



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth
Minutes of the Meeting of the Board of Directors
Friday – September 23, 2022 – 8:30 a.m.
34 W Fulton St. and Zoom conference
Gloversville, New York

Directors Present: Timothy Beckett, Terri Easterly, Warren Greene, Kent Kirch, Grant Preston
Directors Absent: Dr. Leslie Ford, Travis Mitchell, Bryan Taylor
Staff Present: Ronald Peters, Ken Adamczyk, Desirée Perham
Other Attendees: Tim Rizzo, UIP Board; Kevin Capabianco, UIP Board; Joe Semione, Chair - Fulton County IDA; Denis Wilson, Director - Fulmont Community Action Agency; Michael Albanese, Esq. Legal Counsel (8:49 am); Jason Subik, Daily Gazette

Public Session

Call to Order: 8:30 a.m.

I. Welcome and Call to Order

- a. The meeting was called to order at 8:30 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 August 26, 2022, CRG Regular Board Meeting Minutes. No changes were mentioned, Kent Kirch moved a motion to approve, and Grant Preston seconded the motion. All present voted in favor and the motion passed.

IV. Announcements

- a. Upstate Ice Plex (UIP) made a Power Point presentation to the board on the status of their project to create a sports complex centered around ice rink related sports. Handouts were provided to the individuals present in person. UIP is certified as a nonprofit and plans to operate year-round. The preference is to have the Ice Plex built in Fulton County, but a property has not been acquired yet. The proposed complex would include two ice rinks (IHHF & NHL sizes), a fitness center, and a curling rink/lounge. Outskirt building concepts include a fulltime daycare facility and an emergency services facility. The total net project cost is \$35 million. Donations are being sought through a variety of avenues and grant opportunities as well, currently working on accumulating seed money. From a CRG perspective, UIP is hoping to tap into grants in the future and would like assistance in promoting the facility.

V. Reports

a. **Chair Report** – (Timothy Beckett)

- 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, September 21, 2022.
- ii. Everything is status quo, in good order, from a financial perspective.
- iii. A couple of small loans had payment delays but are getting back on track.
- iv. CRG's proposed budget for 2023 was reviewed by the finance committee and their recommendations will be discussed in Executive Session; a vote will take place after that session adjourns.

• **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. Marketing is going well.
- ii. Google Business: 38 new people visited CRG's site, 251 views of posts, 408 people searched for CRG on Google. The blogs are working well to get views.
- iii. Development of a Business Strategy has been pushed to early 2023.
- iv. Palmal Digital results are in and the numbers look amazing. These results have been shared with the board in their monthly package near the end of the Marketing report section so the Board can review the information on their own time.
 - A request was submitted to the County to present this information to the ED&E Committee next week.
- v. Microenterprise Grant business training classes are set up for January 2023.
- vi. Expertise Project is rolling along well in a few school systems.
- vii. There is one *Initiatives Guide* article left to do on EPA and Brownfields.
- viii. Facebook followers continue to increase and is up to 59 this month. Facebook engagements spiked to over 22,000. Downtown Gloversville is also getting views.
- ix. Paid memberships are 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 were sent an email letter encouraging them to support CRG.
 - Some pay on their own cycle near year end.
- x. 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.
- xi. 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 Adameczyk: (Report was included with board package)

- i. CRG is working on the hiring process to bring a new DDS on board. The hiring committee consists of Ron Peters, Mayor Vince DeSantis, Marcia Weiss, Dr. Leslie Ford and Kent Kirch. Interviews are ongoing.
- ii. Three new Hometown Heroes banners went out to print.
- iii. This weekend the Bacon and Brew Fest will be underway on Saturday from 4p-9p. This event is handled through the City and CRG is not involved.

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 (Warren Greene)

- It was noted that this is a tough budget year for the County. Departments are asking for increases post-Covid, but inflation is making it difficult. The budgets review process for 2023 is underway.

3. Fulton County IDA - (Joe Semione)

- Joe Semione, Chair of the IDA Board, stated that it was great to attend each other's board meetings.
- Hoffman Carwash is up and running. They had approached the IDA about incentives, which were offered to them. This helps to keep businesses investing here in Fulton County.
- Tryon land transfer to the County for their Sewer District #4 should be complete next month.
- The labor market analysis data gathering will be complete by the end of September and the report should be in soon. There have been many changes in the labor market in the last few years. This is a tool all the County agencies can use along with Winstanley for bringing businesses to Tryon.
- The 2023 IDA budget will be close to last year's and is still being finalized. Funds were included for completing site analysis reports on any future projects that arise, specific sites have not been identified. The IDA is looking for the County and other agencies to provide leadership for moving forward.

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 approve membership applications to CRG for Robert Smullen, associate level and Alliant Insurance Services, bronze level.**
 - Motion: Terri Easterly moved a motion to approve the resolution as stated and Kent Kirch seconded the motion.
 - Discussion: No additional discussion occurred.
 - Vote: All directors present voted in favor of approval and the motion passed.
 - ii. **Resolution to accept the Finance Committee's recommendation to approve CRG's budget for 2023 and move it forward to the ABO.** (After Executive Session)
 - Motion: Terri Easterly 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. County Tourism
 - i. Ron Peters asked Warren Greene to give a brief update to the Board on the County Tourism presentation at a recent public County meeting.
 - ii. There were three choices presented. One, to remain as is with tourism housed in the Chamber of Commerce. Two, to take tourism in-house under the Planning Department. Jon Stead made a presentation on this option at the Finance Committee meeting. Three, to use an outside organization and CRG provided a proposal to be that entity for the County. No other proposals were submitted.
 - iii. The County committee went into Executive Session to discuss further and make a recommendation to the County supervisors.
 - iv. A vote is planned in October or November at the latest.
3. Grant Requests
 - i. Ken Adamczyk gave an update on the Microenterprise Grant (MEG) and Microenterprise CARES Act Grant (MCG).
 - Of the two MCG grants totaling one million, there is \$870,000 available for distributing to businesses as grants. Currently, the MEG Committee has allocated \$845,000. \$25,000 was held for a final grant to be awarded in the event a third round was not available. \$170,000 is

through the County and into the State, around \$175,000 is with Nick Zabawsky to be bundled for County review (only one drawdown can be in the system at a time), and there are three grant applications CRG is finalizing.

- 85% of what can be allocated on the MCGs has been awarded.
- On the \$300,000 MEG, the environmental review is underway, and we do not have a concurrence letter yet to go ahead with distribution of funds.
- There are around 20 MEG grant applications ready for review once the concurrence letter is received. The Committee will be able to allocate the entire grant allotment in one meeting with these prepped applications. This will most likely take place in October.
- So far this year, the two grant programs totaled \$600,000 for County businesses.
- The State called CRG and inquired as to whether additional money could be used and if so, how much. They were informed that \$500,000 could easily be used and one million could be used if available. They will notify CRG about what is required if an additional amendment is needed. They did not commit to anything, but said the plan is to approve more funding at the State's November board meeting.
- If a third or fourth round is approved, then the deadline would be pushed out a few more months. This would mean that in 18 months, CRG could potentially award \$2.1 or \$2.6 million in grants to small businesses community.
- Fulton County looks good for helping the State disperse this funding to needy businesses. CRG will promote this success story with local news in the future.

ii. Fulton County EPA Brownfield Grant Task Force

- The brownfield program pages on CRG's website are being finalized. The Task Force will hold a meeting to review the planned page designs and provide input. Links will be shared with the County, IDA and MVEDD. Emery Designs was hired to do the work and is being paid through the Assessment Grant. The pages will include information on the program, what CRG and the County are doing and how the public can participate. Public buy-in is a big part of the EPA programs.

4. Business Marketing

- i. NY Loves Nano program held a Zoom meeting with about 25 people from across the State. CRG will continue to stay involved in this for future business opportunities for Fulton County. These will be marathons, not overnight.
- The Board mentioned a new lithium battery facility planned for outside of Binghamton, NY. It was developed with a partnership between Binghamton University, the U.S. and Australia to compete with China. There may be other facilities like this in the future and CRG should reach out to those involved.

- ii. The second Brownfields Developer Summit is planned for April 25th and 26th of 2023 at the Herkimer Community College. CRG is a partner in the planning end of the event. There will be booths for networking, speakers, and interactive panels. Invitations will sent to the IDA and County members.
5. Business Inquiries/Business Leads
- i. The out-of-state glove sewing operation relocation is coming to fruition. They visited the site a second time recently. More of the business aspects will be discussed in Executive Session.
 - ii. Business retention in Fulton County continues to be worked. There are a couple of businesses on the edge that CRG maintains contact with to see if we can assist them in any way to keep them here. It is an ongoing process.
 - iii. CRG presented to the County ED&E Committee and shared multiple RFP's that could not be supported. This was to drive the point home that we need sites and power starting at 2.5 MW up to 10 MW. This is the current trend, and all states have the same power issues.
 - iv. The Brownfield Task Force related to the EPA Assessment grant has developed a list of potential brownfield sites in Fulton County. There are 47 sites included and Phase I's are underway. Fifteen have been approved by the EPA and five have been completed. Owner permission is needed for site access, and this can prove difficult. Some are concerned about what may be found and they need to be educated on the program and what the benefits are for the owner.
 - v. The Fulton County Site Assessment Study was presented to the County ED&E Committee last month along with options for implementation. The Committee's input was for Jon Stead, IDA, Planning and CRG to meet and review the options and then make a recommendation to the committee.
 - vi. The State made their CFA presentations to ESD and they should announce which ones were approved soon. CRG has one in for 20% of the cost for an Engineering Study for the 30A site and is looking for a source of funding for the other 80%.
 - vii. Dolgeville held a planning meeting for their BOA and Ron Peters is on the Planning Committee. They meet every couple of months. CRG may be able to use some of the EPA assessment grant money for the Fulton County portion of this site. CRG has a great working relationship with Herkimer County.
 - viii. CRG is working with Scott Horton, in Caroga Lake on a few projects he wants to move forward on.

The CEO requested an Executive Session to talk about the business aspects of the sewing operation and to review CRG's budget.

Conclusion of the President and CEO Report.

VII. Adjournment to Executive Session

At 9:27 a.m., Warren Greene moved a **motion to adjourn** to executive session, Terri Easterly seconded the motion, and it was passed by all present.

Terri Easterly moved a **motion to return** from executive session, Kent Kirch seconded the motion, and it was passed by all present. The Board returned from executive session at 10:02 a.m.

Action Taken:

1. The Board recommend a resolution be drafted for a bylaw change to the Directors Terms such that the period of hiatus after serving three 3-year terms be changed to one year.
2. Refer to Section VI. a. 1. ii. for the vote on the resolution regarding the 2023 CRG budget.

VIII. Wrap Up

None.

IX. Adjourn Meeting

At 10:03 a.m., Kent Kirch moved a **motion to adjourn** the meeting which was seconded by Grant Preston and passed by all present.

Respectfully Submitted,


Kent Kirch, Board Secretary


Date