



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth  
**Minutes of the Meeting of the Board of Directors**  
Friday – November 18, 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, Travis Mitchell (video), Grant Preston

Directors Absent: None

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

Other Attendees: Denis Wilson, Director - Fulmont Community Action Agency; Amy Praught, Mayor of Johnstown; Greg Truckenmiller, FC IDA Board; Harun Ovacik, local businessman

***Public Session***

**Call to Order: 8:31 a.m.**

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

- a. Travis Mitchell called the meeting to order at 8:31 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 October 28, 2022, CRG Regular Board Meeting Minutes. It was noted that on page 8, section v, third bullet, the word *progress* should be *process*. Terri Easterly moved a motion to approve the minutes with this minor change mentioned, and Kent Kirch seconded the motion. All present voted in favor and the motion passed.

#### **IV. Announcements**

- a. Jennifer Donovan was introduced as the new Gloversville Downtown Development Specialist.

#### **V. Reports**

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

- i. The Chair noted that the year is winding down and CRG is working on finalizing the contract with the County and having the budget set heading into 2023.
- ii. It was recommended that an Executive Committee meeting be held early next year, once the County budget is set and prior to the January board meeting, to review 2022, do some planning, and to set goals for 2023.

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, November 16, 2022.
- ii. CRG's financials were reviewed, and all looked good.
  - a. CRG is following up on one past due issue with a tenant.
- iii. There are a few items for review in Executive Session including the budget and items related to the budget.

- **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: 328 people found CRG using the Google page, 52 views of posts occurred, and 20 new people visited CRG's website in the last 30 days.
- ii. Development of a Business Strategy is planned for February 1, 2023.

- iii. Microenterprise Grant business training classes are set up for mid-January into mid-February of 2023.
- iv. The final article for the *Initiatives Guide* is complete, as are the photos. Ken shared a poster of the new magazine cover. The poster will be given to the County for display.
- v. Expertise project is working well. Ken will be meeting with the Mayfield School system.
- vi. NYS ESD has a new work force development office that has 350 million in funding and 150 million in grants to award for capital projects and pay-for-performance projects related to moving work force development along.
  - a. CRG assembled a meeting to share this information with BOCES, FMCC, the Chamber, FMS Workforce, superintendents of schools, some board members and elected officials. Paul Kelly of NY Creates was a guest speaker via Zoom. Amber Rangel, VP & Director NYS ESD Workforce Development had some of her people provide a private briefing for this meeting.
  - b. The pitch was to foster better communication between Fulton County work force groups to be aware of what each other is doing and to minimize duplication of effort. Also, the grants will be CFAs run through the new WFD office and will require support letters which the local work force groups could help provide to each other.
  - c. A follow-up meeting is planned to do some creative brainstorming on ways to bring funding into the local school system.
  - d. The Board noted that the work force meeting was very well done and productive, and that follow up must continue to build momentum. In the future, the synergy created from this collaboration may be continued by BOCES or the Chamber.
  - e. The Board stated that work force development has become a key part of economic development and is needed to keep the pipeline of available labor full.
  - f. The Board noted the importance in Succession Planning as well.
  - g. The Board described a key takeaway from the WFD meeting: a two-prong effort is needed; one is a pathway to bring kids up through the school system with an interest in jobs in Fulton County and the other is to retrain the existing work force for available Fulton County jobs.
- vii. Facebook followers are up 20. Facebook engagements were low but have gone up since the last report just a couple of weeks ago. More posts are planned.
  - a. Jenn Donovan is upping the bar with regular Facebook posts on the Downtown Gloversville Facebook page.
- viii. Paid memberships are currently at 79% of the goal dollar-wise and 78% for number of members.
  - a. The goal for next year will be adjusted as recommended by the Board.
- ix. Three more Hometown Heroes banners were printed and are ready to be installed.
- x. CRG paid out to recipients \$174,000 from the \$500,000 Microenterprise Cares Act grant (MCG) within the 5-day window. The next draw down is for \$266,000 and the State reviewed an unsigned copy concurrently with the County's review and signoff process to be expedient.
- xi. The County expedited everything that was needed to submit for another round (file review, audit, and amendment paperwork), and it has been submitted to the Office of Community Renewal in time for their upcoming Board meeting.

- xii. The regular Microenterprise Grant (MEG) for \$300,000 has been approved and the concurrence letter was received. The MEG Committee will be meeting on November 30<sup>th</sup> to review over twenty applications and determine grant distribution to approved applicants. Materials will be sent to the committee in advance of the Thanksgiving holiday for review prior to the meeting.
  - a. The President and CEO suggested that Jon Stead be invited to the meeting to familiarize him with the process.
  - b. A list of all businesses that have been involved in the MEG program was shared with the county E&E Committee. It will be updated to include the \$'s and # of jobs created and will also be shared with County legislators and mayors.
- xiii. End-of-year information is being pulled together to compile an Annual Report.

Conclusion of Marketing and Membership Report.

**d. Gloversville Downtown Development Specialist Report**

**Jenn Donovan:** (No written report since it was her first week in the position.)

- i. A good deal of time has been spent meeting people and getting up to speed.
- ii. Social media posts have been focused on directing people to come visit, come eat and come shop in Gloversville for the upcoming holiday season.
- iii. Small Business Saturday is on November 26. American Express started this event and the US Small Business Association is also involved. The DDS applied to be a Neighborhood Champion so the AmEx logos can be used and received some goodies to share with businesses to help them promote the event.
- iv. On December 3<sup>rd</sup>, there will be a Gloversville Small Business Saturday tie-in with the parade and Christmas Tree lighting events. The DDS is working with Tanyalynnette Grimes on this effort.
- v. Letters of support are being gathered to assist the developer of 52 Church St. with a grant application.
- vi. On December 16th a Meet and Greet is to be held after CRG's annual meeting. The three new assembly people and one new senator have been invited to meet CRG and local officials along with some local businesses. An overview presentation will be given on CRG's accomplishments and goals for the future. A few businesses will have tables set up for them to visit.
  - a. A broad group of invitees is planned.

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)**

- A 2.5-million-dollar donation was made to the Parkhurst Field Hall of Fame with lots of items and memorabilia.

## **3. Fulton County IDA (Greg Truckenmiller)**

- Winstanley received estimates for demo and asbestos abatement that were much higher than planned. In order to move forward with the purchase of Tryon, negotiations were held on the purchase price and a \$1.8 million credit was agree upon.
  - Jim Mraz will be looking into grant opportunities for Winstanley which would be in place of the credit if received.
  - Closing would take place within 30 days from the end of the year with the credit in place and demolition would begin immediately.
  - The State was notified as required for a below market value asset sale.
- A concern was raised about CRG's position on the Labor Market Study as to whether CRG was displeased with the outcome of the study.
  - The CEO stated that 1100 surveys went out from the Chamber and 600 surveys from CRG and only 19 completed surveys were returned. The feeling is that 19 surveys is not a credible representation of the Fulton County workforce. The other components of the study analyzing various demographics of Fulton County were fine.
  - The IDA noted that all parties involved in work force development, including the businesses being impacted, ideally would rally together to address the workforce needs. It is unclear how to motivate the various parties to accomplish this and it is an ongoing problem.
  - CRG noted that the HR Consortium, which included FMS Workforce, the Chamber, FMCC and others, was a successful event and venues like that could be used to spur participation and collaboration.

## **4. City Reports**

- Gloversville
  - No in person report this month.
- Johnstown (Mayor Amy Praught)
  - The mayor stated appreciation for the discussion about reinvesting in the area and developing a synergy regarding the workforce which is very important.
  - The City of Johnstown is now overseeing the Water Department and is working to put succession planning in place to develop new workers, potentially right out of high school, and to maintain an ongoing experienced work team. Succession planning is also needed for the Joint Wastewater Treatment Facility.
  - Johnstown has been engaging more with CRG regarding Johnstown businesses and grant opportunities.

Conclusion of County and City Reports.

## **VI. President and CEO Report**

### **Ronald Peters:**

#### **a. Business Update**

1. Resolution – 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 recommend to the membership, a candidate for a position on the CRG Board of Directors of FCCRG, Inc.**
    - Motion: Kent Kirch 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.
2. Grant Requests
  - i. The Fulton County EPA Brownfield Assessment Grant is going well.
  - ii. There is an EPA Brownfield Assessment Grant that MVEDD applied for this week which all six counties will benefit from if it is awarded. This is good for the counties as they will not need to commit any time to administration of this grant and can apply for funding directly through MVEDD. The grant awards should be announced in April 2023.
  - iii. Dolgeville BOA meetings are held monthly. Site studies have been proposed for the BOA. CRG will assist with assessing the Fulton County portion of the site using the EPA grant funding if it is needed.
3. Business Marketing
  - i. CRG remains involved in the NY Loves Nano program and attended a Zoom meeting two weeks ago.
    - This market is growing with the recent announcement of the Micron development in White Pines, Onondaga County. Also, in the area is Marcy, SUNY Poly, and Global Foundries that is working on another Fab expansion in Saratoga County.
      - a. This is a good opportunity for Fulton County to raise the bar for creating higher tech jobs to support these regional industries.
      - b. The Board asked if there was a formal County position regarding efforts to create higher tech jobs, such as creating a task force to focus on it.
        - i. Two meetings have been held looking into opportunities for potential higher tech sites.
  - ii. A loan closing was completed for VICE restaurant and bar in Johnstown, and they have made one of four draws on it. Up to three more draws are anticipated over the next thirty days.

4. Business Inquiries/Business Leads
- i. An average month with a few calls for small business startups.
  - ii. It was noted that there is good potential for opportunities for workforce development and economic development in Fulton County and the teamwork between CRG, the IDA, County Planning and Tourism needs to continue to be successful.
  - iii. The out-of-state glove sewing operation is still moving forward. The company had some conveyor equipment delivered to CRG for storage. Layout plans for equipment are still needed.
  - iv. The Fulton County brownfield site development program is going well. Five sites have been prioritized in Broadalbin, Northville and one near Walmart. A public meeting is scheduled for Tuesday, December 13<sup>th</sup> to share information and get input. Brownfield pages are up and running on the website with a new menu tab on the home page.
    - It was pointed out that if one or two old industrial sites can be added back onto the tax rolls, this could increase tax revenue for the County by ten to twenty percent.
    - Currently working on a way for the County to have site control of brownfield properties without assuming the environmental liability. There are legal means for this to take place if the process is completed properly. The intention is to meet with Fulton County attorney Jason Brott, Jon Stead, members of the Brownfield Task Force and some County legislators to review this process and discuss plans for some of the sites that are currently in limbo.
  - v. CRG has been looking throughout the community for potential participants in the Restore New York grant. There is a couple that may be a fit. Letters of intent to submit are due on November 30, 2022. The first round did not get as many applications as anticipated so the leftover funds rolled over to the second round which is now open. There is over \$150 million in funds. Only one is awarded per municipality. The funds can not be used for new construction, it is geared to job creation and restoring existing buildings, addressing vacant building issues, and reconstruction. The County can count as one municipality and a city or town in the County could still be eligible as well. The grant must go through a municipality to administer the funds, but they do not need to have site control. It is also set up as back-end financing. The grant is for up to 90% and the developer must commit 10%. It is competitive at the higher levels and the more job creation, the better.
  - vi. Caroga Lake opportunities are still being investigated.
  - vii. A JDA loan package is being worked on and should be ready next week.
  - viii. CRG would like to discuss a possible start-up opportunity in one of the Leader Herald buildings in executive session. CRG is searching for applicable grants to support the endeavor.
  - ix. The NY State Innovation Summit in Buffalo was an excellent, eye-opening event attended by Ron Peters and Ken Adamczyk. It will be held in Saratoga Springs next year.
    - \$500,000 in grants were given out to startups at this event in an evaluation setting similar to the *Shark Tank* series format.
  - x. CRG attended the Center for Economic Growth (CEG) Annual meeting which is an 8-county capital region group. There was good cross-county information sharing and the Board is encouraged to attend this event next

year along with county legislators. A table could be reserved for Fulton County to attend this great networking opportunity.

Conclusion of the President and CEO Report.

**VII. Adjournment to Executive Session**

At 9:25 a.m., Grant Preston moved a **motion to adjourn** to executive session, Warren Greene seconded the motion, and it was passed by all present.

Kent Kirch 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 9:57 a.m.

Action Taken:

None.

**VIII. Wrap Up**

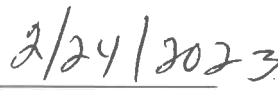
None.

**IX. Adjourn Meeting**

At 9:58 a.m., Kent Kirch moved a **motion to adjourn** the meeting which was seconded by Terri Easterly and passed by all present.

Respectfully Submitted,

  
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Dr. Leslie Ford, Board Secretary

  
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Date