

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY
NOVEMBER 10, 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
___ TIM MUNN, 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

INTRODUCE NEW IDA MEMBER:

- Tim Munn was appointed by the Board of Supervisors on November 9, 2015 to fill the vacancy created by the recent resignation of George Bevington.

I. MINUTES FROM OCTOBER 13, 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. OLD BUSINESS:

A. Tryon Technology Park Project:

1. Review Proposal from C.T. Male regarding development of a Solar Array:

a. Background:

- At the October 13, 2015 IDA meeting, Scott Goodwill, Division Manager for C.T. Male's Energy Services Group spoke to the IDA Board about the concept of constructing a solar array at Tryon.
- At the end of Mr. Goodwill's presentation, the IDA Board asked Mr. Goodwill to prepare a proposal to conduct a preliminary engineering evaluation on the size of a solar array that could be developed on a 30-60-acre parcel on the western edge of the Tryon parcel.

b. Review C.T. Male's Proposal:

- See Handout.

IDA DISCUSSION:

IDA ACTION:

MOTION:

MADE BY:

SECONDED:

VOTE:

2. Northern Borders Regional Commission Grant:

a. Background:

- Northern Borders Regional Commission (NBRC) has awarded a \$184,153 grant to the IDA to perform certain work on Building 3:
 - Restart HVAC System
 - Repair roof leaks
 - Interior/exterior renovations
- The local share of \$65,847 will be provided by the IDA.
- Fulton County has also appropriated \$150,000 into its 2016 Capital Budget towards this project.
- NBRC has advised that it does not want Fulton County's additional \$150,000 to be included into their project.

b. Grant Agreement:

- At its last meeting, the IDA Board agreed to have Fulton County take the lead on this project and serve as the contracting entity for the engineering and construction contract that will eventually be awarded.
- In order to do so, the NBRC has advised that Fulton County must become a co-applicant to their grant with the IDA.
- A formal request has been filed to get Fulton County to be a co-applicant with the IDA on the NBRC grant.

IDA DISCUSSION:

3. Empire State Health Solutions' Project:

a. License Agreement:

1) Background:

- At its May 12, 2015 meeting, the IDA Board authorized the Chairman to execute a License Agreement with Empire State Health Solutions (ESHS).
- The License Agreement allowed ESHS to start renovation work in the building on the lot they were going to purchase from the IDA.
- The License Agreement was to expire on October 31, 2015 or when ESHS purchased the lot, whichever occurred first.
- Since ESHS hasn't purchased the lot yet, the License Agreement expired on October 31st.
- ESHS has advised that they prefer to wait until January, 2016 to close on the lot.
- As a result, the License Agreement needs to be amended to extend the term.

2) Proposed Amendment No. 1:

- Proposed Amendment No. 1 would extend the term of the License Agreement to January 31, 2016.

IDA DISCUSSION:

IDA ACTION:

MOTION: To authorize the Chairman to execute Amendment No. 1 to the License Agreement with ESHS subject to the final review and approval of Amendment No. 1 by the IDA Attorney and Executive Director.

MADE BY:

SECONDED:

VOTE:

b. Electrical Service Agreement:

1) Background:

- The IDA owns the electrical system at Tryon.
- The long-term plan is to have National Grid install a new electrical service into Tryon along CR117 that they would own and maintain.
- Until this new service is installed, the electrical system must be operated and maintained by the IDA.
- At present, National Grid has a main electrical meter along the former access road into Tryon.
- National Grid is reading this master meter and sending a monthly bill to the IDA for all electrical consumption at Tryon.
- At present, the only uses of electricity at Tryon is ESHS and the wastewater pump station.
- ESHS has installed an electrical submeter that will be read at the same time that the main meter will be read to determine how much electricity ESHS is using.
- National Grid is invoicing the IDA, IDA is paying National Grid's invoice and ESHS is reimbursing the IDA.

2) Proposed Electrical Service Agreement:

- It is recommended that the IDA enter into a formal Agreement with ESHS that describes this arrangement and commits ESHS to reimburse the IDA for their electrical consumption.
- This Agreement would remain in effect until National Grid installed its new, permanent electric service and ESHS connects into that service.
- When that occurs, National Grid will invoice ESHS directly.

IDA DISCUSSION:

IDA ACTION:

MOTION: To authorize the Chairman to execute an Electrical Services Agreement with ESHS subject to the final review and approval of the Agreement by the IDA Attorney and Executive Director.

MADE BY:

SECONDED:

VOTE:

4. Tryon Targeted Industry Analysis and Marketing Plan:

a. Targeted Industry Cluster Analysis:

➤ Based upon the research conducted by DCG Corplan, the following seven (7) Targeted Industry Clusters have been identified:

- Biomedical R&D
- Food and Beverage
- HQ and Business Services
- Renewable Energy
- Software and Media
- Health Care Products and Services
- Electronics

➤ DCG Corplan has prepared industry prospectuses for each Targeted Industry Cluster.

- See Handout.

b. Lead Generation:

➤ DCG Corplan has retained the firm Applied Marketing from Cardinal, Indiana to identify potential leads in these Industry Clusters.

➤ Once a lead is identified, it will be turned over to Fulton County for Fulton County, IDA and/or FCCRG to follow-up and initiate contact with the lead.

➤ Applied Marketing will start work on February 1, 2016.

➤ Applied Marketing is not starting until February 1, 2016 to allow for two (2) work tasks to be completed:

- Tryon website
- Tryon Marketing Brochure

IDA DISCUSSION:

5. Door Lock for Control Building at Wastewater Pump Station:

- Door lock on door to Control Building is broken.
- Fulton County's Facilities Department will replace lock.
- Total Cost: \$99.00

IDA DISCUSSION:

IDA ACTION:

MOTION: To authorize purchasing a new lock for the door to the Tryon Wastewater Pump Station Control Building.

MADE BY:

SECONDED:

VOTE:

6. Wastewater Pump Station on South Side of CR107:

a. Phase I Project:

- As part of Fulton County's Infrastructure Improvement Project, an allowance was incorporated into the Contractor's contract to renovate the Wastewater Pump Station on the south side of CR107.
- This second pump station is shut down.
- This second pump station services all existing building on the south side of CR107.
- Actual cost to renovate pump station will far exceed the amount of money included in the Contractor's allowance.

b. Onsite Wastewater System:

- As a result, an investigation/evaluation is being conducted to determine the feasibility and cost of installing a standard septic system to serve the two (2) buildings on the south side of CR107 that the IDA Board has expressed an interest in potentially leasing.
- C.T. Male and the Fulton County Soil and Water Conservation District are conducting this investigation/evaluation.

IDA DISCUSSION:

V. NEW BUSINESS:

A. New York State Economic Development Council:

- The IDA has received an invoice in the amount of \$750 from the NYS Economic Development Council for 2016 dues.
- This amount was budgeted in the IDA's 2015 Budget.

IDA ACTION:

MOTION: To authorize a payment of \$750.00 to the NYS Economic Development Council for the 2016 dues.

MADE BY:

SECONDED:

VOTE:

B. IDA Seal:

- The IDA needs to purchase a new seal.
- The estimated cost of this seal is approximately \$40+/-.

IDA ACTION:

MOTION: To authorize the Executive Director to purchase a new seal for the Fulton County Industrial Development Agency.

MADE BY:

SECONDED:

VOTE:

V. OTHER BUSINESS:

A. 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 :

B. Next Meeting:

Tuesday
December 8, 2015
8:00 a.m.

VI. CLOSE MEETING:

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