



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth
Minutes of the Meeting of the Board of Directors
Friday – August 18, 2023 – 8:30 a.m.
34 W Fulton St & Zoom Conference
Gloversville, New York

Directors Present: Terri Easterly, Dr. Leslie Ford, Warren Greene, Geoffrey Peck (video), Grant Preston, Denis Wilson, Jack Wilson

Directors Absent: Timothy Beckett, Kent Kirch

Staff Present: Ronald Peters, Ken Adamczyk, Desirée Perham

Other Attendees: Scott Horton, Chair – County Board of Supervisors; Greg Truckenmiller – Fulton County IDA Board; Anne Boles, Exec. Director – F/M Chamber of Commerce; Tyler McNeil, Reporter – Daily Gazette

Public Session

Call to Order: 8:29 a.m.

I. Welcome and Call to Order

- A. Grant Preston called the meeting to order at 8:29 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 June 23, 2023, CRG Regular Board Meeting Minutes. Dr. Leslie Ford moved a motion to approve the minutes as drafted, and Warren Greene seconded the motion. No changes were suggested. All present voted in favor and the motion passed.

IV. Announcements

- A. None

V. Reports

A. Chair Report – (Grant Preston)

- 1. None.

Conclusion of Chair Report

B. Committee Reports

1. Executive Committee

- a. The Committee met a couple of times to discuss Ron Peters' contract which was covered later in this meeting.

2. Governance Committee

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

3. Finance Committee – (Geoffrey Peck)

- a. The Finance Committee met on Thursday, August 17, 2023.
- b. With the sale of 34 W Fulton St, the balance sheet was about seven figures.
- c. Listed property expenses were from the last month they will need to be paid. Marketing expenses were up a bit and will be reimbursed by the County contract. Other expenditures were static and on budget.
- d. Travelers Insurance policy was discussed. There will be some fluctuations as properties come off and on the books, but eventually this will be reconciled.
- e. All the loan pools are current. There are 32 loans being managed.
- f. The Microgrant account had \$24,000 drawn down for two grantees which depletes the fund and completes the program. There is some residual administrative money that remains which will be held for unanticipated grant related expenses. Another Microenterprise grant will be applied for in the next round.

4. Audit Committee

- a. 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)

1. Google My Business: 57 new people visited CRG's website and 428 people found CRG using the Google page.
2. The CRG Business Strategy development was pushed out to the end of the year.
3. Next Microgrant Business Training will be held in January 2024 starting on the 8th.
4. A joint grand opening/ribbon cutting with the Chamber will be held at Slate in Caroga Lake on August 23 at 4pm. Board members are encouraged to attend.
5. National Apprenticeship week is in November. A committee was formed with members across Fulton County and some from Montgomery County including FMCC, Work Force Board, F-M Chamber, Veterans organization and others. Events will be conducted throughout that week with different focuses like youth, veterans, the disabled etc. The biggest event will be held at FMCC, and the Dept. of Labor will be involved. The County was approached to do a proclamation of support for the National Apprenticeship Week.
 - a. There are a lot more apprenticeship options now, like in sales, nursing, nearly anything that has a degree program. Money is available for education and for businesses that participate in the program.
 - b. Recently met with the two statewide apprenticeship organizations to include CEG in Albany so collaboration can occur.
 - c. There are also pre-apprenticeship programs for youth in school and connections are being made for that program as well.
 - d. The first hiring to an apprentice program took place recently. Electrometrics hired a student out of Northville that participated in the Expertise Project. He will be participating in their apprenticeship program and will be able to attain an associate degree and journeyman training while the company will receive program funding.
6. Facebook is up 15 members. Numbers are down a bit, but summer tends to be slower, and posting has been less as well. People are still reaching out to CRG, mostly by word of mouth.
7. Membership is basically flat, there is one renewal that came in recently.
8. An ad and article ran in *Area Development* magazine. Total impressions from that and the *Initiatives Guide* are 122,916. CRG is getting a bigger push out nationally and is receiving RFPs weekly.

Conclusion of Marketing and Membership Report.

D. Gloversville Downtown Development Specialist Report

Ken Adamczyk: (Report was included with board package)

1. A ribbon cutting was held at Kay's Beautique.
2. The City of Gloversville's new splash pad also had a ribbon cutting with a great turnout. The splash pad is getting great use.
3. Today is the last day for Food Truck Friday.
4. Additional ribbon cuttings to be held Saturday August 26 starting at 11am for the Color Coven INK followed by the Palace Diner at 1pm. The Palace Diner will also have a street name change ceremony to unveil Palace Way in honor of their one-hundred-year anniversary.

5. NYS has a Path Through History tourism and economic development initiative in October and the DDS is looking into an event to coincide with theirs.
6. The DDS attended the MWBE Expo in Syracuse where contacts could be made for use with DRI projects. A bigger forum is planned in Albany in October.
7. Environmental review walkthroughs were completed for a couple of DRI projects.
8. ESD projects received incentive proposals and contracts are due back August 28th.
9. The Grip Grant within the DRI received fourteen applications, ten were selected to receive funding by the review committee. Several came in after the deadline and will go on the waiting list in the event there is any unclaimed or unused money.
10. A developers' meeting is to take place on September 11 to review next steps for DRI projects.
11. Social media posts for downtown are amazing with good positive interactions from the community.
12. An online dashboard and printed developer packets are being worked on based on the DCI practices and a recent marketing survey.
13. The Board asked if anyone mentioned moving Food Truck Friday near the splash pad next year. CRG is not aware of this being discussed. The program viability is currently under review with the City for next year. The weather on the alternate Fridays was very poor this year.
14. The Board noted that the responses to social media comments are thoughtful and well written with a positive focus on the City. The DDS does well shaping her comments to set apart from CRG and look more like a communal commentary.
15. The frequency of posts are daily or multiple times a day. This is building equity and guiding the brand.
16. Announcement for UIP (Upstate Ice Plex): UIP is holding a BBQ fundraiser on September 9 from 2-6:30p, rain or shine, at Pine Tree Rifle Club with live music. Price is \$20/ticket for meat, 2 sides, dessert, and drink. You can eat in or take to-go.

Conclusion of GDDS Report.

E. Chamber Report (Anne Boles)

1. The Chamber thanked CRG for supporting and attending summer events, ribbon cuttings, and the After Hours events.
2. It was stated that the efforts made to prepare projects for Grip funding are also appreciated.
3. It was reiterated that Slate - a Rustic Tavern is having a grand opening at 4pm in Caroga Lake. All were invited to attend the ribbon cutting and enjoy food and drinks.
4. A Chamber fundraiser Golf Tournament is being held on Friday September 15 at Hales Mills Golf Course. Volunteers and players are needed.

Conclusion of Chamber Report.

F. Fulton County - (Scott Horton)

1. Budget season is underway, lots going on with the County Board of Supervisors.
2. PBA and CSEA negotiations are going well, which covers many County employees. An agreement is expected by the end of the year.
3. Fulton Montgomery Community College will receive a permanent increase in funding of \$100,000 each from both Fulton and Montgomery counties.
4. Eighteen million in capital project expenses are to occur next year. This is for the new sewer line work and more. Mostly reserves are being used for this, which is beneficial for taxpayers.
5. A meeting was held with Planning, CRG, and the IDA to discuss housing and making this a priority for County development.
6. The next step of the rail trail paving has started. The Chamber was thanked for their contribution via the Nicholas Charitable Trust. The Chamber Foundation held restricted funding and one had line items for projects, one being to maintain and upgrade the rail trail. A request, with letters of support from both cities, was sent in to the Trust and it was approved to be used for paving the extension of the trail.

Conclusion of County Report.

G. Fulton County IDA - (Greg Truckenmiller)

1. An IDA report was sent to the CRG Board in advance.
2. There were changes in the Uniform Tax Exemption Policy. The current policy is rather generic and will be defined to align with projects to be entertained. Affordable rate and market rate housing, adaptive reuse, senior housing along with tourist destination and brownfield projects will be included and defined. This will make sure it is broader than just industrial projects. The goal is to make Fulton County more desirable and to align better with what other IDAs offer across the State.
 - a. This will be sent out to solicit input from the public per State requirements.
3. Dr. Truckenmiller thanked the County for the additional funding for FMCC and noted that the college is an important part of economic development. The money is seen as an investment that will pay dividends back to the County.

Conclusion of IDA Report.

H. City Reports

1. Gloversville
 - a. No in person report this month.
2. Johnstown
 - a. No in person report this month.

Conclusion of 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.
 - a. **Resolution to approve a 3-year renewal contract with Ronald Peters, President and CEO.**
 - i. Motion: Jack Wilson moved a motion to approve the resolution as stated and Denis Wilson seconded the motion.
 - ii. Discussion: The Executive Committee met a few times to review and discuss the existing contract. A few minor changes were made to tighten up the severance benefits and define ongoing reporting requirements. The Committee members were all in agreement with the changes. The agreement was reviewed by Ronald Peters and by Mike Albanese, CRG's legal counsel. The agreement was available for the full board to review. Going forward, a review of goals and performance will be held during the January meeting each year.
 - iii. Vote: All directors present voted in favor of approval and the motion passed.
2. Grant Requests
 - a. The Microenterprise Grant (MEG) program of 2022, rolled out in 2023, is complete and the County will be applying again.
 - b. The CARES Act grant is nearly complete with only administrative funds remaining.
 - c. Between the two micro grants, nearly one hundred grants were awarded for a total of \$2.5 million.
 - d. The EPA Brownfield Assessment grant is going well.
 - i. Applied for two QAPPs (analysis and sampling plan) for Phase 2s which were approved by the EPA.
 - ii. First couple of weeks in September drilling will begin on the Fashion Tanning site and on Skip's Garage in Northville.
 - iii. Once the \$300,000 grant is spent down 70%, CRG will apply again. The next round will be in the fall and CRG will apply for a \$500,000 site assessment grant. If Phase IIs show remediation is needed, then a remediation grant will be applied for as well.
 - iv. Even one zombie property placed back on the tax rolls will benefit the County in revenue and economic development.
 - e. CRG attended the EPA's Brownfield National Conference which occurs every two years. All ten EPA Regions attend. CRG presented at a side session with the EPA where 75 people attended. Region two EPA highlighted the Mohawk Valley along with the Brownfield Developers Summit event and are looking to expand the format into other regions.
3. Business Marketing
 - a. The City of Gloversville Loan Fund (CGLF) closed on a loan for a small business. The DRI projects need up front funds and will be capital stacking. The CGLF will be used to support these projects.

- b. The JDA Agriculture loan fund committee will be considering a loan for a sawmill in Montgomery County. CRG toured the site in advance and requested additional information from the owners to support the application.
 - c. The Countywide Loan Fund (CWLF) is doing a good job of getting dollars out to businesses. One loan was closed this week. Limited funds remain. CRG is looking for sources to add to the pool but not much is available.
 - d. CRG will attend the Center for Economic Growth's Annual Meeting on September 27. Eight counties in the Capital Region participate. CRG is developing a stronger relationship with them. They support the Nanotech efforts in the State and have a lot of services and resources.
 - i. The board was encouraged to attend as well. CRG will cover the cost of attending.
4. Business Inquiries/Business Leads
- a. Two RFPs were received. The IDA and Winstanley submitted a response to one RFP for Tryon. There was a three-day response deadline, but CRG reached out to a contact to get this extended another week. The other RFP wanted a large amount of power, few sites in the State could meet the requirements.
 - b. The IDA is working to bring more power to Tryon. The County mentioned that National Grid is spending money to upgrade the grid throughout the State.
 - i. Ron Peters is on the Board for the Economic Development Council. They are looking into the state of the NYS power grid system.
 - c. The 34 W. Fulton St building has sold and CRG is now leasing space as a tenant.
 - d. NY Loves Nano team is doing a study on industry, academic, and R&D assets in NYS. They published a map (see handout) that shows a large gap in assets between Utica and Albany. CRG has been sending out information and a form to get our local groups like FMCC and Electrometrics included on the map and broaden the visibility of the County's assets.
 - i. The NY Loves Nanotech group, with about forty members, meets every couple of months to discuss how to support each other to bring more nanotechnology to NY and our respective regions.
 - ii. Ken Adamczyk will route the state of the grid webinar link to the Board.
 - e. It was noted that FMCC received a large grant to create a cyber room and they will be announcing a new degree program along those lines.
 - f. The CRG, IDA, County, and Planning meeting was held this week and is going well. More to be discussed in Executive Session in FCCRG Projects Board meeting.

Conclusion of the President and CEO Report.

VII. Adjournment to Executive Session

None needed.

VIII. Wrap Up

SVAN Art Trails is going on this weekend, Saturday and Sunday.

IX. Adjourn Meeting

At 9:28 a.m., Terri Easterly moved a **motion to adjourn** the meeting which was seconded by Dr. Leslie Ford and passed by all present.

Respectfully Submitted,

Leslie Ford
Dr. Leslie Ford, Board Secretary

10/17/23
Date