

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY
SEPTEMBER 13, 2016
8:00 A.M.

PLANNING DEPARTMENT CONFERENCE ROOM

MEETING NOTES

PRESENT:

TODD RULISON, CHAIRMAN
JOSEPH SEMIONE, VICE CHAIRMAN
WILLIAM SULLIVAN, TREASURER
DIANA PUTNAM, MEMBER
DAVE D'AMORE, MEMBER
TIM MUNN, MEMBER
JAMES MRAZ, IDA EXECUTIVE DIRECTOR
WILLIAM WALDRON, LIAISON

I. MINUTES FROM AUGUST 9, 2016 MEETING:

MOTION : Accept as presented.
MADE BY : Joseph Semione
SECONDED : Tim Munn
VOTE : Unanimous

II. BUDGET REPORT:

MOTION : Accept as presented.
MADE BY : Dave D'Amore
SECONDED : Tim Munn
VOTE : Unanimous

III. COMMITTEE REPORTS:

A. Nominating Committee:

- a. No report.

DISCUSSION: Todd Rulison stated that this year is quickly coming to an end. He stated that the Nominating Committee, appointed at the Annual Meeting earlier this year, consists of Joe Semione, Joe Gillis, Dave D'Amore and Tim Munn. He stated that the Nominating Committee should begin thinking about a slate of officers to present at the next Annual Meeting. Jim Mraz stated that the IDA's policy is now for the Chairman to rotate every two (2) years. He stated Todd Rulison is completing the second year of his term. As such, in accordance with the policy, a new Chairman will be needed in 2017. He advised the Nominating Committee that it needs to have a proposed slate of officers ready to present at the Annual Meeting which is typically held in January.

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

DISCUSSION: Bill Waldron stated that demolition work at Tryon will commence soon. He stated that the Demolition Team has projects in the towns and the Cities that also need to be done. He stated he was not sure when the Demolition Team would be able to complete the demolition work at Tryon.

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: Jim Mraz reviewed the information on the Agenda. He also reviewed a comparison of the two (2) firms' proposals as follows:

CBRE Albany	Berkshire Hathaway
1. Larger firm.	1. Smaller firm.
2. More commercial experience.	2. Less commercial experience.
3. 2 Brokers have significant commercial experience.	3. 2 Brokers: 1 very experienced 1 new and inexperienced
4. Fees: \$2,500/acre	4. Fees: 8%: 1 st \$500,000 6%: > \$500,000
5. Term: 2 years	5. Term: 1 year
6. Would get paid even if not involved with bringing company to Tryon.	6. Would get paid even if not involved in bringing company to Tryon.
7. Tryon's Strengths: - Infrastructure - Labor pool - Local approval process - Affordable	7. Tryon's Strengths: - Infrastructure - A/C in Building 3 - Topography
8. Tryon's weakness: Location/Distance from Interstate	8. Tryon's weakness: Location/Distance from Interstate

Bill Waldron stated that some Supervisors may be concerned with the IDA hiring a commercial real estate firm. He stated the County's currently pursuing several Tryon marketing initiatives. In addition, the County contracts with the FCCRG to market Fulton County, including Tryon. Several IDA members commented about the importance of the IDA maintaining a strong working relationship with the Board of Supervisors. There were several comments made that hiring a commercial real estate firm would not replace any of the marketing work Fulton County is currently pursuing but would be an additional tool that could be made available to help market Tryon. Bill Sullivan suggested the IDA ask the Board of Supervisors to provide

direction on whether or not the IDA should hire a commercial real estate broker. After a brief discussion, it was the consensus of all IDA members present to ask the Board of Supervisors whether or not they think the IDA should engage the services of a commercial real estate broker as part of the overall marketing strategy for Tryon. There was a brief discussion on which of the two (2) firms interviewed should be recommended for hiring if a decision is made to proceed with hiring a commercial real estate broker. It was agreed to wait until direction is received back from the Board of Supervisors to have that discussion.

IDA ACTION:

MOTION: To ask the Board of Supervisors for direction on whether the IDA should hire a commercial real estate broker to facilitate the sale of land and buildings at the Tryon Technology Park.

MADE BY: Dave D’Amore

SECONDED: Joe Semione

VOTE: Unanimous

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
- \$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: Jim Mraz reviewed the information on the Agenda. He stated that when C.T. Male was originally hired to perform this feasibility study, National Grid did not have this application processing in place. He stated there is a \$750 Application Fee to file this application. C.T. Male has agreed to pay for that fee out of their current contract with the IDA.

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: Joe Semione
SECONDED: Bill Sullivan
VOTE: Unanimous

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: Jim Mraz reviewed the information on the Agenda. He asked if there were any questions. There were none.

IDA ACTION:

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

MADE BY: Tim Munn
SECONDED: Diana Putnam
VOTE: Unanimous

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

C. Johnstown Renewables:

1. Status Report:

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

IDA DISCUSSION: Jim Mraz stated that Johnstown Renewables Project is moving along. He stated contractors are working six (6) days a week to try and complete the project on schedule. Concrete is being poured this week. Once the concrete is poured, the building and tanks will be installed immediately thereafter.

V. NEW BUSINESS:

A. Fulton County Center for Regional Growth Membership:

- The Fulton County Center for Regional Growth (FCCRG) recently 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: Jim Mraz stated that the IDA received a request from Ron Peters to consider becoming a member of the FCCRG. There was a consensus that the IDA should be a member of the FCCRG. There was a discussion regarding what membership level would be appropriate for the IDA.

IDA ACTION:

MOTION: To authorize the payment of \$1,000 to the FCCRG to become a Personal Gold Level Member of the FCCRG.

MADE BY: Dave D'Amore

SECONDED: Tim Munn

VOTE: 4 in favor, 2 opposed (Sullivan, Semione)

VI. OTHER BUSINESS:

A. NYS Police Presentation:

IDA DISCUSSION: Jim Mraz stated that the NYS Police wants to give recognition to both the IDA and Fulton County for allowing them to utilize buildings at Tryon for training. Jim Mraz stated that he spoke with Jon Stead regarding this matter. He stated it was agreed to ask the State Police to come to the October 11th Board of Supervisors' meeting and make a presentation to both the County and IDA. He stated once details of this are finalized, he will advise IDA members. He stated that all IDA members would be invited to attend this presentation.

VII. NEXT MEETING:

Tuesday

October 11, 2016

8:00 a.m.

VIII. CLOSE MEETING:

MOTION : To close the meeting
MADE BY : Joe Semione
SECONDED : Bill Sullivan
VOTE : Unanimous
TIME : 9:05 a.m.