

# FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY  
OCTOBER 13, 2015  
8:00 A.M.

PLANNING DEPARTMENT CONFERENCE ROOM

## AGENDA

PRESENT:

\_\_\_ TODD RULISON, CHAIRMAN  
\_\_\_ JOSEPH SEMIONE, VICE CHAIRMAN  
\_\_\_ WILLIAM SULLIVAN, TREASURER  
\_\_\_ JOE GILLIS, SECRETARY  
\_\_\_ DIANA PUTNAM, MEMBER  
\_\_\_ DAVE D'AMORE, MEMBER  
\_\_\_ JAMES MRAZ, IDA EXECUTIVE DIRECTOR  
\_\_\_ KARA LAIS, FITZGERALD, MORRIS, BAKER, FIRTH PC  
\_\_\_ RON PETERS, PRESIDENT, FULTON COUNTY CRG  
\_\_\_ BILL WALDRON, LIAISON, ECONOMIC DEVELOPMENT COMMITTEE  
\_\_\_ MIKE ANICH, LEADER-HERALD

### **I. MINUTES FROM SEPTEMBER 8, 2015 MEETING:**

MOTION :  
MADE BY :  
SECONDED :  
VOTE :

### **II. BUDGET REPORT:**

MOTION :  
MADE BY :  
SECONDED :  
VOTE :

### **III. COMMITTEE REPORTS:**

#### **A. Nominating Committee:**

- No Report.

#### **B. Audit Committee:**

- No Report.

#### **C. Governance Committee:**

- No Report.

#### **D. Finance Committee:**

- No Report.

### **IV. PRESENTATION BY C.T. MALE:**

#### **A. Background:**

- The IDA owns a total of 515 acres of land at Tryon.
- Approximately 453 acres lie in the Town of Perth and 62 acres in the Town of Johnstown.
- The 62 acres in the Town of Johnstown will probably never be developed due to lack of access and terrain.

#### **B. Solar Array:**

- One (1) potential use of these 62 acres of land would be to develop a solar array.
- The solar array would generate electricity that could be provided to a business in the Tryon Technology Park.
- The availability of this solar power could be used as an incentive to attracting a business to the Park.

#### **C. Presentation by C.T. Male:**

- Scott Goodwill, P.E., Energy Services Division Manager.
- Chad Kortz, P.E., Managing Engineer

IDA DISCUSSION:

**V. OLD BUSINESS:**

**A. Tryon Technology Park and Incubator Center Project:**

1. Northern Borders Regional Commission:

a. Background:

- The IDA Board, at its June 5, 2015 meeting, authorized submitting a grant application to the Northern Borders Regional Commission (NBRC).
- The grant would be used to:
  - Restart Building 3's HVAC and Plumbing Systems
  - Clean up mold
  - Replace exterior doors
  - Replace ceiling tiles/lights
  - Repair roof leaks
- Application identified a total project cost of \$250,000 with a local share of \$50,000.

b. Grant Offer:

- NBRC has awarded the IDA a grant totaling \$184,153. The local share will be \$65,847.

IDA DISCUSSION:

IDA ACTION:

MOTION: To authorize the Chairman to execute the NBRC Grant Agreement and for the IDA to provide the local share of \$65,847.

MADE BY:

SECONDED:

VOTE:

c. County Project:

- Fulton County has appropriated \$150,000 into the 2016 Budget towards this project.
- Fulton County proposed to take the lead on this project and serve as the contracting authority for the engineering and construction contracts that will eventually be created.

IDA DISCUSSION:

IDA ACTION:

MOTION:

MADE BY:

SECONDED:

VOTE:

2. Entry Sign:

a. Background:

- Fulton County requested proposals from sign companies to design, construct and install a new entry sign to Tryon.
- One (1) proposal was received from Adirondack Signs of Saratoga.
- IDA has agreed to pay for 50% of the cost of this new sign.

b. Status:

- Board of Supervisors will be hiring Adirondack Signs on October 13, 2015.
- First task is to develop Logo for Tryon Technology Park.
- This Logo would be incorporated into the sign.
- The Logo would then be used throughout the Park.

IDA DISCUSSION:

3. Design Standards:

a. Background:

- At September 8, 2015 meeting, IDA members reviewed the first draft of Design Standards for the Tryon Technology Park.
- Several comments were made on the Draft Standards.

b. Review Revised Draft Design Standards:

- Revised Draft Design Standards were e-mailed to IDA Board members on October 6, 2015.

IDA DISCUSSION:

IDA ACTION:

MOTION:

MADE BY:

SECONDED:

VOTE:

**B. Empire State Health Solutions' (ESHS) Project:**

1. Revised Site Plan:

- ESHS is revising its Site Plan.
- Revised Site Plan to be presented to Perth Planning Board on October 20, 2015.

IDA DISCUSSION:

2. Revised Property Map:

- At September 8, 2015 meeting, the IDA Board approved selling an additional .78 acre parcel to ESHS.
- This required having to revise the property survey map the IDA had originally prepared.
- Ferguson & Foss has completed the updated map.
- Total Cost: \$200

IDA DISCUSSION:

IDA ACTION:

MOTION: To authorize a payment of \$200 to Ferguson & Foss Surveyors.

MADE BY:

SECONDED:

VOTE:

**C. Johnstown Industrial Park Park Covenants:**

1. Background:

- In 1989, the IDA adopted Park Covenants for the Johnstown Industrial Park.
- The Park Covenants identify uses that are allowed and prohibited in the Park.
- These lists generally conform with the list of allowed uses identified in the City of Johnstown's Zoning Ordinance.

2. Updated IDA Park Covenants:

- At its September 8, 2015 meeting, the IDA Board proposed to modify the Park Covenants as follows:

1. Add the following Permitted Uses:

- Warehouse and distribution facilities
- Food processing
- Light industrial uses
- Utility and telecommunication uses

2. Delete the following as Prohibited Uses:

- Warehouse and distribution facilities but not including truck terminals
- Manufacture of flammable, ignitable or otherwise hazardous chemicals
- Petroleum refining

- Brewing and distilling of beer, ale or liquors
- Manufacturing or processing of meat products

3. Input from Property Owners:

- On September 16, 2015, written notice was sent to all owners of property in the Johnstown Industrial Park of the proposed changes to the Park Covenants.
- The letter asked for written comments by 5:00 p.m. on Friday, October 9, 2015.
- The letter also offered property owners the opportunity to present their comments directly to the IDA Board at its October 13<sup>th</sup> meeting.

IDA DISCUSSION:

IDA ACTION:

MOTION: To approve the proposed Amendments to the Park Covenants for the Johnstown Industrial Park and to file those Amendments with the County Clerk's Office.

MADE BY:

SECONDED:

VOTE:

**VI. NEW BUSINESS:**

**A. Proposed Budget:**

- The ABO requires Public Authorities with a fiscal year that runs from January 1 – December 31 to adopt and file its annual budget under PARIS by November 1<sup>st</sup> of each year.

	2015 BUDGET	2015 ACTUAL	PROPOSED 2016 BUDGET
<b>REVENUES:</b>			
<b>Operating Revenues</b>			
Charges for services	\$ 0.00	\$ 0.00	\$ 0.00
Rental & financing income	\$ 0.00	\$ 0.00	\$ .00
Other operating revenues	\$ 2,700.00	\$ 15,400.00	\$ 2,700.00
- Administration Fee (CG Roxane)	\$ 400.00	\$ 400.00	\$ 400.00
- Land Lease (Korona)	\$ 1,800.00	\$ 900.00	\$ 1,800.00
- Sublease Fee (Yusen Logistics)	\$ 500.00	\$ 500.00	\$ 500.00
- Empire State Health Solutions	\$ 0.00	\$ 13,600.00	\$ 0.00
<b>Nonoperating Revenues</b>			
Investment earning	\$ 500.00	\$ 129.42	\$ 250.00
State/Federal subsidies/grants	\$ 0.00	\$ 0.00	\$ 0.00
Municipal/Public authority subsidies/ grants	\$ 50,000.00	\$ 0.00	\$ 40,000.00
- Fulton County*			
Other nonoperating revenues	\$ 49,225.00	\$ 47,483.50	\$ 117,866.00
<b>Total Revenues</b>	<b>\$ 102,425.00</b>	<b>\$ 63,012.92</b>	<b>\$ 160,816.00</b>
<b>EXPENDITURES:</b>			
<b>Operating Expenditures</b>			
Salaries and wages	\$ 23,072.00	\$ 16,313.52	\$ 23,534.00
Other employee benefits	\$ 0.00	\$ 0.00	\$ 0.00
Professional services contracts	\$ 22,868.00	\$ 11,459.00	\$ 17,950.00
-West & Company	\$ 9,250.00	\$ 8,750.00	\$ 9,250.00
-FCCRG Marketing	\$ 5,000.00	\$ 0.00	\$ 0.00
-Legal	\$ 8,000.00	\$ 0.00	\$ 8,000.00
-Ferguson & Foss (Survey & Map of land on CR 117 in Tryon Park)	\$ 0.00	\$ 2,400.00	\$ 0.00
-CFO	\$ 618.00	\$ 309.00	\$ 700.00
Supplies and materials	\$ 0.00	\$ 0.00	\$ 0.00
Tryon (See attached Tryon Budget)	\$ 49,275.00	\$ 28,640.55	\$ 114,322.00
Regional Business Park	\$ 5,500.00	\$ 5,300.00	\$ 3,000.00
Other operating expenditures	\$ 1,710.00	\$ 1,299.85	\$ 2,010.00
-Meetings	\$ 700.00	\$ 722.10	\$ 700.00
-NYSEDC Membership	\$ 750.00	\$ 0.00	\$ 750.00
-Town of Johnstown Fire Taxes	\$ 60.00	\$ 55.97	\$ 60.00
-Mileage	\$ 0.00	\$ 0.00	\$ 250.00
-NYSEDC's External Lead Generation Program	\$ 0.00	\$ 500.00	\$ 0.00
-Miscellaneous	\$ 200.00	\$ 21.78	\$ 250.00
<b>Nonoperating Expenditures</b>			
Payment of principal on debt	\$ 0.00	\$ 0.00	\$ 0.00
Interest and other financing charges	\$ 0.00	\$ 0.00	\$ 0.00
Grants and donations	\$ 0.00	\$ 0.00	\$ 0.00
Other nonoperating expenditures	\$ 0.00	\$ 0.00	\$ 0.00
<b>Total Expenditures</b>	<b>\$ 102,425.00</b>	<b>\$ 63,012.92</b>	<b>\$ 160,816.00</b>

IDA DISCUSSION:

IDA ACTION:

MOTION:

MADE BY:

SECONDED:

VOTE:

## **B. Regional Economic Development Brand:**

### **1. Background:**

- In September 2013, Mike Mullis, corporate site selector, visited the Fulton-Montgomery County Region to assess this Region's ability to attract a large corporation.
- During his public presentation at the Holiday Inn, Mr. Mullis advised that the Fulton-Montgomery Region is not well known in the business community. He recommended that the two (2) Counties brand themselves to develop a stronger identity.
- In October 2013, Fulton County and the Montgomery County IDA jointly hired North Star Destination Strategies from Nashville, TN to prepare a regional economic development brand.

### **2. What is a Regional Economic Development Brand:**

- In the United States, there are:
  - 8 : States with a Fulton County
  - 18 : States with a Montgomery County
  - 6 : States with both Fulton and Montgomery Counties: NY, GA, PA, OH, AR and KY
- North Star recommended that Fulton and Montgomery's brand must:
  - a. Establish a geographic identity for the Region.
  - b. Have a tagline tailored to business recruitment. What makes Fulton and Montgomery County Region special/different?

### **3. Fulton and Montgomery Counties' Regional Economic Development Brand:**

- Review Handout.

## **C. Executive Session:**

1. Upon a majority vote of its total membership, taken in an open meeting pursuant to a motion identifying the general area or areas of the subject or subjects to be considered, a public body may conduct an executive session for the below enumerated purposes only, provided, however, that no action by formal vote shall be taken to appropriate public moneys:
  - i. matters which will imperil the public safety if disclosed;
  - ii. any matter which may disclose the identity of a law enforcement agent or informer;
  - iii. information relating to current or future investigation or prosecution of a criminal offense which would imperil effective law enforcement if disclosed;
  - iv. discussions regarding proposed, pending or current litigation;
  - v. collective negotiations pursuant to article fourteen of the civil service law;



- vi. the medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation;
- vii. the preparation, grading or administration of examinations;
- viii. the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.**

MOTION: To go into Executive Session to discuss, **“the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.”**

MADE BY :  
 SECOND :  
 VOTE :  
 TIME :

MOTION : To go out of Executive Session.  
 MADE BY :  
 SECOND :  
 VOTE :  
 TIME :

**V. OTHER BUSINESS:**

**1. Next Meeting:**

Tuesday  
 November 10, 2015  
 8:00 a.m.

**VI. CLOSE MEETING:**

MOTION : To close the meeting.  
 MADE BY :  
 SECONDED :  
 VOTE :  
 TIME :