



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth
Minutes of the Meeting of the Board of Directors
Friday – May 19, 2023 – 8:30 a.m.
34 W Fulton St & Zoom Conference
Gloversville, New York

Directors Present: Timothy Beckett, Terri Easterly, Dr. Leslie Ford, Kent Kirch,
Geoffrey Peck (arrv. 8:40 a), Denis Wilson

Directors Absent: Warren Greene, Grant Preston

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

Other Attendees: Scott Horton – Chair, Board of Supervisors; Michael Albanese, Esq. –
Legal Counsel; Susanne Collins – Fulton County IDA Board

Public Session

Call to Order: 8:30 a.m.

I. Welcome and Call to Order

- a. Kent Kirch called the meeting to order at 8:30 a.m. in the absence of Grant Preston.

II. Roll Call

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

III. Meeting Minutes

- a. The Vice Chair asked the Board to review the April 28, 2023, CRG Regular Board Meeting Minutes. No corrections were made. Dr. Leslie Ford 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 Vice Chair asked the Board to review the May 18, 2023, CRG Executive Committee Meeting Minutes. No corrections were made. Timothy Beckett moved a motion to approve the minutes as drafted, and Dr. Leslie Ford seconded the motion. All present voted in favor and the motion passed.

IV. Announcements

- a. The U.S. Department of Labor recognized CRG as an Apprenticeship Ambassador.
 1. CRG is one of 207 organizations in the nation that are recognized and included on their website.
 2. Benefits – CRG can attend US DOL apprenticeship events, could lead to workforce development funding, will be good to include in grant applications, shows community involvement, and will be another networking avenue.
 3. This Federal recognition can be displayed on business communications/documents.
 4. National Apprenticeship Week is November 13-19, 2023. CRG will sponsor an event.
- b. The Vice Chair noted that Caroga Lake will be hosting 125 artists and 39 concerts this year. Information on the events was provided as a handout for anyone that wanted to advertise the programs through their business.

V. Reports

a. Chair Report – (Kent Kirch, Vice Chair)

1. None.

Conclusion of Chair Report

b. Committee Reports

1. Executive Committee

- i. Most of the meeting was held in Executive Session. It was stated that the Committee spent about an hour reviewing the President and CEO's contract. Good progress was made with a couple items requiring follow-up. The plan is to make a recommendation at the next Board meeting.

2. Governance Committee

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

3. Finance Committee – (Timothy Beckett)

- i. The Finance Committee met on Thursday, May 18, 2023.
- ii. Review of CRG's cash position looked good.
- iii. Expenses are in line.

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 My Business: 23 new people visited CRG's website and 227 people found CRG using the Google page.
2. A CRG Business Strategy is still in the works.
3. Microenterprise business training classes will begin on Zoom the first Monday in June then the first Thursday and the next two Monday nights. Currently 15 Fulton County people, 17 Montgomery County people and 39 Greene County people signed up. This will bring in around \$6,000.
 - i. Greene County wants to run an MEG grant program but does not have time to set up a training program, so they are using CRG's.
 - ii. This will be the first class of this size on Zoom and will require additional organization up front and during the class to manage the interactions.
4. Expertise Project toured two businesses this month. One was CT Male Associates' main office with David D'Amore as a guide and then to two of their work sites, a church, and a water treatment facility. The other was Townsend Leather's facility and that tour was more detailed than the previous year.
 - i. May 31st another business trip is planned that will include law enforcement, the DA's office, sheriff's office, and the County jail.
 - ii. Next year the plan is to expand outside of Fulton County too.
5. The Gala is planned for Thursday, June 29 in the Incubator. Music will be performed in-the-round for better acoustics, the gambling tables will be set-up and small plate food will be catered by Lanzy's. There are two sponsors, a \$500 music sponsor and a \$1,500 gaming sponsor. Great Sacandaga Brewing, Stump City Brewing, and Higher Ground Distilling are all donating beverages. Currently around 50 people are registered. There will be darts instead of axe throwing.
6. Facebook followers are up five (short month between reports), but engagements are down. Need grabbier posts, plan to talk to Emery Designs.
7. Northampton will be sending in a membership for \$2,500 this month.

Conclusion of Marketing and Membership Report.

d. Gloversville Downtown Development Specialist Report

Jenn Donovan: (Report was included with board package)

1. Two press releases have been issued each month since November. Facebook followers have been increasing. Instagram is low, and Twitter is mostly used by media people. The downtown Gloversville page traffic increased 140%, but the numbers are low.
2. A monthly email newsletter goes out to 104 businesses and about half are opening it.
3. Sixteen Hometown Heroes banners went up on poles during the DDS's time in the position.
4. Inquiries and referrals are a behind the scenes part of the position that consume time but don't show immediate, if any results. Items like calls for rental retail/office space (5), business assistance/grant information sharing (9), social media post requests (6), responding to landlords needing commercial tenants (2), liquor license assistance with process, ribbon cuttings and "unique" requests.
5. Mayfield High School business teacher requested a session for her students on economic development in downtown Gloversville. The mayor presented the DRI program near the Glove City Loft site, CRG presented an overview of economic development, and the class visited Mohawk Harvest Coop and Cravings.
6. Thirteen DRI meetings were held with businesses in May. The GRIP portion was predominant. Five businesses made appointments to discuss the application in May and six more are scheduled in June. The May 16 GRIP informational meeting had 11 people attend.
7. The Glove City Lofts project officially received their funding award notice and is going through the initial process understanding phase. Plan is to scrape the property clean in the fall.
8. There are decarbonization requirements on three of the larger projects. Meetings are being held on this now. This adds challenges with time and financing.
9. Upcoming events include Food Truck Fridays on June 2nd, Small Business Symposium June 13th and a Community Walk – Path through History with a tie to the DRI is on June 17th and 18th. Save the date for the Palace Diner's Day on August 26th. A street near there may be renamed Palace Way.
10. The CEO noted that capital stacking for the DRI projects is getting difficult as costs are increasing along with loan interest rates. The State is being approached for supplemental funding. Gloversville is making good progress on the DRI relative to other communities.

Conclusion of GDDS Report.

e. Chamber Report

1. No in person report this month.

Conclusion of Chamber Report.

f. Fulton County - (Scott Horton)

1. The County has processed 178 resolutions so far this year which represents lots of hard work.
2. Parkhurst Field grand opening is Saturday May 20 at 9:00 a.m. The County used ARPA funds, \$1.1 million, to assist with the park. \$100,000 was used for the Hall of Fame building across the street which is nearly complete.

3. Sewer District 5 is the program to hook up Mayfield to Gloversville WWTP. Working on permitting issues with the new engineer assigned to the program. Infiltration and inflow concerns are being discussed. The State wants the I & I addressed but there is limited local funding available, the County is working with the State to access funding.
4. The Great Sacandaga Lake Visitor Center will not be an artifact museum but will be unique, attractive, educational, and exciting. The conceptual design includes passive and interactive displays. Two phases of construction are planned for the center. A meeting is set for mid-June with a consultant/designer.
5. Working with landowners on the Northville-Placid trail. Looking to shift the path off the highways and through the woods.
6. Property tax credit legislation passed for volunteer firefighters and EMTs (ambulance workers). It requires an individual to be a property owner to receive the tax credit.
7. A contract with Soil and Water to develop part of the South Melchior St. property is underway. This is part of the Carville site. The County came up with some creative financing to eventually own the property through a lease/buyout over 25 years. Soil and water will manage the improvements.
8. The County is looking to sign an emergency Executive Order to not allow migrants in NYS to be bussed into the county. Multiple counties around Fulton County have done this already. Too many programs are already taxed like social services, law enforcement, the hospitals, and the school system.
 - i. The County will look for options around the labor shortage eventually, but the Federal Government does not allow migrants to work for thirty days.
9. Sue Collins has been appointed as Caroga Lake CTC.
10. Wheelerville trails program is excellent, and a video presentation is available.

Conclusion of County Report.

g. Fulton County IDA - (Susanne Collins)

1. Report was sent to the CRG Board in advance.
2. David Kimmel of Two Plus Four Management spoke to the IDA Board about how to address the lack of housing in the area. The housing often correlates with industrial development as it is needed in order to entice a labor force to move to the area. He offered practical examples of how his company has addressed similar issues in other communities using capital stacking and creative designs to revitalize old buildings.
 - i. The IDA and the County want to bring other Board members together soon to work on the housing development issue for Fulton County.

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 authorize RMP to execute the NBRC Catalyst Program Grant Documents.** The CEO introduced the resolution as drafted.
 - Motion: Geoffrey Peck moved a motion to approve the resolution as stated and Dr. Leslie Ford 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 Microenterprise CARES Act Grant financing is in for the last draw and the next \$250,000 was signed by the County which will end the program.
 - ii. The revolving Microenterprise grant program is going well and will continue to be utilized.
 - iii. Grant funds for legal work were requested from the Countywide EPA Brownfield Assessment Grant and the EPA approved the use of \$10,000 for legal fees on a lump sum basis. These will be used to take zombie properties through a legal process to reach third party developers. A Task Force meeting will be held on May 22 to look at two sites for potential Phase IIs that will utilize the legal process. The CEO met with the Village of Broadalbin to discuss using the legal process to move forward with a Phase II on a site and the Common Council approved this. This will be a good test case for CRG's brownfield program.
3. Business Marketing
 - i. The Gloversville Loan Fund has one closing next week on an approved loan.
 - ii. CRG has been reaching out to the other five counties covered by the JDA loan fund to see if they have any agricultural loan needs.
 - iii. 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. One application has been received so far and will be reviewed by the committee next week. Depending on the amount of funds remaining in the loan pool, other applications may be considered.
 - iv. The Brownfield Developers Summit planning committee meeting is set for next week to debrief on the 2023 summit and to plan for next year.
 - v. The first meeting with a developer looking at Gloversville brownfield sites was held. A couple of County brownfield sites were mentioned too. A meeting was held with a broker to discuss increasing visibility for brownfield sites in Mohawk Valley. The State is running out of sites so more interest is developing in the brownfield sites and tax credits make them valuable to developers.

- vi. The Fulton County Small Business Symposium is looking good. The Department of State was invited to have a resource table but has not responded yet.
 - vii. A meeting was set up with the SUNY Small Business Center regarding HUB Zone financing. This program gives bidders on government programs an edge. Fulton County will need to apply to become a HUB Zone financing entity.
4. Business Inquiries/Business Leads
- i. A couple of small business startup inquiries came in. One was agricultural and the other was for a nursery.
 - ii. 34 W Fulton St sale process is still moving along.
 - iii. One RFP was received from New York State that was looking for 110 megawatts and no sites were available.
 - iv. Fulton County site assessment initiative – the 30A Crossland site is the top site. The IDA is looking at other sites to prioritize.
 - v. The CRG/County/County Planning met this month, the IDA was not available, but the group wanted to keep things moving along.

Conclusion of the President and CEO Report.

VII. Adjournment to Executive Session

A motion was needed to enter executive session to approve executive session minutes and discuss the taking of executive session minutes.

At 9:35 a.m., Terri Easterly moved a motion to adjourn to executive session Timothy Beckett seconded the motion, and it was passed by all present.

Denis Wilson moved a motion to return from executive session, Dr. Leslie Ford seconded the motion, and it was passed by all present. The Board returned from executive session at 9:37 a.m.

Action Taken:

None.

VIII. Wrap Up

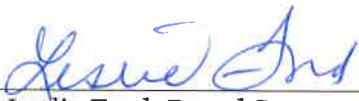
The Vice Chair introduced a discussion guide on membership fees and supplemental handouts that included CRG's current membership levels and a CRG Membership Fee Analysis with proposed alternate models. A future meeting dealing with the Membership fee issue is planned and this information is intended for review prior to that meeting. He requested everyone fill it out and add questions. Referral strategies have a proven track record in other industries and CRG may want to consider this format. A stronger value proposition for membership is needed.

The Board requested a list of current services CRG provides that could be used as part of this strategy. Ken will provide this information.

IX. Adjourn Meeting

At 9:37 a.m., Timothy Beckett moved a **motion to adjourn** the meeting which was seconded by Terri Easterly and passed by all present.

Respectfully Submitted,



Dr. Leslie Ford, Board Secretary



Date