

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY
MARCH 13, 2018
8:00 A.M.
1ST FLOOR CONFERENCE ROOM

AGENDA

PRESENT:

___ JOSEPH SEMIONE, CHAIRMAN
___ DAVE D'AMORE, VICE CHAIRMAN
___ WILLIAM SULLIVAN, TREASURER
___ JOE GILLIS, SECRETARY
___ DIANA PUTNAM, MEMBER
___ TODD RULISON, MEMBER
___ TIM MUNN, MEMBER
___ JAMES MRAZ, EXECUTIVE DIRECTOR
___ KARA LAIS, FITZGERALD, MORRIS, BAKER, FIRTH PC
___ SCOTT HENZE, PLANNING DIRECTOR
___ BILL WALDRON, LIAISON, ECONOMIC DEVELOPMENT COMMITTEE
___ RON PETERS, FCCRG
___ MIKE ANICH, LEADER-HERALD

I. MINUTES FROM FEBRUARY 13, 2018 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. Follow-up to Site Selector Forum:

1. One of the suggestions made by the Site Selectors was to improve the visual appearance of the Tryon Technology Park by:
 - a. Cutting down trees so Site Selectors/Companies could see the land/sites.
 - b. Cutting down underbrush and high grass in several areas.
 - c. Demolishing more buildings.
2. In response to that input:
 - a. Fulton County's Highway and Solid Waste Departments have cut down a number of trees.
 - b. The IDA hired contractor to cut down a lot of underbrush and high grass in several areas.
 - c. On December 28, 2017, the Board of Supervisors awarded a demolition contract to Dan's Hauling and Demo, Wynantskill, NY to:
 - 1) Demolish the two (2) large dormitories.
 - 2) Demolish two (2) additional buildings.
 - d. Dan's Hauling started demolition work on February 20, 2018.

IDA DISCUSSION:

V. NEW BUSINESS:

A. Review Draft Audit of IDA’s 2017 Financial Statements:

1. Key Finding:

- Based upon West & Company’s review of the IDA’s 2017 financial records, West & Company has issued an “unqualified opinion.”
- This is the best opinion the IDA can receive.
- The IDA has consistently received unqualified opinions on its audits.

2. Presentation by West & Company:

IDA DISCUSSION:

IDA ACTION:

MOTION: To approve the Audit as submitted by the West & Company and authorize the Executive Director to file the Audit in PARIS and Fulton County Treasurer.

MADE BY:

SECONDED:

VOTE:

B. Proposed Pioneer Window Project:

1. Background:

- Pioneer Windows Manufacturing Corporation (PWMC) operates a window manufacturing business at its 160,500 sf facility on Union Avenue Extension in the Johnstown Industrial Park.
- PWMC is a full-service supplier of architectural windows, doors, curtain walls, storefronts and other architectural aluminum products for residential, commercial and institutional buildings such as:
 - 1) Luxury high-rise apartment
 - 2) Schools
 - 3) Housing authority projects
 - 4) Colleges and universities
 - 5) Hospitals
 - 6) Libraries
- Pioneer is a certified manufacturer for the New York City School Construction Authority (NYCSCA).
- Pioneer currently employs approximately 150 people.

2. Proposed Project:

- PWMC is proposing to construct a 120,125+/- sf addition to its existing 160,500 sf manufacturing facility.
- This addition would be constructed on a 3.8 acre lot immediately adjacent to PWMC.
- The proposed project is needed to provide more space for manufacturing equipment and warehouse.
- The proposed project will create 75+/- new jobs.
- The total project cost is estimated to be \$11.2+/- million.
- The new building would be a metal building. Building height: 30'

3. Site:

- PWMC's existing 160,500 sf building sits on an 8.75 acre lot.
- The proposed 120,125 sf addition would be situated on a 3.91 acre parcel.
- PWMC desires to combine these two (2) lots into a 12.66 acre lot to maximize the area of the overall site that can be built on.
- PWMC will lease land from Union Coast, LLC.

4. Project Application:

- Union Coast, LLC has filed a Project Application with the IDA.
- The Application Fee has been paid.

5. IDA Benefits Requested:

- Union Coast, LLC's Project Application requests two (2) IDA benefits on the proposed 120,125+/- sf addition:
 - a. Property Tax Exemption (PILOT)
 - b. Sales Tax Exemption
 - c. Mortgage Recording Tax
- Total benefits requested would exceed \$100,000.
- These benefits would apply only to the 120,125+/- sf addition. No benefits would be provided to the existing 160,500 sf manufacturing facility.

6. Project Structure:

- Union Coast, LLC will lease its new facility to the IDA.
- The IDA will lease the new facility back to Union Coast, LLC.
- Union Coast, LLC will then sublease the facility to PWMC

7. Project Number:

- The project has been assigned the following Project Number: 1701-18-01-A

8. Site Plan Approval:

- On March 6, 2018, Union Coast, LLC submitted its Site Plan to the City of Johnstown Planning Board in accordance with the City's Zoning Ordinance.

9. SEQR:

- City Planning Board has agreed to conduct the SEQR Review.

10. Public Hearing:

- Since Union Coast, LLC's Project Application requests IDA benefits greater than \$100,000, a public hearing must be held.
- The public hearing must be held in the City of Johnstown.
- See attached Resolution.

IDA DISCUSSION:

IDA ACTION:

MOTION: To adopt the Resolution to schedule a Public Hearing relating to the Union Coast, LLC's Project.

MADE BY:

SECONDED:

VOTE:

VI. OTHER BUSINESS:

A. 2017 PILOT Report:

1. Background:

- Each year, the IDA monitors all PILOT Agreements it has on projects to verify that PILOT payments are being made per the PILOT Agreements.
- Each year, the IDA sends a letter to every company it has a PILOT with asking that they fill out a PILOT Report.
- The IDA also sends a similar letter to all local taxing jurisdictions impacted by an IDA PILOT. The information from local taxing jurisdictions is used to compare against the information received from companies.
- Initial letters were sent out on November 9, 2017.
- 2nd Request letters were sent on December 26, 2017.

2. Status Report:

- To date, the IDA has received responses from:

Companies:

YMCA

CG Roxane

Johnstown Renewables

Nathan Littauer Hospital

Swany

Municipalities/School Districts:

Town of Johnstown

Fulton County

City of Gloversville

City of Johnstown
 Greater Johnstown School District
 Fonda-Fultonville School District

3. 2017 PILOT Report:

- See attached.

4. As of January 1, 2018, the IDA has the following active projects:

Owner	Lessee	Address	Occupant	PILOT
IDA	Swany	115 Corporate Drive, Gloversville	Swany	Yes
IDA	CG Roxane	1 Old Sweet Road, Johnstown	CG Roxane	Yes
IDA	YMCA	213 Harrison Street, Gloversville	YMCA	No
IDA	Johnstown Renewables	Enterprise Drive, Johnstown	Johnstown Renewables	Yes

IDA DISCUSSION:

B. 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 :

VII. NEXT MEETING:

Tuesday
April 10, 2018
8:00 a.m.

VIII. CLOSE MEETING:

MOTION :
MADE BY :
SECONDED :
VOTE :
TIME :