



FULTON COUNTY CENTER FOR REGIONAL GROWTH

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

Friday – August 16, 2024 – 8:30 a.m.

34 W Fulton St & Zoom Conference
Gloversville, New York

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

Directors Absent: Timothy Beckett, Terri Easterly, Kent Kirch

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

Other Attendees: Michael Albanese, Esq. – Legal Counsel
Sue Collins, Vice Chair – Fulton County IDA Board
Greg Truckenmiller, Treasurer – Fulton County IDA
Jeff Persch, Code Enforcer – Town of Johnstown

Public Session

Call to Order: 8:32 a.m.

I. Welcome and Call to Order

Vice Chair, Dr. Leslie Ford, called the meeting to order at 8:32 a.m. The Chair was absent.

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 May 31, 2024, CRG Regular Board Meeting Minutes. Denis Wilson moved a motion to approve the minutes as drafted, and Jack Wilson seconded the motion. No changes were mentioned. The motion passed with a unanimous vote.

IV. Announcements

- A. None

V. Reports

A. Vice Chair Report – (Dr. Leslie Ford)

- 1. None.

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

3. Finance Committee (Geoffrey Peck)

- a. The Finance Committee met on Tuesday, August 13th.
- b. There were no deficiencies reported in the financials.
- c. There was one budget line-item question which CRG is researching.
- d. Investment accounts are in good shape as is cash flow.
- e. Anticipating a reimbursement check from the County.

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 results showed 20 new people visited CRG's website and on average, 190-225 new people found CRG's site using Google in the past three months.
2. Public service announcements (PSAs) included articles in the local newspaper for ribbon cuttings, events and more.
3. The Microenterprise Grant (MEG) concurrence letter was received two weeks ago. The board was reminded that this is a low-to-moderate income program and is not for general business development. The next MEG business training session will take place in January 2025. Proceeds from the June training totaled \$2,300.
4. An MEG Committee meeting was held to review 31 applications for grant funding. Sixteen applicants were selected for drawdown submittal and the target is to complete this grant by January of 2025 so CRG can apply for another round.
 - a. A MEG committee member noted that there were a lot of start-ups, brand new businesses, in this round of applicants.
5. MVREDC's Empowers Workforce grant is being boarded now with results due in late August. The package submitted by the workforce team looked good and only minor clarifications were requested.
6. The *2024 Initiatives Guides* distribution is ongoing.
7. Ken Adamczyk participated in his first NYATEP board meeting as a new director.
8. Apprenticeship week will be held in November.
9. The Area Development conference was attended in June and some good connections were made.
10. FM-PTECH held a very well-run welcome event for new students last week that was conducted by the Chamber of Commerce.
11. Facebook reach was up slightly, but engagement is down, typical for the summer.
12. CRG Membership fees are currently over \$11,000.

Conclusion of Marketing and Membership Report.

D. Gloversville Downtown Development Specialist Report

Jenn Donovan: (Report was included with board package)

1. There are shovels in the ground on five DRI projects currently, Glove City Lofts, three parks and the Schine Memorial Hall which is due to be completed in two months.
2. The first GRIP project is complete. This involved refurbishing the brick face of the Shoe Leather Express building (before and after photos were shared.)
3. The services provided by the DDS to assist with the DRI and GRIP projects were detailed. There is considerable hands-on work with the project owners to get projects to completion in addition, wrote the notice to bidders for posting in the newspaper, conducted MWBE outreach, wrote an addendum to the contract, contacted the low bidder's references, provided notary services for the contracts and more.
4. The DDS has ramped up efforts to promote the creative economy. A CRG booth was set up at various events, staffed, and filled with literature to promote Fulton County, Fulton County Arts, Gloversville, and the DRI.

5. An Artists Group Meeting is planned for next month for art-related businesses to share what they do and to collaborate on ideas for moving forward.
 - a. The Board noted that the Art Trails event is coming up and could be used to promote and share information on the DDS collaborative meeting for artists.
6. A similar collaboration meeting will be held for downtown business owners.
7. The last Food Truck Friday will take place on August 23 and includes lunch and dinner time blocks. There have been some events that coincide with the food trucks which amplify activity downtown.
8. The EPA Administrator for Region 2 was in town twice to review progress on brownfield sites being assisted by EPA grants. Their interest is encouraging for the city.

Conclusion of GDDS Report.

E. Chamber Report

Anne Boles - Chair of the Chamber Board

1. No in person report this month.

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 IDA meeting was held this week, on Tuesday, August 13. The information in the CRG Board Package was from the July IDA report so the information provided at this meeting was more up-to-date.
2. The focus has been on getting the Crossroads Park Housing property on the market. A contract was signed to engage Howard Hannah as the realtor marketing the site.
3. An engineering review of the wetlands for the Crossroads Park Housing site needs to be updated as investigation results are only good for five years. A contact is in place to complete this work.
4. The special use permit for the Nexus Renewables project near Tryon expired. Renewal of their special use permit is on hold due to a moratorium on solar projects until Johnstown completes their review of the permitting process and regulations related to solar.

Conclusion of IDA Report.

H. City Reports -

1. Gloversville (Mayor Vince DeSantis)
 - a. No in person report this month.
2. Johnstown (Mayor Amy Praught)
 - a. No in person report this month.

Conclusion of City Reports.

VI. **President and CEO Report**

Ronald Peters:

A. Business Update

1. Resolutions – A quorum was present for reviewing and voting on resolutions. Copies of the resolutions were provided to the Board for review prior to the meeting and shared during the meeting. The Vice Chair, Dr. Leslie Ford, introduced the resolutions.
 - a. **Resolution to authorize the first lease agreement renewal option between CRG and H&T Commercial LLC**

CRG has the option to rent space in the current location with a slight increase in rent. The new lease rate is very affordable compared to the market rates. The deadline to execute the option is in two weeks.

Motion: Warren Greene moved a **motion to authorize** the lease renewal option as stated in the resolution and Denis Wilson seconded the motion.

The board asked for the details of the rate increase. There will be an increase of fifty cents more per month per square foot up to \$7.50 and current CAM charges are sixteen cents per month per square foot. The CAM charges may increase a couple of cents per month per square foot. The resulting increase in the leased space rate will be \$97/month with approximately a \$20/month increase in CAM charges.

Vote: The motion was passed unanimously by the members present.
 - b. **Resolution to approve an application for tier one level membership to CRG for Dig It Dogs, owned by Michelle Rhodes.**

Motion: Geoffrey Peck moved a **motion to approve** the membership application by Dig It Dogs as stated in the resolution and Jack Wilson seconded the motion.

It was noted that the bylaws state that memberships must be approved.

Vote: The motion was passed unanimously by the members present.
2. Grant Programs
 - a. A submittal package was sent to the EPA for the \$500,000 brownfield assessment grant application final approval process. This involves updating policies, clarifying statements, providing status of current grants, etc. CRG anticipates final approval within the next thirty days at which time a Brownfield Task Force meeting will be called to review sites.

- b. Additional EPA funding options are being reviewed. Three weeks ago, the City of Gloversville submitted a \$19 million EPA Community Development grant for community use brownfield redevelopment projects. The old Coleco (Decca Records) building and adjacent parts on Lincoln St. which covers a two-block area would be remediated and converted into a Community/Educational Center. There will be involvement by the Gloversville Recreation Commission, The Family Counseling Center, Nathan Littauer Hospital and others. This project was showcased when the EPA toured the area. Awards should be announced in the next thirty to forty-five days. The application review process is iterative. There will only be twenty awards across the nation, but the Gloversville site meets a lot of the criteria and has a good chance to be competitive.
 - c. The MVEDD Make-It Prize is a Department of Labor program. MVEDD received \$50,000 in the first round with input from five groups working in coordination on this multi-stage grant. The goal is to enhance greenfield business/manufacturing development in the Mohawk Valley. The next submission is in November for \$100,000 and if you win round two, you can apply for the final level of \$250,000. As a group it was decided to use the first-round funds toward developing a solid second round application. There were around 30 awards made nationwide in the first round. The second-round awards will be announced in the first half of next year.
 - d. The Catalyst Grant application was submitted to ESD. Should hear from them by the end of the month. There is \$16 million in requests submitted for a pool of \$10 million.
 - e. Grant options for Tryon Park are still being explored. The EPA offers a grant that may work for building asbestos cleanup, but it depends on how the county took title which is being reviewed by the EPA. An application will be submitted if we get the go ahead.
 - f. The next step is to file an application with the DEC. There is a committee and a process, and the IDA would need to cover the application costs.
3. Business Marketing
- a. There is an upcoming loan committee meeting to review three new loans. There are a couple of existing loans of concern that are under review and the committees have been informed. There is a potential for some losses. There are 31 active loans, and the pools administered by CRG are loans of last resort.
CRG will be reaching out to the Job Development Authority to request grant money to supplement a loan pool. They had suggested to check with them in three months, and that time is here.
 - b. CRG is in discussion with the county regarding the Fashion Tanning site. There are some possible EPA grants to be considered. This will be covered in more detail in the FCCRG Projects, LLC meeting.
 - c. Workforce development is part of economic development and Ken Adamczyk is now serving on the NYATEP Board of Directors. Workforce development may need to be included as part of CRG's contract with the county in the future since CRG is getting more involved.
 - i. The Board suggested a partnership with the Chamber as workforce is a large part of their efforts.

4. Business Inquiries/Business Leads
 - a. On housing development, construction of the Glove City Lofts is well underway, CRG is assisting with capital stacking for another Gloversville project, the mayor of Johnstown has met with CRG about two potential sites for housing in that city, and there are also possibilities for housing development at the IDA's site in the Business Park and in Tryon, on 148.
 - b. The CRG/IDA/County/County Planning meetings have not met most of the summer due to scheduling conflicts. Currently, development of the county strategy plan is taking up most of the meeting time.
 - c. Two RFPs were received. One will be covered in FCCRG Projects, LLC meeting. The other was sent to the IDA and Winstanley and they decided not to submit.

5. Miscellaneous
 - a. A handout listing the fifteen projects that the county development strategy will be looking at was provided to the board members. The list was not prioritized. The county wants to identify a lead group on each one. This is subject to change and is the initial cut from the planning session.
 - b. MVREDC held a third public meeting and CRG attended. Mohawk Valley projects were reviewed. They have successfully brought in funding to the Mohawk Valley in the past with projects like the Rome Air Force base and \$400 million for the hospital. We compete with nine other regions and the MVREDC does a good job moving forward with Mohawk Valley initiatives to obtain funding.
 - c. The Board gave a brief update on the Joint Meetings being held. A key focus is to work on website coordination and to have a cleaner Fulton County landing page for visitors searching for information. There will be three main categories, Economic Development, Workforce and Tourism, each with a common point of contact and dropdown menus with links. The goal is to improve navigation and offer different ways to search. A handout from Emery Design was shared.

Conclusion of the President and CEO Report.

VII. Adjournment to Executive Session

None required.


VIII. Wrap Up

A. None.

IX. Adjourn Meeting

At 9:07 a.m., Geoffrey Peck moved a **motion to adjourn** the meeting which was seconded by Jack Wilson and passed by all present.

Respectfully Submitted,



Terri Easterly, Board Secretary

10-3-2024

Date