



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth
Minutes of the Meeting of the Board of Directors
Friday – August 26, 2022 – 8:30 a.m.
34 W Fulton St. and Zoom conference
Gloversville, New York

Directors Present: Timothy Beckett, Terri Easterly, Dr. Leslie Ford, Warren Greene, Kent Kirch, Grant Preston (video, dep. 10:29), Bryan Taylor (phone, 9:07-9:41)

Directors Absent: Travis Mitchell

Staff Present: Ronald Peters, Ken Adamczyk, Desirée Perham

Other Attendees: John Blackmon, County Liaison; Joe Semione, 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

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

III. Meeting Minutes

- a. The Chair asked the Board to review the June 24, 2022, Regular CRG Board Meeting Minutes. No changes were mentioned, Kent Kirch moved a motion to approve, and Warren Greene seconded the motion. All present voted in favor and the motion passed.
- b. There were no July meeting minutes as the July 22, 2022 Board Meeting was cancelled due to the lack of a quorum.

IV. Announcements

- a. None.

V. **Reports**

a. **Chair Report**

- i. It was noted that CRG has a lot going on and thanked everyone for stepping up to keep things moving forward since James Hannahs resigned.
- ii. The Chair recommended that the June/July or July/August board meetings be combined into one meeting going forward due to the number of directors that take vacation around that time of year.

Conclusion of Chair Report

b. **Committee Reports**

• **Executive Committee**

- i. The Executive Committee convened on June 25, 2022 but did not have a quorum.

• **Governance Committee**

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

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

- i. The Finance Committee met on Wednesday, June 20, 2022, and August 24, 2022. Payments to CRG from the County are catching up from the initial delays at the beginning of the year.
- ii. Outstanding loans are looking good, only one is past due.
- iii. Finances are tracking well.

• **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)

- i. Google Business: 17 new people visited, 130 views of posts, 393 people searched for CRG on Google. Numbers are staying consistent and have grown considerably from the previous two years.
- ii. Development of a Business Strategy has been pushed to early 2023.
- iii. Expertise Project is in Northfield and Mayfield school systems. Johnstown, Gloversville, and Broadalbin have appointments set to review the program.
 - Expertise supplied a price of \$25,000-\$30,000 for having all schools onboard with the program including 20 sets of VR goggles that could be shared.

- iv. The next MEG business training is January 2023. Fulton and Montgomery County businesses are lined up. Montgomery County's contract has ended for 2022 and final counts were provided to them for payment. Going forward, they may have the individual attendees pay directly for the class.
- v. Eight *Initiatives Guide* articles have been completed, there are three more to go. Bringing in advertisers will be the next priority. The layout is slated to be complete by mid-October and printing will take place in November.
 - Shrader and Shrader is providing an estimate on printing as they are expected to be able to offer better pricing than Benchmark. Benchmark provided a quality product, but they are expensive.
- vi. Facebook continues to do well with 43 new followers this month. The Lanzi blog posts were heavily shared and had around 4,500 hits. Emery Designs has hired a new employee that handles the posts, and she is doing a good job. There were 10,000 Facebook engagements in the last 30 days which is the highest this year.
- vii. The Board pointed out that Ken Adamczyk posted a very professional reply to someone who posted negatively on the DDS position listing.
- viii. Membership is currently at 57% of the goal dollar-wise and 77% when the rest of the City of Gloversville's portion is added in. Total number of paid memberships is at 46, which is 72% of the goal.
 - Individuals that have not renewed yet will be emailed a letter encouraging them to support CRG. Some pay on their own cycle near year end.
 - A new member resolution will be voted on today.
 - The Board asked if there was any concern about hitting the membership goals by the end of the year.
 - There is a little concern as the public views CRG as a County agency that is fully funded, and it is not.
 - Businesses also have an expectation that services should be free.
 - The Finance Committee discussed adjusting the budget to cover the shortfall if needed.
 - If the Board members could provide help with reaching out to potential members, that would be appreciated. Ken will supply contacts to the Board if needed.
- ix. The Microenterprise Grant for \$300,000 has been approved, the award letter is in-hand, and we are waiting on the concurrence letter.
 - The County was slow getting the paperwork out to the State due to vacation schedules but is moving on it now.
 - The expectation is that by mid-September grant applications will be able to be processed by the MEG Committee. Several are ready to go.
- x. The Microenterprise Grant Committee reviewed and approved five CARES Act grants. Three impact statements went to the State this week. There are several other businesses in the pipeline that are in the process of submitting an application. If more money is available from the State, CRG will request it.
 - By the end of the year, CRG will have distributed 1.6 million in small business grants. This could rise to 2.1 million if funding is still available.
 - The Board noted that this is a great infusion of cash for local businesses. CRG should verify if Fulton County has allocated more grant money out to small businesses than any other county in the state. If this is the case, it needs to be reported in the annual report and other ways to get the word out as it would be a significant accomplishment.

Conclusion of Marketing and Membership Report.

d. Gloversville Downtown Development Specialist Report

Ken Adamczyk: (Report was included with board package)

- i. The Thoroughfair event was cancelled for several reasons. The city of Johnstown had issues with the handling of the event. The remaining organizing group salvaged a portion of the event and renamed it the Cayadutta Crawl.
 - Bands and food trucks were planned in a few locations from 7am to dusk and the grant from the Saratoga Arts Council could still be used. Some sponsors requested refunds, and some reapplied their money to this modified event. There was a portable toilet order for 13 units that was never cancelled, but CRG was able to get this changed to just 2 units.
- ii. Food Truck Fridays is still going on through Labor Day. CRG is working to collect money from the music sponsor.
- iii. The Hometown Heroes Banner program is now set up to charge a flat rate of \$100 for a banner. A sponsor would not need to pay again until a banner needs to be replaced in the future due to wear or damage, or if they request a change to the banner content.
 - CRG met with Shrader and Shrader to review their process for designing and printing the Hometown Heroes banners. Currently, five banners are to be hung by Gloversville's DPW department, a couple banners are being relocated per sponsor requests and five new banners are being printed.
 - The Board suggested CRG consider posting a map of banner locations with names somewhere downtown for visitors to reference.
- iv. Both Ron and Ken have been working on the Downtown Revitalization Initiative (DRI). There are ten private projects. Eight of the project owners have been met with to review the properties, finances, etc. and the last two will be scheduled soon. Some of these also have CARES Act grants in process.
 - There are six public projects and Ron Peters is assisting the City of Gloversville with one, the City is handling the other five independently.
- v. The Downtown Gloversville Guide is a lower priority.
- vi. Gloversville EPA grant is in the approval cycle with the State. CRG is sitting in on meetings, but not much activity at this stage.
- vii. Multiple applications have been received for filling the DDS position. Applicants have until September 1st to submit an application/resumé.
 - A review panel will be setup with around five people from CRG and the City.
 - Binders will be created for review and ease of use during interviewing with tabs containing information on each applicant. A privacy statement will be included.

Conclusion of GDDS Report.

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

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

1. Chamber

- No in person report this month.

2. Fulton County (John Blackmon)

- The County okayed the demolition of Hill Top Grill in Ephratah.
- Royal Mountain Inn had a fire on the second floor of the property housing the restaurant which is now temporarily closed. Saltzman's Restaurant never reopened, so the western part of the County is limited in dining choices.
- The 2022-2023 FMCC budget passed and the County's share of \$1,545,000 did not increase. Montgomery County has a matching part of the overall budget of \$17,343,352. FMCC will most likely ask for an increase next year.
- Existing old structures at Parkhurst Baseball Field have been torn down. Actual construction start date is unknown. The County has invested one million in this project.
- Agency budgets were reviewed last week by County Finance Committee. Next week begins the final review in detail and cuts are anticipated. Inflation is having an impact on the County budget and the County is no longer receiving the same State and Federal subsidies from the past two years due to the pandemic.

3. Fulton County IDA - (Joe Semione)

- The Fulton County Sewer District #4 is waiting for a land transfer.
- Randy Lott's remodeling of the former Maintenance Building is looking good.
- The Vireo Health building expansion looks amazing.
- Winstanley continues to work on deals for Tryon Technology Park and hopes to close on a property by December 20th.
- Tryon Technology Park is nearly complete from an IDA perspective.
- A chart was shared in the IDA Report that shows the two industrial parks, business park and technology park are full. More sites are needed!
 - Five million in property taxes are being generated from these parks.
 - CRG helps a lot with retention.
- A Labor Market Analysis is underway with a quarter funded by the IDA and the rest by Winstanley. The goal is to show where our labor is and what is available. The hope is that there will be a good response by businesses to the survey so that we end up with an analysis that we can all use the information.
 - The analysis is looking at businesses and what they need, but the piece missed is what the Expertise Project is trying to leverage. There needs to be a tie-in with the school systems to the labor pool to connect the future labor force to what is needed. P-Tech, Northville Pathways, CT programs, college graduates, all of these stats should be included in the analysis of the labor market, even if it is as a footnote or an appendix in the back of the report.
 - The workforce pipeline is a critical piece of information that developers want to see.
 - Also, how businesses train entry-level employees to prepare them for their particular needs. The report should highlight programs that make Fulton County stand out as we are competing nationally.
- The IDA was asked if the power supply increase is being addressed for Tryon.
 - Winstanley said they would put in as much power as was needed and that they would pay for it.
 - It was noted that the same power line feeds the Crossroads Industrial Park so any power usage plans need to allow for this.

- It was pointed out that development includes small and large businesses, which have different demands. For example, the additional sewer line going into Mayfield will help bring additional small businesses to the area, but large businesses will need more: the water, sewer and power all need to be in place.

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 approve a membership application to CRG for The Brass Monkey Restaurant & Bar.**
 - Motion: Dr. Leslie Ford moved a motion to approve the resolution as stated and Bryon Taylor 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) (Covered by Ken Adamczyk earlier in the meeting.)
 - ii. Fulton County EPA Brownfield Grant Task Force
 - An informational web page will be added to the CRG website. This is part of the EPA Brownfield Grant process and allows the public another avenue to participate.
 - There is one brownfield site that can potentially move forward. It is in one of our small municipalities. The remediation needs are being evaluated. A small commercial plaza or housing are potential uses for this site.
 - iii. Consolidated Funding Application meetings were held. Information was shared on the program, but not all businesses were receptive. Two Restore NY grant applications were submitted, one for Doc's Marina and another for a Gloversville DRI building.
 - iv. The Forward NY program (referred to as the mini-DRI due to similarities in format and process) was presented to the Northville Council and they

chose not to participate at this time as their projects were not ready. This program offers money for up to three small projects, two at \$2.5 million and one at \$4.25 million.

3. Business Marketing
 - No new information to report.
4. Business Inquiries-
 - i. The out-of-state glove sewing operation hopes to close on their deal early in September. They will have 8-10 employees to start and look to grow over a 12–18-month period to 20-25 employees. CRG is waiting for them to submit financials.
 - The Board noted that this deal has been nudged along for almost a year now, but the patience and persistence may finally pay off.
 - Dave Fox, City Code Enforcer, will be brought in to review the second-floor space for this type of application.
 - The longer-term plan is for CRG to build a spec building for them and one other business and have them relocate into it in two years.
 - ii. The deal with the investors in the Johnstown Industrial Park is falling apart. They did some testing on the site and they didn't think it was going to fit their needs. There were some internal issues between the partners, but they are still talking so it is not completely dead yet.
 - iii. RFPs come in frequently looking for sites Fulton County does not have ready. Power is the key component, and it needs to be in place, which is a long-term process. Developers want 2-5 megawatts (MW) to start and up to 15-20 MW in the future.
 - iv. The County, Planning Department, IDA, and CRG need to get back to meeting regularly again, separate from the site selection meetings.
 - The Board suggested that a joint statement be developed covering what the County needs now, may need in the future, and what has changed since the 2026 plan was made. Power needs and changes in marketing are good examples.
 - The Board stated that it takes 3-5 years to build an industrial park and we are behind on this, but perhaps nearer term, the County and IDA could consider looking at a housing development of some sort. This is in short supply as well and may be easier to initiate and could be completed sooner. Concurrently, an industrial park should be developed.
 - v. Still looking into leads generated at the IAMC Conference and the Site Selectors' Guild Conference. They take a long time to cultivate and are still being worked.
 - vi. The Mohawk Valley Regional Economic Development Council is updating their regional strategy and CRG participated in that and provided some comments on what CRG thought should be happening in the region.
 - vii. Regarding the County Site Analysis Study, a presentation will be made to the ED&E committee on August 31st in executive session. Options for models, public or private, on how to roll out the program will be shared. The plan is for the committee to make the call on how they would like to proceed and with what type of sites.

- CRG would like to see some higher tech sites included, these take time to develop but offer better jobs than distribution centers. There should be a tie-in with Work Force Development.
- viii. The Board asked if there was any infrastructure funding or grants available to assist with the lack of power in Fulton County. It was pointed out that nothing was seen at the local level, more at the State level. The expectation is that some programs may be announced in November 2022.
- ix. A presentation of Northville Central School's Impact Project was made by the students working with Project Expertise to their parents, county representatives, and businesses involved with the project.
 - The students did an excellent job sharing their experiences and the material and format was well received.
 - Need to educate guidance counselors and administrators along with the students to link them with opportunities post high school. There are more options than college like apprenticeships, P-Tech, and more.
 - Other school systems are joining in on the program and CRG will be meeting with each of them. FMS Workforce also supports this program and would like to see it expand
 - Ken Adamczyk will be attending the NYSEDC-NYATEP Partners for Workforce and Economic Development Conference in October and may be presenting on the Expertise Project. There should be good connections for work force development efforts.
 - CRG has completed an application to become a Federal Department of Labor Apprenticeship Ambassador. This designation as certified in workforce development is recognizable to businesses looking to develop in Fulton County. It also allows us access to federal funding through the USDOL as well as the NYSDOL.
 - The Board asked if workforce was a top issue with businesses looking to develop in the area.
 - It is nationally and locally. We need to ensure there is a pipeline of employable workers.
 - The Board mentioned considering a Fulton County work force development position in the future as there are many agencies working on work force development, a coordinated effort would be beneficial. There may be some grant money to support this effort.
 - CRG is part of work force meetings now and is working to bring the groups together – Work Force Solutions, FMCC/BOCES, and HCC.
- x. CRG is looking into an opportunity in Caroga Lake.

Conclusion of the President and CEO Report.

VII. Adjournment to Executive Session

At 9:46 a.m., Dr. Leslie Ford moved a **motion to adjourn** to executive session, Terri Easterly seconded the motion, and it was passed by all present.

Dr. Leslie Ford 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 10:42 a.m.

Action Taken:

None.

VIII. *Wrap Up*

The Board requested an updated list of Board of Directors terms and committees be available for the September board meeting. There may be a need to add a work force development committee.

IX. *Adjourn Meeting*

At 10:42 a.m., Kent Kirch moved a **motion to adjourn** the meeting which was seconded by Warren Greene and passed by all present.

Respectfully Submitted,



Kent Kirch, Board Secretary



Date

