

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY
SEPTEMBER 13, 2016
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
___ TIM MUNN, MEMBER
___ KARA LAIS, IDA COUNSEL
___ JAMES MRAZ, IDA EXECUTIVE DIRECTOR
___ WILLIAM WALDRON, LIAISON
___ RON PETERS, FULTON COUNTY CENTER FOR REGIONAL GROWTH
___ MIKE ANICH, LEADER-HERALD

I. MINUTES FROM AUGUST 9, 2016 MEETING:

MOTION :
MADE BY :
SECONDED :
VOTE :

II. BUDGET REPORT:

MOTION :
MADE BY :
SECONDED :
VOTE :

III. COMMITTEE REPORTS:

A. Nominating Committee:

a. No report.

B. Audit Committee:

b. No report.

C. Governance Committee:

c. No report.

D. Finance Committee:

d. No report.

IV. OTHER REPORTS:

A. Fulton County Center for Regional Growth: Ron Peters

B. Fulton County Board of Supervisors' Economic Development Committee: Bill Waldron

V. OLD BUSINESS:

A. Tryon Technology Park Project:

1. Real Estate Marketing and Brokerage Services:

A. Proposals Received:

- At June 7, 2016 meeting, IDA authorized distributing a Request for Proposals (RFP) to commercial real estate brokers.
- Two (2) proposals were received on July 27, 2016 from:
 1. CBRE/Albany
 2. Berkshire Hathaway
- Interviews have been conducted with both firms. Three (3) IDA members participated in the interviews.
- Notes from these interviews were emailed to all IDA members on September 2, 2016.

B. Fulton County:

- The IDA and Fulton County have been partners in the development of Tryon.
- Fulton County has invested County funds into marketing Tryon through:
 1. Tryon Targeted Industry Analysis
 2. Tryon Lead Generation
 3. Tryon sign and banners
 4. Marketing Agreement with FCCRG
- At the August 31, 2016 Economic Development and Environment Committee, Jon Stead, Administrative Officer, advised that he thought the IDA Board should seek the consent of Fulton County prior to retaining a commercial real estate broker.

IDA DISCUSSION:

IDA ACTION:

MOTION:

MADE BY:

SECONDED:

VOTE:

2. Regional Business Training and Incubator Center:

A. Background:

- The IDA project involves repurposing the “F” Wing of Building 3 into the Regional Business Training and Incubator Center.

B. Project Funding:

- Total funding available for this project is:

- \$184,153	:	46%	:	Northern Borders Grant
- \$150,000	:	38%	:	Fulton County
- \$ 65,847	:	16%	:	IDA
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- \$400,000	:	100%	:	

C. Request for Proposals:

- An RFP was recently distributed to engineering firms requesting cost proposals to prepare an engineering evaluation on developing standalone HVAC, plumbing, electrical, water and sewer systems for the “F” Wing of Building 3.
- Four (4) proposals were received:

FIRM	ADDRESS	TOTAL FEE
C.T. Male	Latham, NY	\$10,070
McFarland Johnson	Binghamton, NY	\$13,600
M/E Engineering	Schenectady, NY	\$14,800
Friedman Fisher	Albany, NY	\$23,800

- On August 31, 2016, the Economic Development/Environment Committee recommended hiring C.T. Male to perform this work.
- On September 12, 2016, the Board of Supervisors adopted a resolution authorizing the Chairman to execute an Agreement with C.T. Male.

3. Proposed Solar Array:

- IDA Board hired C.T. Male to evaluate the feasibility of developing a solar array at the Tryon Technology Park.
- Key component of that evaluation is National Grid's determination of whether their electrical grid could accept the electricity to be generated by a solar array.
- National Grid is now requiring applications be filed formally requesting National Grid conduct an engineering evaluation of their electrical grid.
- C.T. Male has prepared the Application to submit to National Grid.

IDA DISCUSSION:

IDA ACTION:

MOTION: To authorize the Executive Director to execute the documents comprising the Application to National Grid to evaluate the feasibility of connecting a solar array at the Tryon Technology Park into National Grid's electrical grid.

MADE BY:

SECONDED:

VOTE:

4. Lead Generation:

- Applied Marketing is working on trying to identify companies that may be interested now or in the near future with moving into the Tryon Technology Park.

5. Repairs to Wastewater Pump Station:

- A problem developed recently with the auto dialer at the wastewater pump station.
- In addition, the Sheriff's Department asked that the auto dialer call the Department's administrative number and not 911.
- General Control Systems (GCS), who installed the system, was contacted to address issues.
- Total Invoice: \$718.64

IDA DISCUSSION:

IDA ACTION:

MOTION: To authorize a payment of \$718.64 to GCS for work on wastewater pump station.

MADE BY:

SECONDED:

VOTE:

B. 160 Enterprise Drive Property:

1. Background:

- IDA’s lease with the CIC expired on June 30, 2016.
- NBT has commenced a Foreclosure Proceeding against the property due to the CIC being delinquent on payments due NBT from a mortgage the CIC has on the property.
- Court has appointed Bill Keniry, Esq. from the law firm of Tabner, Ryan & Keniry in Albany, NY as the receiver to oversee operation, management and control of all aspects of 160 Enterprise Drive property.
- Kara Lais has been advised that NBT still intends to complete the foreclosure process

IDA DISCUSSION:

C. Johnstown Renewables:

1. Status Report:

- Johnstown Renewables started site work on July 19, 2016.
- Site work ongoing.

V. NEW BUSINESS:

A. Fulton County Center for Regional Growth Membership:

- The Fulton County Center for Regional Growth (FCCRG) has asked if the IDA would like to become a member of the FCCRG.
- FCCRG Membership Levels:

Diamond Sponsor \$5000.00

- * Platinum Level Benefits Plus
- * Ad Space on CRG’s website (Home, Sites & Facilities, and Membership Pages)
- * Mentioned in CRG’s Broadcasting Ads and Social Media
- * Optional Quarterly blog page on CRG’s website
- * Optional 3 months FREE ad space on CRG’s StateBook webpage
- * Marquis Sponsor at CRG’s Annual Event
- * Up to 16 Complimentary Passes to CRG’s Annual Event

Platinum Level \$2500.00

- * Personal Gold Benefits Plus
- * Optional blog page on CRG’s website twice a year
- * Entrée/ Event Sponsor at CRG’s Annual Event
- * Up to 10 Complimentary Passes to CRG’s Annual Event

Personal Gold Level \$1000.00

- * Silver Level Benefits Plus
- * Ad Space on CRG’s website (Sites & Facilities and Membership Pages)
- * Membership mentioned in CRG’s Social Media
- * Dessert/Specialty Sponsor at CRG’s Annual Event
- * Up to 8 Complimentary Passes to CRG’s Annual Event

Silver Level \$ 500.00

- * Bronze Level Benefits Plus
- * Opportunity for ad space on CRG's website (Membership Page)
- * Up to 4 Complimentary Passes to CRG's Annual Event

Bronze Level \$ 250.00

- * All Associate Level Benefits Plus
- * Link to Member's Website from Membership Directory Listing
- * Up to 2 Complimentary Passes to CRG's Annual Event

Associate Level \$ 100.00

- * Listing in CRG's Online Membership Directory
- * Recognition at CRG Events

IDA DISCUSSION:

IDA ACTION:

MOTION:

MADE BY:

SECONDED:

VOTE:

VI. OTHER BUSINESS:

A. NYS Police Presentation:

VII. NEXT MEETING:

Tuesday
October 11, 2016
8:00 a.m.

VIII. CLOSE MEETING:

MOTION :
MADE BY :
SECONDED :
VOTE :
TIME :