



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – October 28, 2022 – 8:30 a.m.

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

Directors Present: Terri Easterly, Dr. Leslie Ford, Kent Kirch, Travis Mitchell, Grant Preston

Directors Absent: Timothy Beckett, Warren Greene, Bryan Taylor

Staff Present: Ronald Peters, Ken Adamczyk, Desirée Perham

Other Attendees: Denis Wilson, Director - Fulmont Community Action Agency; Michael Albanese, Esq. - Legal Counsel (8:54 am); John Blackmon, County Liaison

Public Session

Call to Order: 8:32 a.m.

I. Welcome and Call to Order

- a. Travis Mitchell called the meeting to order at 8:32 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 September 23, 2022, CRG Regular Board Meeting Minutes. No changes were mentioned, Kent Kirch moved a motion to approve, and Dr. Leslie Ford seconded the motion. All present voted in favor and the motion passed.

IV. Announcements

- a. None.

V. Reports

- a. **Chair Report** – (Travis Mitchell)

- 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, October 26, 2022.
 - ii. CRG's cash position was reviewed, accounts payable and receivable. All accounts were very clean and in good shape.
 - iii. There is one tenant behind several months on lease payments.
 - a. The Board asked what mechanism is in place for late lease payments.
 - Ron Peters calls them in and works with them one-on-one. As a nonprofit CRG tries to work with them and be flexible. This particular tenant has a relatively small lease payment, so the impact to CRG's bottom line is minimal.
 - Legal action can be taken if needed as the lease agreement has legal language included, but this has not been needed to date.
 - Currently, the tenant that is behind has no timeline for payment, but no one is waiting for the space, and it is expected to work out in the long run. A partial payment is anticipated in November.
 - iv. The Finance Committee, at the request of Phil Beckett, CRG's accountant, requested that a resolution be presented to the Board for a vote to approve the assessed property value for the William B. Collins properties so it may be used as an accounting entry.
 - a. The assessed property value for the five parcels totaled \$201,573. This was not market assessed it was the County's valuation on the tax rolls.
 - b. It was pointed out that the valuation is to be used for book purposes only and the CEO recommended that money not be spent on an appraisal at this time as the assessed property value is a reasonable number. It can be adjusted later with an appraisal if needed.

- This value will be used on the last tax return before dissolving the William B. Collins Company and also for depreciation on CRG's books.
- c. The same resolution will also need to be completed by the Board of FCCRG Projects.
- d. The Resolution and vote are documented later in the meeting minutes under Section VI a. Resolutions.

- **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: 38 new people visited CRG's site, 141 views of posts, 408 people searched for CRG on Google. The blogs are well done by Emery Designs.
- ii. Development of a Business Strategy has been pushed to early 2023.
- iii. Microenterprise Grant business training classes are set up for mid-January and February of 2023.
- iv. The interview portion of the *Initiatives Guide* articles is complete. One article remains to compose and edit. All the photos are in. Expect to go to print by the end of November and have the magazine finished in December. Printing costs keep going up.
- v. An inclusive work force related meeting is being setup for next week to share information on Empire State Developments' (ESD) \$350 million dollar program which is setup much like CFAs with committee reviews of applications.
 - a. The following groups were invited: F/M Chamber of Commerce, BOCES, FMCC, Fulton and Montgomery schools' superintendents, Expertise Project, FMS Workforce Board, Veterans office, and elected officials.
 - b. ESD will give a 15-minute virtual presentation on the program.
 - c. Paul Kelly, COO of NY Creates, will talk on the cradle-to-career philosophy for developing a work force. (Start earlier in schools defining career paths.)
 - d. The goal is to have the stakeholders together, not working in silos, to improve communication between groups and encourage collaboration.
 - e. Letters of support will be needed for applications to ESD.
- vi. In the future, AIM of Mohawk Valley and the transfer people will be in and a Professional Development Day event will be set-up at CRG with superintendents, guidance counselors and K-12 educators interacting with businesses and apprenticeship programs to learn the needs of the latter.
 - a. Work Force Development is not typically part of CRG's mission, but Economic Development needs a good work force, and someone needs to step in and supply the service to coordinate efforts. Mostly, to communicate what each other is doing.
 - The Board agreed that this is a good idea. In the long run, someone else may take ownership of it, which is fine.

- vii. Facebook followers are still going up. Facebook engagements are down, but last week was exceptionally high.
- viii. Paid memberships are currently at 69% of the goal dollar-wise and 80% when the rest of the City of Groversville's portion is added in. Should reach last years' level, but membership renewal is slow this year. Currently, \$7,000 short of matching this time last year.
 - a. The same people are being asked to place ads in the *Initiatives Guide* and soon the DDS will be asking for funds too.
 - b. The Board suggested that a 10% increase each year may be too aggressive. Perhaps set a more reasonable level like 2% or 4%.
 - c. The Board recommended taking the opportunity, in places where we interact with businesses and provide services, to educate individuals on how CRG operates as a nonprofit and how the programs benefit the community as a whole. This understanding may encourage people to support CRG, keeping in mind that it is not suggested for this to be used as a guilt trip to coerce donations.
- ix. The Microenterprise Cares Act grant (MCG) committee met and allocated all remaining funds including program delivery money so the next request can be amended for another \$500,000 round.
 - a. Two drawdowns were submitted for a total of \$435,000, the full amount. The first should be in next week to pay businesses. The second is the largest file size submitted to the state so far and they set up a secure drop box for transmittal of the file as it was too large for the usual email transfer. The state continues to work well with Fulton County.
- x. The regular Microenterprise Grant (MEG) for \$300,000 has been approved, the environmental is complete but the State asked one item that had not come up in the past. CRG is in discussions with the State to provide clarification and a satisfactory response. No issues are anticipated. Businesses are lined up to submit applications once the grant is approval is finalized.

Conclusion of Marketing and Membership Report.

d. **Groversville Downtown Development Specialist Report**

Ken Adamczyk: (Report was included with board package)

- i. Three new Hometown Heroes banners are out to print. This is being completed by a new company and seems a bit slower.
- ii. A new version of the Downtown Guide was put on hold until the DDS is on board.
- iii. The second open house for the Brownfield Opportunity Areas (BOA) was held at the Family Counseling Center. The attendance was mostly elected officials and a few City people. Elan Planning will add a virtual component in the future to draw more people.
- iv. A brownfield site was visited with a developer (Vita Nuova, LLC) and Mayor DeSantis to look at concept drawings and discuss potential uses for the property.
- v. Meeting with a business owner, potential developer, Mayor DeSantis, Ron Peters and Nick Zabawsky (grant writer) later today to discuss another Groversville project.
- vi. A new DDS has been determined but will not be announced until after election day.

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 Board of Supervisors had a split vote but the decision to create a Tourism Department and Visitors Bureau within the County passed. This new department will be under Scott Henze, Planning Director.
 - i. Also voted to create a position for that department.
 - ii. The budget will be \$325,000 provided by the I Love NY grant and countywide bed tax. The County taxes will not be used.
 - iii. The County will still interact with the Chamber.
 - iv. There is an opportunity for CRG as there are funds available for the economic development side of Tourism.
 - v. The 44Lakes.com site will be maintained via contract with the Chamber. The Chamber will keep the Walleye Awakening event and Adventure Days event.
 - vi. The County can now move at their own pace on the Wheelerville bike program, Caroga Lake Music Festival, Parkhurst baseball field and others.
 - vii. Montgomery County has also elected to separate from the Chamber.
 - viii. Scott Horton will most likely be the new Chair of the Board of Supervisors in 2023.

3. Fulton County IDA

- No in person report this month.

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 the assessed value of the five William B. Collins Company Properties**
 - Motion: Grant Preston 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 Resolution to recommend to the CRG membership adoption of amendments to the bylaws of FCCRG, Inc. pertaining to terms of office.**
 - Motion: Grant Preston moved a motion to approve the resolution as stated and Dr. Leslie Ford seconded the motion.
 - Discussion: No additional discussion occurred.
 - Vote: All directors present voted in favor of approval and the motion passed.
 - iii. **Resolution to recommend to the CRG membership adoption of amendments to the bylaws of FCCRG, Inc. pertaining to CIC.**
 - Motion: Terri Easterly moved a motion to approve the resolution as stated and Dr. Leslie Ford seconded the motion.
 - Discussion: In 2012 there were three entities, CRG, DEC and CIC. The County wanted cross representation, but the same directors could not serve on both EDC and CIC. This bylaw change removes the references to CIC which is now defunct.
 - Vote: All directors present voted in favor of approval and the motion passed.
2. Grant Requests
 - i. One item regarding the Grant Task Force involving sensitive information will be discussed in executive session.
 - ii. Dolgeville BOA open house went well, and 14 projects were identified (Gloversville has 26 projects.). The BOA project identification is a building block for future grant applications for these projects.
 - CRG offered the use of some of the EPA Assessment grant funds to conduct Phase Is and Phase IIs if needed on the Fulton County side of the property.

3. Business Marketing
 - i. NY Loves Nano – It was announced that Micron is building 8 Fabs in Clay, NY. This will be a 100-billion-dollar investment over 15 years. There will be 9,000 direct employment jobs and 40,000 secondary jobs in the region.
 - The County had to invest \$100 million to update their treatment plant. This took vision in the future. They acquired the 1200 acres and lined up the water and sewer.
 - The State has approached CRG about looking into sites in Fulton County which can be incorporated into the site assessment plan. More on this in executive session.
 - ii. The Brownfields Developer Summit planning continues.
 - Herkimer County will host the event.
 - Three counties had developers respond as outcome of last year's event.
 - Looking forward to a great, six-county event again in April 2023.
4. Business Inquiries/Business Leads
 - i. The out-of-state glove sewing operation has purchased the glove sewing company here in New York. They are working through the details. CRG is negotiating the building deal and discussing layouts. It is slowly moving forward.
 - ii. MVEDD has applied for a one million site assessment grant that CRG can tap into by applying to MVEDD without having to go through the administrative process of managing the grant. This is a good opportunity for all the counties as it is an easier process.
 - iii. Received one RFP this month and it can not be accommodated due to high tech and power needs.
 - iv. The Brownfields Task Force is going well.
 - There is now a brownfield tab on CRG's website with links to MVEDD and the EPA. The EPA wants the public to participate and this website shares information and offers good transparency for the program. The pages will be active and updated as progress is made. The 47 identified sites are not posted as privacy of the site owners needs to be considered.
 - Two phase IIs are being looked into with interested developers. The public will be involved at the point where planned uses are proposed.
 - The Brownfield Assessment program will be presented at upcoming E&E and County Board meetings.
 - Plan to meet with the County attorney to discuss working to gain access to properties for Phase I assessments. There are various techniques that can be used to facilitate access successfully.
 - The goal is to go for more EPA funding for cleanup grants once Phase IIs are complete and the issues are known.

- v. Fulton County Site Assessment initiative – met with Jon Stead regarding a boilerplate for moving forward. Small sites are fine, but the County needs larger sites to create more jobs and better paying jobs. Large sites take more time and more money. The risk is greater but there are more rewards if it is successful. This area could support a tech site as the County is within the tech triangle. We should be looking for good manufacturing and advanced manufacturing jobs, but not DC jobs. Workforce development would need to be tied into this as well.
 - The Board suggested forming a task force to focus on Micron and Global Foundries and the supporting network they will need. This is a once in a lifetime opportunity that the County needs to take advantage of through good planning. Water, sewer, and power need to be developed concurrently.
 - Need people that can influence the process, County people, NY Creates, FuzeHub, Governor’s office, etc. CRG has good contacts.
 - Elan Planning can be asked to re-evaluate the site analysis. To look specifically for larger sites to accommodate high-tech.
 - The Board requested that a plan on getting a task force going on this be put together for the next Board meeting. CRG needs to facilitate this with influential people taking the reins and with local County support.
- vi. The CFAs awarded should be announced this month. CRG has one application in for 20% of the engineering costs on the Route 30A property.
- vii. Seminars are being conducted now on new programs coming down the pipeline in grant round two. This will include any funds leftover from round one.
- viii. Each municipality can submit one Restore NY grant application, it is not by County. It can not be used for new construction but for revamping.
- ix. Met with Scott Horton to look at some opportunities in Caroga Lake. Looking into some novel approaches to financing.

Conclusion of the President and CEO Report.

VII. Adjournment to Executive Session

At 9:38 a.m., Kent Kirch moved a **motion to adjourn** to executive session, Dr. Leslie Ford seconded the motion, and it was passed by all present.

Kent Kirch moved a **motion to return** from executive session, Grant Preston seconded the motion, and it was passed by all present. The Board returned from executive session at 9:50 a.m.

Action Taken:

None.


VIII. Wrap Up

None.

IX. Adjourn Meeting

At 9:50 a.m., Dr. Leslie Ford moved a **motion to adjourn** the meeting which was seconded by Kent Kirch and passed by all present.

Respectfully Submitted,



Kent Kirch, Board Secretary



Date

