Microenterprise Grant business training along with Fulton and Montgomery counties. The next session starts in June and instructors are in place.
4. Expertise Project is going well in Northville. Site visits are planned at CT Male, Townsend Leather, and to the District Attorneys office and the County Jail for a criminal justice career perspective. West Meadow Dairy may also be included.
  - i. The planned visits are fewer than last year as the new teacher was slower getting up to speed on the program, but the timeline should be able to be completed in the school year.
  - ii. On Wednesday, a briefing of the Expertise Project program was given to the County ED&E Committee, and they agreed it was a good program and would like to see more of it.
  - iii. The program also needs to be part of the work force boards as the 17–24-year-old age group ("Lost Boys and Girls") needs to get picked up as well. Ken plans to talk to Gina Papa about incorporating this.
5. The Gala has been pushed out to Thursday June 29.
6. Facebook followers are up again. Post engagements were down a little, but website blogs are picking up again so should improve.
7. Membership is at 29% of the financial goal and if Gloversville's membership is added in then it is over 60% of the goal. Northampton is participating at the \$2500 level. The number of members goal is currently at 35%.
  - i. The Board stated that the membership benefits are not that beneficial as items are not easy for some businesses to utilize. CRG may want to consider a flat membership fee or a two-tier fee structure, one for individuals and small businesses and another for larger commercial businesses.
  - ii. There was previously a policy where you had to be a member to utilize services. It should be affordable for businesses and is standard practice.
  - iii. CRG could also consider fees for services across the board.
  - iv. Kent offered to model a few versions and Ken will send him data from the last six years. The structure and makeup of employers will be reviewed, and fees considered to fit the audience.
  - v. The requirements of the Microenterprise Grant program need to be reviewed to see if there are any regarding access to services.

Conclusion of Marketing and Membership Report.

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

**Jenn Donovan:** (Report was included with board package)

1. There is a good online presence on Facebook. Followers have increased to over 2000. Individuals and businesses are requesting posts be shared and asking for pictures to be posted which show an interest level.

2. Instagram and Twitter have fewer numbers, and there are media people following like WTEN. The media is picking up spots on their own from Twitter and publishing them. Earth Day clean-up and the City photo contest both had coverage. This is a good way to show off our assets and share community teamwork.
3. The Gloversville Downtown website is being updated.
4. Ken Kearney was at the Brownfields Developer Summit and stated that he was targeting this fall to begin construction on the 52 Church St site.
5. The DRI contract has been executed with the City and Homes and Community Renewal (HCR). The GRIP grant program, \$600,000, can begin now and offers \$5,000 to \$100,000 grants for businesses in the DRI Zone. The application process is similar to the MEG program with committee reviews. An information night will be held on May 16th for businesses. There will be a 25% buy-in for a project to get a grant and payments will be reimbursement style. No religious organizations, municipally owned buildings or vacant lots are eligible for a GRIP grant. This is a three-year program.
6. GDDS has been out in the City networking and has offered to assist the Recreation Commission with their projects like the Wine Fest in June and the Venison for Veterans program. The GDDS met with the new Fulton County Tourism Director.
7. Planning Department training was attended in March.
8. A Downtown Managers meeting on Zoom was attended and included others like Ithaca, Portland, Syracuse, and Peekskill. They often have similar concerns and share advice and ideas.
9. The Brownfields Developer Summit was attended, and a Gloversville resource table was staffed and had several visitors requesting information. May 11, the Brownfield Development roundtable will be attended in Syracuse.
10. The GDDS will attend the NYSEDC Annual Meeting in May and in June an economic development training program.
11. Community involvement included the MVEDD cleanup day, and twelve bags were collected which get reported to MVEDD, so they receive credit and support in the form of supplies. Also, there is an historical marker clean-up day and an I Love My Park Day which the GDDS will be participating in with CRG volunteers.
12. Upcoming events include:
  - i. A Path Through History which is an historic walk that highlights some of the DRI projects on June 17 and 18, 11am and 2pm.
  - ii. A Small Business Symposium on Tuesday, June 13 from 4:30p to 7:00p where experts will talk, vendors will have tables to visit for resources, and networking can take place. Speakers include Emery Design on marketing and online strategies and the Small Business Development Center talking about what they offer and how to grow a business.
  - iii. Food Truck Friday will be held on the first and third Fridays in June, July, and August with Michelle King for music along with some members from the band Flame. This event is being reduced to a smaller scale than in past years as attendance has waned.

Conclusion of GDDS Report.

**e. Chamber Report - (Anne Boles)**

1. The Chamber thanked CRG for their help with the press conference for Earth Day and the Gloversville clean-up.
2. Also appreciated the attendance at the ribbon cutting for Infinity Nails and the Business After Hours event at the Karpeles Museum.

3. Nicole Walrath attended the Brownfields Developer Summit and reported it was a great event with lots of participation.
4. A job fair was held with Work Force Solutions at FMCC and around 300 attended. The second day was a reverse job fair where the students or employees are at tables and the employers walk around.
5. Ribbon cuttings and Business After Hours are planned in May.
  - i. VICE Grill and Bar's ribbon cutting in Johnstown will be on May 4 at 4pm. This could be a joint ribbon cutting as they also received an MEG grant.
  - ii. May 11 Gateway Properties and Solutions will host the Business After Hours. They are a realty and construction business located in Amsterdam.
6. The Chamber is looking to apply to the GRIP program for funding for building repairs to restore their building.

Conclusion of Chamber Report.

**f. Fulton County - (Jack Wilson)**

1. Mark Walczyk is holding an open house on May 5 at 11a in the basement of the County Building. The goal is to have 100 people so please attend.
2. Parkhurst Field is having their opening game day on Saturday, April 29 at 9am which is a big deal for the County.
3. A NYS intercounty meeting was held in Lewis NY, Essex County at a 450-acre Federal Reservation exempt from APA regulations and they conduct DARPA and DOD research. This was a very interesting meeting. A speaker from Statewide Purchasing Alliance of NY (United Health Care plan) talked about Medicare supplemental insurance for seniors. The group works with municipalities and school districts and offers revolutionary plans. This could be a way for the County to save on retiree plans.

Conclusion of County Report.

**g. Fulton County IDA - (Davi D'Amore)**

1. Report was sent to the CRG Board in advance.
2. Nexus Renewables project had financial strains through Covid and has requested their option period be extended to the end of the year. The project is still moving forward.
3. Winstanley is talking with National Grid about increasing power options at Tryon.
4. The back up generator for a couple of sewage pumps at Tryon was damaged by salt during transport and will be replaced by the suppliers.
5. The IDA has been completing the many forms they are required to submit to the ABO which includes the SD340 form for Benjamin Moore, Vireo Health, and Hoffman's Carwash. Also, the four annual reports were submitted.
6. David D'Amore, Greg Truckenmiller, and Scott Henze all attended the IDA Academy put on by the NYS EDC. There was good information on new methods for structuring and marketing IDAs and leveraging IDA benefits for housing investment. This will be discussed more with the County, CRG and the IDA in the near future.

Conclusion of IDA Report.

## **h. City Reports**

1. Gloversville
  - i. No in person report this month.
2. Johnstown
  - i. No in person report this month.

Conclusion of 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 appoint a director to the Finance and Audit Committees of FCCRG.** The Chair introduced the resolution as drafted.
    - Motion: Geoffrey Peck moved a motion to approve the resolution as stated and Warren Greene seconded the motion.
    - Discussion: No discussion took place beyond the summary of the resolution content.
    - Vote: All directors present voted in favor of approval and the motion passed.
2. Grant Requests
  - i. The CARES Act Grant will total 1.75 million after the last \$250,000 is awarded. CRG will know in May if the \$250,000 is approved. This program began in December 2021 and will run through half of 2023.
  - ii. The Regular Microenterprise Grant program for \$300,000 is rolling along and will be requested again when the grant is depleted.
  - iii. The Countywide EPA Brownfield Assessment Grant program is a marathon. CRG has been approved to use a portion of the grant for legal funds to help move some sites to the next step while minimizing liabilities for municipalities. A Task Force meeting will be held in the next couple of weeks to prioritize four sites for Phase II's. This will use up most of the grant and CRG will apply for another one in the next round. The EPA is working well with CRG.
3. Business Marketing
  - i. The Gloversville Loan Fund has one closing and one on the way to closing.
  - ii. CRG spoke with the Mayor of Johnstown about doing outreach in the City of Johnstown to look for businesses that may want to apply for their loan program.
  - iii. Glove City Lofts received State funding which should be announced next week. Work on the project will begin late summer/early fall.
  - iv. The Brownfield Developers Summit at Herkimer College had 210 people registered and 30 walk-ins. It went well, and a couple of good contacts were made. Desirée Perham received an award for best service provider for the BDS

Summit which was one of four awarded. The Lt Governor made opening remarks and Bruce Rasher of RACER Trust, who did over \$100 million dollars of brownfield projects through the GM program, was a keynote on Day One. Day Two keynote was Lisa Garcia, the EPA Regional Administrator for Region 2. The EPA had several attendees at the event, and they asked about implementing this successful program on a national basis. The BDS team suggested that financial support from the EPA may be needed to run the Summit in 2024. An outside company could be used to organize and administer the event with the County team providing input and guidance.

4. Business Inquiries/Business Leads
  - i. One RFP was received from New York State, but it could not be accommodated. They were looking for a 200,000 sqft building with specific ceiling heights.
  - ii. Fulton County site assessment initiative is moving along. The County is looking at three sites and a meeting will be held soon to review progress.
  - iii. The CRG/IDA/County/County Planning meeting was canceled. The next one will be held in May.

Conclusion of the President and CEO Report.

### ***VII. Adjournment to Executive Session***

A motion was needed to enter executive session to discuss personnel matters.

At 9:31 a.m., Kent Kirch moved a motion to adjourn to executive session Warren Greene seconded the motion, and it was passed by all present.

Kent Kirch moved a motion to return from executive session, Terri Easterly seconded the motion, and it was passed by all present. The Board returned from executive session at 9:33 a.m.

Action Taken:

None.

### ***VIII. Wrap Up***


None.

### ***IX. Adjourn Meeting***

At 9:34 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,

  
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Dr. Leslie Ford, Board Secretary

  
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Date