

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY
JUNE 12, 2018
8:00 A.M.

PLANNING DEPARTMENT 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 MAY 8, 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. **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 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 will lease this 3.91+/- acre parcel from Union Coast, LLC.

4. IDA Benefits Requested:

- Pioneer Window's Project Application requests three (3) 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.
- Since Union Coast, LLC's Project Application requested IDA benefits greater than \$100,000, a public hearing must be held.
- These benefits would apply only to the 120,125+/- sf addition. No benefits would be provided to the existing 160,500 sf manufacturing facility.

5. 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

6. Project Number:

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

7. SEQR:

- At its April 3, 2018 meeting, the City Planning Board completed the SEQR Review by issuing a negative declaration.

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.
- On April 3, 2018, the City of Johnstown Planning Board conditionally approved the Site Plan for this project.

9. Public Hearing:

- A public hearing was held in the IDA office on March 28, 2018 at 10:00 a.m.
- Two (2) persons spoke at the public hearing:
 - Craig Talarico, Councilman-At-Large, City of Johnstown
 - George DiMarco, President, Johnstown Water Board

IDA DISCUSSION:

B. Century Linen Project:

- Ron Peters recently advised the County’s Economic Development Committee that Century Linen has scrapped its project on Union Avenue Extension in Johnstown.
- Ron Peters stated he was working with Century Linen to revamp its planned expansion project to go elsewhere.

IDA DISCUSSION:

V. NEW BUSINESS:

A. Lease of Lands at Tryon:

1. Background:
 - IDA previously leased approximately 40 acres of land at \$30/acre at Tryon to Tim Korona to grow crops.
 - Mr. Korona did not want to lease the lands this year.
2. Proposed Lease:
 - IDA received a proposal from R & R Farms, LLC to lease lands to grow crops.
 - 40 acres @ \$30/acre.

IDA DISCUSSION:

IDA ACTION:

MOTION: To authorize the Chairman to execute a 1-year lease with R & R Farms, LLC to lease lands at Tryon to grow crops.

MADE BY:

SECONDED:

VOTE:

B. Fulton County Development Strategy:

1. Tryon Development Area Recommendations:
 - a. Fulton County should prepare a one-page “sell sheet” that focuses specifically on the market demand for executive-level housing. The sheet should include information on growth in households with incomes over \$100,000 and the lack of executive level housing in the County.
 - b. Fulton County should market the residential plan in conjunction with the Technology Park as “Tryon Technology Park and Village.” The vision for an upscale residential village adjacent to the Technology Park can help support tenant recruitment efforts for the Park. This, in turn, will help induce demand for housing in the village as new businesses move into the Park. The County should enhance the Tryon website to help

promote and market the vision for Tryon as a business park and residential community. Erie Station Village and Erie Station Business Park in Henrietta, New York is a good example of this approach.

- c. Fulton County should focus on neighborhood-serving retail like a coffee house, bar or restaurant. Potential uses should be carefully designed to be contemporary and fresh to complement the housing in that development area that should be targeted to professionals and executives. In the near term, it is more feasible to recruit a small café or similar business to locate on the Tryon Campus. As housing is built, new retail development may become feasible in the “village” area.
- d. Fulton County should consider partnering with a developer on a “Phase I” project. The type of housing envisioned in Tryon Village represents a largely unproven market, which may deter developers. The County should be prepared to engage in a partnership to entice a developer, such as putting in a small portion of the new road. The purpose of this will be to demonstrate a market for the types of homes included in the vision, which will attract additional private investment. Alternatively, it may demonstrate a need to shift the vision for Tryon Village, such as towards more workforce-level housing.

IDA DISCUSSION:

VI. 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 :

VII. NEXT MEETING:

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

VIII. CLOSE MEETING:

MOTION :
 MADE BY :
 SECONDED :
 VOTE :
 TIME :