



FULTON COUNTY CENTER FOR REGIONAL GROWTH

Fulton County Center for Regional Growth
Minutes of the Meeting of the Board of Directors
Friday – April 26, 2024 – 8:30 a.m.
34 W Fulton St & Zoom Conference
Gloversville, New York

Directors Present: Terri Easterly, Dr. Leslie Ford, Warren Greene, Geoffrey Peck,
Denis Wilson

Directors Absent: Timothy Beckett, Kent Kirch, Jack Wilson

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

Other Attendees: Greg Truckenmiller, Treasurer – Fulton County IDA Board;
Anne Boles, Exec. Director – F/M Chamber of Commerce;
Jeff Persch, Code Enforcer – Town of Johnstown;
Dino Orfan, Supervisor – City of Gloversville, Ward 1

Public Session

Call to Order: 8:30 a.m.

I. Welcome and Call to Order

- A. Leslie Ford called the meeting to order at 8:30 a.m.

II. Roll Call

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

III. Meeting Minutes

- A. The Vice Chair asked the Board to review the March 22, 2024, CRG Regular Board Meeting Minutes. Denis Wilson moved a motion to approve the minutes as drafted, and Warren Greene seconded the motion. No changes were mentioned. Everyone present voted in favor and the motion passed.

IV. Announcements

- A. None

V. Reports

A. Chair Report – (Dr. Leslie Ford)

- 1. Dr. Leslie Ford noted that Kent Kirch was not able to attend the meeting, so she was filling in as Vice Chair.

Conclusion of Chair Report

B. Committee Reports

1. Executive Committee

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

2. Governance Committee

- a. A Governance Committee meeting was held on March 25.
- b. The check signing policy was reviewed and the committee confirmed that it was good business to have double signatures on checks, with one of those not interior to the office. This is reflected in the annual audit as well. All five executive officers of the CRG Board are approved as signers. Paul Davis will route a signing schedule that will rotate every two weeks to streamline the process of setting a date and time for signing checks and documents.
- c. The Pension Plan statement in the Employee Handbook was also reviewed. It currently states 9% as the company contribution level. The Governance Committee will be requesting the Finance Committee review this level and make a recommendation. The Pension Plan statement may need to be amended.

3. Finance Committee (Geoffrey Peck)

- a. This committee did not have a quorum available for the April 23rd meeting, and the meeting was cancelled.

4. Audit Committee

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

5. **Membership Committee** (ad hoc) (Dr. Leslie Ford)

- a. This committee did not meet this month.

Conclusion of Committee Reports.

C. **Membership & Marketing Report**

Ken Adamczyk: (Report was included with board package)

1. Google My Business results remain steady and showed 17 new people visited CRG's website and 198 new people found CRG's site using Google.
2. Public Service Announcements in April included the Keep Mohawk Valley Beautiful event.
3. The June MEG business training registration is underway. Currently there are eight from Fulton County, one from Montgomery County and more expected, and five from Greene County.
4. A meeting has been called for the MVREDC Catalyst Grant in early May. Both Ron Peters and Ken Adamczyk will attend.
5. Distribution of the *Initiatives Guide* is ongoing. More copies will be posted out in public as requested by local small businesses.
6. Attended the Site Selectors Guild conference and met a brownfield developer while there. Their contact information was shared with an alliance partner and CRG will be setting up a meeting with local elected officials to discuss brownfield opportunities.
 - a. Every two years the guild members prepare a book about how the Guild is performing and how site selection is going with statistics and breakdowns by business category. There is a lot of good information, and copies were shared with Jon Stead for the Board of Supervisors and Scott Henze in the Planning Department, so they have the latest information on site selection trends.
7. Ken Adamczyk was appointed as a mentor to two Apprenticeship Ambassador Trailblazer mentees. Mentoring with these young professionals will be conducted by Zoom on Monday nights as they are in different parts of the country.
8. The NYATEP workforce data that was shared with County Planning was included in the IDA report. It was noted that sharing this information will help keep everyone on the same page and reflects good collaboration between county entities.
9. An important SUNY FM event will take place on Thursday, May 2nd from noon to 4:30 p.m. This event will premiere the Cyber Range launch which is a collaboration between SUNY FM and IBM along with Amazon Web Services. This is the first cyber facility in the U.S., and it will be installed at FMCC. The governor will be attending the event.
 - a. RIT has a traditional Cyber Range, but Amazon makes SUNY FM's unique and state of the art.
 - b. This system will access a new platform that has very limited access. It will be an excellent development tool and a big boost for the college.
10. A page of Google analytics on the CRG website was included in the report. It is more detailed information about the site and how well it is functioning. The Board was asked to look it over and reach out to CRG if they have any questions about this information.
11. Facebook numbers are up a bit. Post engagements went up a little bit.
12. Membership report showed the number goal is good, but the dollar amount is lower which was expected with the new rate levels.

13. Programs and events took place throughout the month:
 - a. Kickoff for the “Keep Mohawk Valley Beautiful.”
 - b. A new bakery, Marissa Mae’s Confections, opened in Johnstown.
 - i. CRG helped her with a Micro grant and a loan. She had an article written about her bakery and she credited CRG with assisting her store opening.
14. The Site Selector Guild book is available for review if any Board members would like to look through it.

Conclusion of Marketing and Membership Report.

D. Gloversville Downtown Development Specialist Report

Jenn Donovan: (Report was included with board package)

1. It was noted that the slides and report shared in advance with the Board are packed with information that will only be highlighted during the meeting. The Board was invited to ask questions about any of the information they received.
2. On March 30, the Saturday afternoon before Easter Sunday, a NoLaNauts concert was held at the Glove Theatre and included an outdoor New Orleans-style musician stroll beforehand. It was a successful event given the busy weekend. There were two food trucks and four businesses participating in the event. Media coverage was excellent and included the Henry Bella “gnome” of Facebook fame with 5,000 followers.
 - a. June 14 is National Gnome Day, and Henry will return to Gloversville to promote another business.
3. National Historic Marker Day is today. It is more of a promotional opportunity than an event. CRG employees will clean signs and post pictures on social media.
4. The DDS was invited by the Chamber to participate in “Chamber Chat” on WENT radio which enabled promotion of the March 30 event.
5. A Brownfield Summit video was produced by HRP Associates that promoted Glove City Lofts and the Fashion Tanning site for use on social media to promote the Summit.
6. Mohawk Valley Today has also been promoting Gloversville events posted on Facebook and Instagram that the DDS office submits to them.
7. Small businesses have been stopping by CRG to inquire about availability of storefront space and funding opportunities.
8. Social media numbers keep growing and new posts are added regularly to maintain interest.
9. DRI Update:
 - a. Trail Station Park is complete except for one building that DPW plans to install in late spring. Bids were out of line with estimates, so work was kept in house.
 - b. The Schine building bid opening was on April 24 and had only one bidder. Two are required by the state so it will need to be rebid.
 - c. The two parks are going through the local process and once complete will go out to bid. The St Thomas Square Park received a \$250,000 National Grid grant.

Conclusion of GDDS Report.

E. Chamber Report

Anne Boles - Chair of the Chamber Board

1. It was noted that the Chamber website has a complete list of upcoming events.
2. Clean-up Day took place on April 20th with good collaboration and turnout.
3. The Chamber attended the Mohawk Valley Brownfields Developer Summit and said it was a good and informative event. They plan to have a resource table there next year.
4. The upcoming FMCC Cyber Range launch ceremony will include the Chamber.
5. A Business After Hours event will take place on May 9, 5:00p to 7:00p at the Paul Nigra Center with the band Flame performing.
6. The PTech completion ceremony will be held in May. The Chamber's Special Project Associate posts as many jobs as possible and currently there are 175 active job posts.
7. The Chamber collaborated with SUNY FM on a job fair and had a successful event. Their College Central site also posts jobs.

Conclusion of Chamber Report

F. Fulton County

Scott Henze – Fulton County Planning Dept.

1. No in person report this month.

Conclusion of County Report.

G. Fulton County IDA

Greg Truckenmiller – IDA Board of Directors

1. An agreement is in place to put a ~25-acre parcel in Crossroads Business Park up for sale. Housing development will be targeted for this site.
 - a. Ron Peters noted that the listing is up and running and CRG will be seeking housing developers for that site.
2. It was noted that the remainder of the IDA report was administrative in nature.

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. Resolutions - None

2. Grant Programs

- a. CRG is still waiting for EPA grant approval announcements.
 - i. In anticipation of approval, CRG is prepping sites to be assessed. Johnstown sites are the priority for this round. A Committee meeting will be scheduled in the next few weeks.
 - ii. On April 22, a five-hour, EPA Regional Roundtable meeting was held the day before the Brownfield Summit. Attendance and reporting were excellent. CRG attended in person and participated in the discussions.
- b. The Northern Border Regional Commission has a workforce grant through the Department of Labor. CRG will investigate whether it can be tied in with the Catalyst grant of NYS.
- c. FUZEHUB grant application information was shared with local businesses. The Grant is \$65,000 and the application is relatively straightforward to complete. It is an incentive to encourage manufacturing technology and product development. No one has submitted and the general feeling is business owners are too busy to complete the application.
- d. CRG continues to seek grant opportunities to help cover the cost of infrastructure for the JCP site. In the State budget, the Restore NY grant was funded for less this round. The CFA is going forward but requires upfront financing, so it is not an easy grant. The EPA budget funding was approved, EDA and others.
 - i. The Board noted that grants are also being sought that would help to move the sewer system expansion along quicker.
- e. CRG stated the \$300,000 2024 Microenterprise Grant award letter was received last week.
- f. CRG was one of five coalition partners for a portion of a \$50,000 Clean Energy Resources grant.

3. Business Marketing

- a. Three small loans were approved this month. Two Countywide Loan Fund loans and one City of Gloversville Loan Fund loan.
- b. Mohawk Valley Brownfields Developer Summit was a success with over 240 people registered, 40 resource tables, and the best sessions offered yet. Feedback was very positive from the EPA, attendees, and participants.
 - i. Two CRG Board members attended and noted Vince DeSantis made an excellent presentation.
 - ii. A post review meeting will be held next week. Currently the event is mostly run by CRG, MVEDD and HRP Associates. The hope is that other counties can be drawn in to participate more.
 - iii. Fashion Tanning and Skip's Garage site profiles were both presented along with several Gloversville sites.
 - iv. The NYPA session reviewing the power authority and what they offer was new this year and provided excellent information.

- c. The final redevelopment recommendations made by the TA consultants for the Fashion Tanning site were received. The recommendations will be presented to the County to see how they want to proceed with the site.
 - i. The hope is that the site can be developed over the next few years and is not just auctioned off.
 - ii. The Board asked who has title to the site. The title is held by the County.
 - iii. CRG has submitted a grant to cover 80-90% of the drum removal.
 - d. Workforce development efforts are ongoing as the need is great in our area and goes hand-in-hand with economic development.
 - i. CRG expects more information regarding the Catalyst Program soon.
 - e. Two networking events took place this month, Ken Adamczyk attended the Site Selectors Guild (SSG) and Ron Peters attended the Industrial Asset Management Council (IAMC) conference.
 - f. There is a six-county effort to organize a Mohawk Valley Farm Co-Op. CRG provided a letter of support and will participate when possible. There may be a grant to support this effort through the Farm Bureau.
4. Business Inquiries/Business Leads
- a. Three RFPs were received this month. One for an over 100,000 sq. ft. building was responded to by a local owner of a large property. Another was a fit for Tryon and was sent to the IDA and Winstanley. The third had high power needs and could not be responded to.
 - b. CRG is working with the County looking at sites for housing development. CRG is looking into one site in Gloversville and one in Johnstown. The details are still being flushed out with the developers and the cities. Housing type is an apartment complex, rate type is being discussed.
 - c. The monthly CRG/IDA/County/County Planning meeting was mostly on the Development Strategy and a little on the JCP site and Tryon.
5. Miscellaneous
- a. The first Joint Session of the Executive Committees of the Board of Directors for CRG, the IDA and the Chamber, plus Executive Officers and County Planning was held. Kent Kirch and Sue Collins led the meeting. The agencies introduced themselves and then split into diverse work groups. Slightly different ideas on how the agencies can work better together were reported back from each group. Big Ideas were flushed out of a list of transactional ideas as discussion ensued.
 - i. The first priority work consisted of having a single point of contact from the point of view of the customer and discussion around housing all agencies in one location.
 - ii. Next steps consisted of routing an executive summary of the meeting, presenting that information to the respective boards, and those boards providing feedback to Kent and Sue. The next joint session will be scheduled within the next two months to move things forward.
 - iii. The interaction between agencies was good.
 - iv. The CRG Board noted that they need to internally discuss the need for a shared location in greater detail.

- b. MRB Group was hired to work with the County to produce the Fulton County Development Strategy. Preliminary work has begun to gather information.
 - i. It was noted by the Board that during the Joint Session the groups discussed the need for unified support of the County Development Strategy. This time the plan is being formatted differently than the previous one and will be more personalized to the community.

Conclusion of the President and CEO Report.

VII. Adjournment to Executive Session

- A. None needed.

Action Taken:

None.

VIII. Wrap Up

- A. None.

IX. Adjourn Meeting

At 9:16 a.m., Geoffrey Peck moved a **motion to adjourn** the meeting which was seconded by Terri Easterly and passed by all present.

Respectfully Submitted,



Terri Easterly, Board Secretary

6-24-2024
Date