



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – May 20, 2022 – 8:30 a.m.

34 W Fulton St. and Zoom conference  
Gloversville, New York

Directors Present: Dr. Leslie Ford, Warren Greene, Travis Mitchell, Grant Preston (phone), Bryan Taylor (phone)

Directors Absent: Timothy Beckett, Terri Easterly, Kent Kirch

Staff Present: Ronald Peters, Ken Adamczyk, Desirée Perham

Other Attendees: Michael Albanese, Legal Counsel; David D’Amore, Fulton County IDA; Denis Wilson, Director - Fulmont Community Action Agency; John Blackmon, County Liaison; Mark Kilmer, Fulton-Montgomery Regional Chamber of Commerce; Michael Anich, Reporter WENT Radio

***Public Session***

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

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

- a. The meeting was called to order at 8:33 a.m. It was announced that there was not a quorum, but a director was expected to join the meeting shortly.

***II. Roll Call***

- b. Roll call was taken by Desirée Perham. A quorum was not present at 8:33 a.m. A quorum was present at 8:45 a.m. until 9:28 a.m. All decision making and voting were completed during this time frame.

***III. Meeting Minutes***

- a. The Chair asked the Board to review the March 25, 2022, Regular CRG Board Meeting Minutes. No changes were mentioned, Warren Greene moved a motion to approve, and Grant Preston seconded the motion. All present voted in favor and the motion passed.

***IV. Announcements***

- a. None.

## V. **Reports**

### a. **Chair Report**

- i. None.

Conclusion of Chair Report

### b. **Committee Reports**

- **Executive Committee**

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

- **Governance Committee**

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

- **Finance Committee – (Grant Preston)**

- i. The Finance Committee met on Wednesday, May 18, 2022. Financial package was reviewed, and all is in good order. The January payment was received from the County.

- **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)

- Google Page is working great. 25 new people visited the website last month. Google posts had 105 new views and 433 new people searched for CRG on Google.
- Work on the Business Strategy will continue in June.
- Microenterprise grant training is scheduled for Monday nights in June beginning on the sixth, twenty-one people are currently signed up.
- The CRG Gala is slated for June 9<sup>th</sup>. Another invitation push is needed. Sixty-five have responded that they plan to attend.
- The *2023 Initiative Guide* edition is underway and going well. Two articles have been submitted already and 6-7 interviews are set-up. The team is ahead of schedule. Requests for advertisers will begin in early June.

- Facebook followers up again to 1225 from 1210. 8,398 people were reached and engagements are up. CRG's Facebook page continues to steadily reach more people and this is being achieved using the unpaid service.
  - Regarding the Facebook page, the Board asked if there was a stat to tell how many contacts result in people following through and reaching out to CRG and any information on how they found out about CRG.
    - There are no stats for that on Facebook and it is a very expensive thing to track. When people do call CRG, we ask how they found out about us, and the predominant response is word-of-mouth. Some of those initiate from a person that had been on our Facebook page and referred a friend.
- Close to the halfway point for the annual membership drive and numbers are also close to halfway to the goals. There are currently 37 paid memberships, the goal is 64. Financially, \$25,500 has been received which is 42% of the \$61,190 goal.
- As part of the Workforce Development program, the Expertise Project is taking place in the Northville Central School.
  - Students have been making videos at six local businesses that are participating in the program. The videos are now in the design phase being compiled into one 3-to 5-minute video that will have a regular view and a 360° with goggles view and a student will complete the voice over.
  - Once complete, an event will be held in the CRG Incubator with elected officials, superintendents, principals, the local businesses, and the Expertise representatives for the students to display the finished project. Goggles will be available.
  - The finished product will also be shared at the E&E meeting as the video can be used on CRG's website and social media for marketing that we are building a workforce.
  - The concept is to build a workforce by working with students earlier than ever, sixth grade and up. Also, that there will be a collaboration between schools and businesses to build pathways to jobs. This model was shared with FMS Workforce at the Business Services Committee meeting, and they were onboard.
    - The Board noted that regionally, there are training programs like BOCES, CTE, New Visions, P-Tech, Pathways, and some ag. programs but there is no organizing structure for all of these, and some are outside of the high schools or limited in number that can participate so the two do not intersect.
  - CRG would like to start building that relationship between the children, schools, and businesses. (See handout – quotes from students on the Expertise Project)
    - The children need to be exposed to what job opportunities/careers are available in the area, so they understand they do not need to leave the region to find good positions.
    - Guidance counselors need to be made aware of the economic development and businesses in the area so they can relay opportunities to their students.
  - The Expertise Project was engaging for the students; they wanted to learn more with minimal effort required by the teacher to encourage independent learning. This is an important skill and difficult to teach.
- On June 8th a Workforce Job Fair is to be held at Great Sacandaga Brewing Company beginning at 3:00 p.m. This change in venue and time was suggested by CRG as a new approach to the usual noon event at FMCC. The location is between the counties and the later time may make it easier for people to attend that could not in the past.

Conclusion of Marketing and Membership Report.

**d. Gloversville Downtown Development Specialist Report**

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

- Gloversville Downtown Revitalization Initiative (DRI)
  - Open House #2 results are coming in and helping to engage public support for various projects.
  - Working to push developers to provide more information for their projects
  - Developing a draft for the Strategic Investment Plan (SIP) in June. The final SI plan is due to the State in July.
  - The next virtual LPC closed working session is this Tuesday, May 24<sup>th</sup>.
  - On June 6<sup>th</sup> the SIP will be presented to the public.
  - Several projects that were not meeting requirements dropped off the list: Eccentric Club, City National, 2 S Main St, Happy Mug and the Schine Building.
  - Progress on public projects is going well. The Piazza has renderings, Gloversville Reinvestment Incentive Program (GRIP), a business development fund, is being structured, Public Arts projects are being developed (a mural, a sculpture and practical art.)
  - Long term administrative planning for the DRI is ongoing.
- Downtown Shopping Guide
  - Launching a new format for second edition. Similar to initial guide but sharpened up a bit, about a 20-page document with DIG brand incorporated.
  - Quote is being obtained from Shrader and Shrader to help determine what advertising is needed. Looking to break even on cost or generate a nominal profit.
- Hometown Heroes Program
  - A design company is in place.
  - Renewal invoices went out for banners hung last year so far only a couple have stated they will not be renewing.
  - A marketing push is planned to grow the banner numbers. The goal is to have this program income support downtown programming initiatives.
  - A July 4<sup>th</sup> ceremony is planned for new banners hung this year with involvement from the American Legion and others.
- FJ&G ThoroughFAIR
  - Currently, \$15,000 in sponsorships have been procured, which is 43% of the goal. The Saratoga Arts Council grant accounts for \$5,000 of the current total. Additional sponsors are still needed.
    - On a side note – The Saratoga Arts Council awarded \$45,000 in grants to Fulton County which is a record.
    - Also, the Chairman of Board of the Saratoga Arts Council reached out to CRG to request assistance in getting the word out to other regions about the availability of Arts related grants.
  - Logistical planning is underway. Four headliner bands have been secured, vendors are being arranged and event security requirements are being reviewed.
  - Linking up with Keep Mohawk Valley Beautiful Days to perform rail trail cleanup prior to the event.
- Food Truck Friday

- The Food Truck Friday season begins May 27 from 11a to 2p and runs through September 3. It was shortened to 15 weeks from last year based on participation numbers.
- The entire event is underwritten by sponsors and a schedule has been completed. Food Truck vendor line-up for the season is well underway
- A special collaboration with a Pride Event will take place on June 17. Instead of the usual lunch time, the food trucks will operate from 5p to 7p leading into the 8p Glove Theatre show.
- CFA Webinar
  - On June 2<sup>nd</sup>, from 10a to noon, CRG is hosting a virtual public webinar with Mike Reese and Allison Madmoune. Everyone is encouraged to participate.
- EPA Brownfield Site Assessment Grant
  - Gloversville was awarded second \$500,000 grant by the EPA. The first grant is nearly expended predominantly on Phase Is. The second grant will be utilized predominantly for Phase IIs.

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 (Mark Kilmer)**

- Today, a four-hour segment with WTEN was recorded and it will air soon. This should generate interest in the county which was viewed in a very positive light.
- There has not been a Legislative Forum/Breakfast for two to three years now and one will be held on June 30<sup>th</sup> at FMCC. All four state legislators will be invited to participate. The focus will be on the last session and the Albany legislators will be asked their thoughts on the session and how it might impact Fulton and Montgomery Counties. It is expected that the redrawing of the district lines will be a piece of that discussion as well. Everyone is invited to attend.

**2. Fulton County (John Blackmon)**

- After extensive interviews by the committee and board supervisors, a new Veteran's Director was hired by the County, Ian Fitzsavage. He lives in the area and will start on May 23.
- The list of building demolitions in Gloversville was finalized. There are seven total, four are residential houses. Demolition work will begin on June 6 and run through July.
- The 325,000 sqft building being erected in Tryon Technology Park is mostly enclosed now. Vireo Health (Goodness Growth Holdings) is under contract to be purchased by Verano Holdings. This may result in some building reconfiguration.
- Lanzi's land on Highway 30 near the Animal Park is being cleared out to put in something like a strip mall with a gas station, restaurant etc.
- Pour Jim's in Mayfield has been demolished.

### **3. Fulton County IDA - (David D'Amore)**

- IDA Board met on May 22.
- Nexus Renewables is in the process of negotiating a construction contract and is seeking bids from other contractors. Confronting cost escalation issues which is common in the industry now.
- Vireo Health expansion is ongoing, steel frame, roof, and concrete panels are complete. The IDA is working with Vireo to complete the Lease/PILOT agreements for the building.
- Hoffman Carwash is making good progress and is ongoing.
- WinStanley Enterprises submitted a 90-day notice to NY State as they intend to sell an asset appraised at greater than \$100,000. No response was received by the deadline of April 12, 2022, so the IDA can proceed with the negotiated sale of land.
- Regarding the Fulton County Sewer District No. 4
  - Back-up generator contract was awarded to Koval Electrical.
  - A 90-Day notice will be sent to NY State regarding the transfer of personal property greater than \$15,000, namely the back-up generator and the sewer pump station. An appraisal to determine the value of the real property needs to be completed first.
  - On May 9, 2022, the Board of Supervisors adopted an order to create the sewer district. To transfer ownership of the Tryon sewer infrastructure to the Sewer District, the IDA must authorize the Chair to execute a bill of sale and to execute two deeds transferring ownership of the two parcels of land to the Sewer District which will happen soon.
- IDA purchased a new wood slab conference table from a local supplier, Rustic Slabs.
- An amendment to the Open Meetings Law allows for the expanded use of videoconferencing with stipulations. The IDA desires to continue utilizing videoconferencing and will adjust their board policies to align with the revised law.

### **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 copy of the drafted resolutions was provided to the Board for review prior to the meeting.

- i. **Resolution to authorize Ronald M. Peters, President & CEO of Fulton County Center for Regional Growth Inc., to sign the NBRC-SEID grant application and all NBRC investment documents that bind the applicant**
  - Motion: Dr. Leslie Ford moved a motion to approve the resolution as stated and Warren Greene 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 the commitment of FCCRG funds to be used as a match for the Northern Border Regional Commission – State Economic and Infrastructure Development Grant application**
  - Motion: Dr. Leslie Ford moved a motion to approve the resolution as stated and Grant Preston 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. Microenterprise Grant (MEG) and Microenterprise CARES Act Grant (MCG)
  - The grants are going well and CRG is applying for another \$300,000 Microenterprise grant.
  - Currently, there is a waiting list for an additional \$500,000 in CARES Act funding. Once the State goes through their recapture, they will be able to determine how much additional funding is available to dole out.
  
- ii. Fulton County EPA Grant Task Force
  - The EPA Brownfields Multipurpose grant workplan is progressing. Two Phase Is are complete, eleven Phase I requests are into the EPA program manager for review, and two Phase Is are planned next week with access agreements in place.
  - Since this will be a rolling program, CRG and the Task Force Committee continue to identify sites. The EPA has a considerable amount of funding to assist with site identification and cleanup and CRG wants to be prepared to take advantage of this opportunity.
    - 1. The key is to locate brownfield sites that can be utilized for economic development purposes, not just sites that need to be cleaned with no potential prospects for the future.
  
- iii. EPA Brownfield Grant
  - The 2022 Regional EPA Loan/Grant program will cover all six counties and is still moving forward. This is a ten-million-dollar grant to be administered by MVEDD. There are few counties that had some issues to iron out, but it is expected to move forward.
  
- iv. Dolgeville Brownfield Opportunity Area (BOA)
  - Herkimer and Fulton Counties held the second public meeting.

- There are two buildings on the Fulton County side that need Phase I to be completed and CRG has offered to cover the cost of these using the EPA Brownfields Multipurpose grant.

### 3. Business Marketing

- i. NYS Nano program
  - CRG will be meeting with the NYS Nano group during the upcoming two-day NYSEDC Annual Meeting.
- ii. Two elected officials visited this month.
  - Congresswoman Elise Stefanik met with local elected officials and businesses at CRG in the Incubator space and there was an excellent turnout. An engaging presentation was made to her about varying programs in Fulton County and she participated in a ribbon cutting for Upstate Coffee.
  - Senator Schumer was in town and requested CRGs presence at the Johnstown Industrial Park for his presentation.
- iii. A Brownfields Developer Summit is now being planned for spring of 2023. CRG will not be hosting this event. It will be held in a new location on the western side of the Mohawk Valley.

### 4. Business Inquiries-

- i. The out-of-state sewing operation sent a presentation that will be shared with the Board soon. They are looking at hiring 23 employees and have put together some financing that is needed. They will most likely be in CRG Incubator space. They are busy working on Federal contracts that have a lot of potential for growth. In the future, CRG may need to locate a larger building for them, or a building could be built for them.
- ii. Next week a group of investors is meeting with CRG to discuss financing options for an industrial building in Johnstown. A Phase I has been completed on the building and a limited Phase II. They are interested in CFA financing and will be looking to create 20 jobs to start.
- iii. Still working on a couple of business retentions in Fulton County. One is working with CRG on potential financing for equipment purchase.
- iv. There are two projects being looked at in the City of Johnstown.
- v. One small project is interested in one of the industrial parks, but this is not likely due to power needs that cannot be supplied at this point.
- vi. Still working on an agricultural development project. It is being nudged along.
- vii. CRG received an RFP for a large agricultural project needing significant gas and electricity. We have a site mismatch; one possible site has power but no gas supply and the other has gas but does not have adequate power, so it is unlikely to amount to anything for Fulton County.
- viii. CRG has been asked by the County E&E Committee to take the lead on setting up a team for the Fulton County Site Inventory Initiative. The consultants have been contacted about making a presentation of the site study to the team in June. Then the County will be asked about how it wants to proceed with going after sites. This will be a multi-year endeavor moving forward.
- ix. CRG has two Fulton County representatives on the MVEDD committee for the CEDS development process. The next meeting is May 25<sup>th</sup>.



- x. CRG will be hosting MVEDD Membership Board meeting on May 23<sup>rd</sup> at the Eccentric Club in Gloversville.

Conclusion of the President and CEO Report.

**VII. Adjournment to Executive Session**

At 9:22 a.m., Dr. Leslie Ford moved a **motion to adjourn** to executive session, Warren Greene seconded the motion, and it was passed by all present.

During the Executive Session a director had to leave and there was no longer a quorum.

Action Taken:

None.

**VIII. Wrap Up**

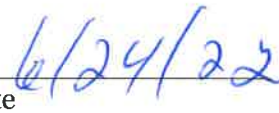
No additional comments were made.

**IX. Adjourn Meeting**

The meeting was ended at 9:35 a.m. without a motion. There was not a quorum.

Respectfully Submitted,

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

  
\_\_\_\_\_  
Date

