

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY
FEBRUARY 14, 2023
8:00 A.M.

PLANNING DEPARTMENT CONFERENCE ROOM

MEETING NOTES

PRESENT:

MIKE FITZGERALD, CHAIRMAN
SUE COLLINS, VICE CHAIRMAN
JOSEPH GILLIS, SECRETARY
TODD RULISON, TREASURER (ZOOM)
JOSEPH SEMIONE, MEMBER
DAVID D'AMORE, MEMBER
DR. GREG TRUCKENMILLER, MEMBER
JAMES MRAZ, EXECUTIVE DIRECTOR
KARA LAIS, FITZGERALD, MORRIS, BAKER, FIRTH PC
SCOTT HENZE, PLANNING DIRECTOR
DENIS WILSON, FULTON COUNTY CENTER FOR REGIONAL GROWTH

I. MINUTES FROM JANUARY 10, 2023 MEETING:

MOTION : Accept as presented.
MADE BY : Dr. Greg Truckenmiller
SECONDED : Sue Collins
VOTE : Unanimous

II. BUDGET REPORT:

MOTION : Accept as presented.
MADE BY : Joe Semione
SECONDED : Dave D'Amore
VOTE : Unanimous

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Dave D'Amore

IDA DISCUSSION: Dave D'Amore approved the Monthly Bank Reconciliation Reports.

C. Governance Committee:

- No report.

D. Finance Committee:

- No report.

IV. FULTON COUNTY/FULTON COUNTY CENTER FOR REGIONAL GROWTH (FCCRG) REPORTS:

1. Fulton County Report:
2. FCCRG Report: (See attached.) Denis Wilson

V. OLD BUSINESS:

A. Nexus Renewables:

- Nothing new to report.

B. Winstanley Enterprises Project:

1. Option Agreement:

- Option Agreement has been executed.

2. Invoice from Fitzgerald, Morris, Baker, Firth (FMBF):

- IDA received the following invoice from FMBF:
 - Winstanley Enterprises Acquisitions LLC Purchase: \$6,420.00
- IDA has received \$7,500 from Winstanley to cover legal expenses.

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 in the amount of \$6,420 to Fitzgerald, Morris, Baker, Firth.

MADE BY: Sue Collins

SECONDED: Joe Semione

VOTE: Unanimous

C. Back-up Generator Project:

- Backup generator has been installed.
- National Grid has been contacted to turn on gas to generator.
- Once gas is turned on, Koval can start generator and provide training to County Facilities' staff.
- Koval will be providing a 2-year Maintenance Agreement to the County.

D. Benjamin Moore Project:

1. Background:

➤ In 2021, the IDA authorized sales tax exemptions be provided to the proposed Benjamin Moore Project:

Total Project Cost	:	\$17,750,000
Total Costs Subject to Sales Tax	:	\$ 9,000,000
Total Sales Tax Exemptions Approved	:	\$ 720,000

2. Requests to Increase Total Sales Tax Exemptions:

- In 2022, the IDA approved a request from Benjamin Moore to increase the total sales tax exemptions for their Expansion Project.
- In 2023, Benjamin Moore has submitted a second request to increase the total sales tax exemptions for their Expansion Project:

		<u>Original</u>	<u>2022 Revision</u>	<u>Proposed 2023 Revision</u>
Total Costs Subject to Sales Tax	:	\$9,000,000	\$10,400,000	\$13,400,000
Total Sales Tax Exemptions	:	\$ 720,000	\$ 832,000	\$ 1,072,000

- The reason cited by Benjamin Moore for making this request is inflation continues to drive up the cost of materials.

3. Public Hearing:

- General Municipal Law requires a public hearing when benefits exceeding \$100,000 are proposed to be provided.
- This request would authorize an additional \$240,000 in sales tax exemptions.
- A public hearing on this request for additional sales tax exemptions will be scheduled for:

**Monday
February 27, 2023
10:00 a.m.
Conference Room**

➤ See attached Resolution.

IDA DISCUSSION: Joe Semione stated that he has a conflict of interest with this Agenda item and left the meeting at 8:13 a.m.

Jim Mraz reviewed the information on the Agenda. He then referenced the Resolution that was attached. He asked if there were any questions. Joe Gillis asked if there is a limit on the number of times a company can ask for an increase in the sales tax exemption? Kara Lais stated, "No." Dave D'Amore asked if there was any way to ask a company to prove that it's incurring increased costs? Kara Lais stated that the IDA could ask a company to provide a revised project budget showing the increases in costs. She stated this is not an unusual request and has been happening quite frequently in today's market. Jim Mraz stated that the company does provide proof of these increased costs in the reports it must file with the State. Each year a company receiving sales tax exemptions must file a form with the State documenting the amount of costs they actually incurred in the previous year for which sales tax exemptions were granted. He stated this proof is provided kind of after the fact. Jim Mraz asked if there were any further questions. There were none.

IDA ACTION:

MOTION: To adopt a resolution authorizing a public hearing with respect to the Benjamin Moore & Co. Project in connection with an increase of the authorized sales tax exemption.

MADE BY: Joe Gillis
SECONDED: Dave D'Amore
VOTE: Unanimous

(NOTE: Joe Semione returned to the meeting at 8:19 a.m.)

VI. NEW BUSINESS:

A. 2022 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 22, 2022.
 - Follow-up letters were sent out on December 21, 2022.
2. PILOT Reports were sent to the following:
 - a. Companies:
 - Vireo Health (sales tax only)

YMCA
 CG Roxane
 Benjamin Moore
 Hoffman Carwash

- b. Municipality/School Districts:
 Fulton County
 City of Johnstown
 Town of Johnstown
 Greater Johnstown School District
 Fonda-Fultonville School District
 Gloversville School District

3. Status Report:

- To date, the IDA has received responses from:
 - a. Companies:
 Benjamin Moore
 Hoffman Carwash
 CG Roxane
 - b. Municipalities/School Districts:
 Fulton County
 Town of Johnstown
 Greater Johnstown School District
 Gloversville School District
- Two (2) issues were identified with PILOT payments. The local taxing jurisdictions were notified and are taking actions to address the issues.

4. As of January 1, 2023, the IDA has the following active projects:

Company	Address
CG Roxane	1 Old Sweet Road, Johnstown, NY
YMCA	213 Harrison Street, Gloversville, NY
Benjamin Moore	N. Side Union Avenue Extension, Johnstown, NY
Vireo Health	CR117, Johnstown, NY
Hoffmans Carwash	342 S. Kingsboro Ave. Ext, Gloversville, NY

5. As of January 1, 2023, the IDA has the following active PILOT Agreements:

Company	Address	Date PILOT Expires
CG Roxane	1 Old Sweet Road, Johnstown	11/2023
Benjamin Moore	155 Union Avenue Extension, Johnstown	2032
Hoffmans Carwash	237 S. Kingsboro Avenue Extension, Gloversville, NY	12/2032

NOTE: IDA Board has approved granting a PILOT to Vireo Health of NY but the PILOT Agreement has yet to be executed.

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

B. 2023 Goals:

1. Proposed 2023 Goals:
 - a) Identify and develop shovel-ready sites.
 - b) Work with the City of Gloversville to find alternate uses for the Crossroads Business Park.
 - c) Support the FCCRG and Fulton County's efforts at Brownfield's remediation.
 - d) Seek grant funding to perform asbestos abatement and demolition work at buildings at Tryon.
 - e) Hold a joint meeting between the FCCRG and IDA Boards.
 - f) Continue Board training.
 - g) IDA participate in a Countywide discussion on housing.

2. Review Strategies Contained in 2016 and 2022 Labor Market Analysis Reports:
 - See attached.

IDA DISCUSSION: Jim Mraz reviewed the information on the Agenda. He then reviewed the strategies contained in the two (2) Labor Market Analysis Reports that were attached to the Agenda. There was a general discussion about housing. It was suggested that another goal be added that the IDA participate in a Countywide discussion on housing as a goal for 2023.

IDA ACTION:

MOTION: To adopt these goals for 2023.

MADE BY: Mike Fitzgerald
SECONDED: Sue Collins
VOTE: Unanimous

C. Treasury Bills:

- Funds invested into Treasury Bills on Tuesday, August 16, 2022.
- Funds were invested in 3-month, 6-month, 9-month and 12-month T-Bills.
- Interest rates were:

3-month	:	2.37%	matures:	11/17/22
6-month	:	2.89%	matures:	2/16/23
9-month	:	2.91%	matures:	5/18/23
12-month	:	3.18%	matures:	8/10/23

- The first 3-month T-Bill was reinvested for 12 months at an interest rate of 4.540% and is set to expire on November 2, 2023.
- The second 6-month T-Bill is set to expire on February 16, 2023.
- Current interest rates as of February 8, 2023 are:

3-month	:	4.36%
6-month	:	4.67%
9-month	:	4.62%
12-month	:	4.72%

- The plan was to reinvest the second T-Bill for another 12 months.

IDA DISCUSSION: Jim Mraz reviewed the information on the Agenda. He stated that the plan is to reinvest this second T-Bill for another 12 months. He stated because of the current rates being favorable, he recommended that the IDA consider investing another \$500,000 into a 6-month T-Bill. He suggested a 6-month T-Bill because it is a shorter timeframe in the event that the IDA needed funds and the fact that the rate for the 6-month T-Bill is almost the same as the 12-month T-Bill. After a brief discussion, it was the unanimous consensus of all members present to invest another \$500,000 into a 6-month T-Bill.

IDA ACTION:

MOTION: Authorize the CFO to renew the existing T-Bill for 12 months and to invest another \$500,000 into a 6-month T-Bill

MADE BY: Joe Semione

SECONDED: Joe Gillis

VOTE: Unanimous

D. ST-62:

1. ABO requires IDA's to annually file an ST-62 Form titled "IDA Annual Compliance report State Sales Tax Recapture."
2. The ST-62 asks if an IDA:
 - Granted any new sales tax exemption in the previous calendar year.
 - Amended any sales tax exemptions in the previous calendar year.
 - Moved to recapture sales tax benefits given to a company in the previous calendar year.
3. In 2022, the IDA:
 - Amended the amount of sales tax exemptions for the Benjamin Moore Expansion Project.
 - Did not move to recapture any sales tax benefits.
 - Did not approve any new sales tax exemptions.
4. IDA Chairman needs to be authorized to sign and submit this ST-62 for the fiscal year ending December 31, 2022.
5. ST-62 must be filed by March 31, 2023.

IDA DISCUSSION: Jim Mraz reviewed the information on the Agenda. He referenced the ST-62 Form that was attached to the Agenda. He asked if there were any questions. There were none.

IDA ACTION:

MOTION: To authorize the Chairman to sign and submit an ST-62 Form for fiscal year ending December 31, 2022.

MADE BY: Dave D'Amore

SECONDED: Dr. Greg Truckenmiller

VOTE: Unanimous

VII. OTHER BUSINESS:

A. Board Training:

1. Key Reporting Dates for 2023:

DATE	TASK
January	<ul style="list-style-type: none"> • CFO sends Annual Financial Report to Auditor. • CFO sends PILOT Administrative Fee invoices to companies that have PILOT's with IDA
February Board Meeting	<ul style="list-style-type: none"> • IDA Board approves ST-62 Form
February 28 th	<ul style="list-style-type: none"> • Executive Director files ST-62 Form with NYS Department of Taxation and Finance
March Board Meeting	<ul style="list-style-type: none"> • IDA Board receives Annual Audit from Auditor • IDA Board receives and approve Annual Report • IDA Board reviews ST-340 Forms files by Project Sponsors
March 31 st	<ul style="list-style-type: none"> • Executive Director submits approved Audit to: <ol style="list-style-type: none"> 1) Commissioner, NYSDEC 2) NYS Comptroller 3) Fulton County Board of Supervisors • ABO's deadline for filing required reports under PARIS. • Executive Director files the following reports under PARIS: <ul style="list-style-type: none"> - Audit - Annual Report - Investment Report - Procurement Report
September Board Meeting	<ul style="list-style-type: none"> • Executive Director presents draft Budget for next Fiscal Year to IDA Board • Executive Director sends draft Budget to Board of Supervisors
October Board Meeting	<ul style="list-style-type: none"> • IDA Board adopts Budget
November 1 st	<ul style="list-style-type: none"> • ABO' deadline to adopt Budget • Executive Director files Budget Report under PARIS
December	<ul style="list-style-type: none"> • CFO sends PILOT Reports to companies and taxing jurisdictions

2. Three (3) new laws were signed by Governor Hochul that will impact IDA's:

a. Chapter 766 of the Laws of 2022 – Effective January 1, 2023 – Sending Initial Resolutions and Deviation Notices to Affected Taxing Jurisdictions:

This new law requires IDA's to send copies of the following resolutions by certified mail, return receipt requested, to the chief executive officers of each affected taxing jurisdiction ("ATJ"):

- Initial resolutions describing proposed IDA projects.
- Resolutions describing any proposed deviation from an IDA's Uniform Tax Exemption Policy, or UTEP.

This new law requires IDA's to send its "Inducement Resolution" by certified mail, return receipt requested to:

- a. The chief executive officers of each ATJ.
- b. Where a school district is involved, the certified mailing should be sent to both the School Board and School Superintendent. Likewise, any Deviation Notices must now be sent in the same fashion.

b. Chapter 708 of the Laws of 2022 – Effective February 14, 2023 – Sending Notices for PILOT Agreement Expirations and Terminations:

This new law will require IDA's to send notices of expiration for all PILOT Agreements at least two (2) years prior to the contract end date, or immediately if a PILOT Agreement is otherwise terminated for any reason.

This new law requires IDA's to send notices of expiration for PILOT Agreements to ATJ's at least two years prior to the contact expiration date, and immediately if terminated sooner. This notice mechanism will help IDA's and ATJ's better manage the process for transitioning exempt parcels from Roll Section 8 (exempt) to Roll Section 1 (taxable) when PILOT Agreement expire or are terminated. The expiration and termination notices will allow IDA's and ATJ's to work cooperatively to both anticipate and budget for PILOT expirations, and to also work with local assessors to confirm the process and timing for issuance of regular tax bills.

c. Chapter 799 of the Laws of 2022 – Effective December 28, 2022 – Notice of Assessment Challenges:

This new law requires any person or entity making payments under a PILOT Agreement to provide written notification to any agency (IDA) and/or any ATJ's receiving PILOT payments at least 45 days before filing for a change of assessment.

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 : Dr. Greg Truckenmiller
SECOND : Joe Semione
VOTE : Unanimous

TIME : 8:40 a.m.

MOTION : To go out of Executive Session.

MADE BY : Joe Gillis
SECOND : Dr. Greg Truckenmiller
VOTE : Unanimous

TIME : 9:50 a.m.

VIII. NEXT MEETING:

Tuesday
March 14, 2023
8:00 a.m.

IX. CLOSE MEETING:

MOTION : To close the meeting.
MADE BY : Mike Fitzgerald
SECONDED : Todd Rulison
VOTE : Unanimous

TIME : 9:50 a.m.

Fulton County Center for Regional Growth

February 2023

Business Marketing / Business Leads / Business Inquires

1. CRG closed an agricultural loan through the 6-County Job Development Authority Agriculture Loan program.
2. Again this month we have had several new business inquires. Among them, an engine repair business, and a small agricultural business.
3. Assisting Caroga Lake with a possible opportunity.
4. The out-of-state glove sewing operation purchased Samco Manufacturing and has relocated to 34 West Fulton Street. They currently have around 12 employees.
5. Phase II studies are to begin on two sites as part of the Fulton County EPA Brownfield Grant program.
6. Both the 2022 Microenterprise and 2021 Microenterprise CARES Act Grant Programs continue to be successful. We are approaching 100 grants since the inception of the programs 6 years ago.
7. Six-county Brownfield Summit update. Event set for April 25 – 26.
8. Countywide Loan Fund – closed on one loan this month.
9. CRG signed an agreement to administer the City of Johnstown Loan Fund.
10. CRG hosted a Legislative Meet & Greet with our new state senator and assembly representatives. Nearly 100 people from the Fulton County economic and business community attended.
11. The Gloversville Downtown Revitalization Initiative administration is underway. We have been meeting with project awardees, making sure they get their updated budgets and costs together, and CRG is initiating contact with state agencies on their behalf.
12. Working with the City of Gloversville on the BOA (Brownfield Opportunity Area), specifically the “Crescent Area” of the city, to help transform sites into community investment properties.

Adopted February 14, 2023

Introduced by Joe Gillis
who moved its adoption.

Seconded by Dave D'Amore

**RESOLUTION AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE
BENJAMIN MOORE & CO. PROJECT IN CONNECTION WITH AN INCREASE OF THE
AUTHORIZED SALES TAX EXEMPTION**

WHEREAS, Benjamin Moore & Co., a New Jersey corporation, authorized to do business in the State of New York (the "Company"), has received approval from the Agency to undertake a project (the "Project") for the benefit of the Company consisting of: (i) the acquisition of an interest in a certain parcel or parcels of real property located at 161 Union Avenue, City of Johnstown, County of Fulton, State of New York (the "Land") and referred to as tax map parcel number 174.14-1-8; (ii) the construction of an 120,000+/- square foot addition to the existing facility for manufacturing space and equipment storage (collectively referred to as the "Facility"); and (iii) the acquisition and installation therein of certain furnishing and fixtures (the "Equipment" and together with the Land and the Facility, collectively (the "Project Facility") to be used in connection with the contemplated uses; and (iv) the lease of the Project Facility back to the Company, and (v) the providing of financial assistance to the Company for qualifying portions of the project in the form of sales and use tax exemptions, a mortgage recording tax exemption, if requested, and a partial real property tax abatement consistent with the policies of the Agency, all pursuant to Title 1 of Article 18-A of the General Municipal Law of the State of New York and Section 895-c of the General Municipal Law (collectively, the "Act"); and

WHEREAS, the Agency and the Company entered into a Lease Agreement and related documents all dated as of December 4, 2020 in regard to the Project, as more particularly defined therein; and

WHEREAS, due to increased costs, the Company requested and on March 8, 2022, the Agency approved of an increase in the sales tax exemption authorization to \$832,000, based on \$10,400,000 in purchases; and

WHEREAS, in order to complete the Project, the Company has made application to the Agency requesting that the Agency extend the project completion date and sales tax appointment date through May 31, 2023 and to increase the amount of the sales tax exemption based on increased project costs; and

WHEREAS, in order to complete the Project and due to increased costs and inflation, the Company has requested an additional increase in the sales tax exemption authorization to \$1,072,000, based on \$13,400,000 in purchases; and

WHEREAS, Chapters 356 and 357 of the Laws of 1993 require that prior to granting financial assistance of more than \$100,000.00 to any project, an Agency must (i) adopt a resolution describing the project and the financial assistance contemplated by the Agency with respect thereto, and (ii) hold a public hearing in the city, town or village where the project proposes to locate upon at least ten (10) days published notice and, at the same time, provide notice of such hearing to the Chief Executive Officer of each affected taxing jurisdiction within which the project is located; and

WHEREAS, the Agency desires to authorize the scheduling and holding of a public hearing concerning the request to increase the amount of the exemption from sales tax.

NOW, THEREFORE, BE IT RESOLVED:

1. The proposed financial assistance being contemplated by the Agency includes an exemption from all state and local sales and use taxes with respect to the qualifying personal property included within the Project or used in the acquisition, construction or equipping of the Project in the estimated amount of \$1,072,000 (previously approved \$832,000) based on purchases in the amount of \$13,400,000.

2. The Agency is hereby authorized to schedule and conduct a public hearing pursuant to Article 18-A of the General Municipal Law on February 27, 2023 at 10:00 am, local time at the Fulton County IDA Offices located at 1 East Montgomery Street, City of Johnstown, County of Fulton, New York, in connection with the proposed Project. The hearing will also be live streamed livestreamed at www.fcida.org/join-us. The Agency hereby further authorizes the posting and publication of a Notice of Public Hearing for the Project in accordance with the Act and the Agency's policies and procedures.

3. This resolution shall take effect immediately.

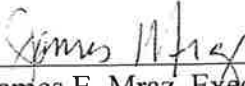
The foregoing resolution was thereupon declared duly adopted.

AYES: 6
NAYS: 0
ABSENT: 0
ABSTAIN: 1 (Joe Semione)

This is to certify that I, James E. Mraz, Executive Director of the Fulton County Industrial Development Agency, do hereby certify that the foregoing is a true and correct copy and the whole thereof of a Resolution duly adopted by the Fulton County Industrial Development Agency on the 14th day of February, 2023.

In witness whereof, I have hereto set my hand and affixed the official seal of the Fulton County Industrial Development Agency on this 14th day of February, 2023.

[SEAL]



James E. Mraz, Executive Director

REVIEW OF STRATEGIES RECOMMENDED IN 2016 AND 2022 LABOR MARKET ANALYSIS REPORTS

STRATEGY GROUPS	2016	2022
<p>1. Strength – Opportunity Strategies</p>	<ul style="list-style-type: none"> Market the Region as low-cost alternative to either Albany or Utica markets, citing time to markets and labor draw. Target specific industries that are prevalent in both lateral markets but are not currently present in the Fulton-Montgomery Co. Region. Foster population growth and diversity with focus on marketing to “Millennials”, urbanites, or other transplants seeking a less expensive and recreation-oriented location to raise families. Develop a specialized “Grey Collar” labor force with unique skills geared to agri-science, advanced manufacturing, food development, R & D, and energy. Encourage “Smart growth” initiatives that promote compact, transit-oriented, walkable, bicycle-friendly land use, including neighborhood schools, complete streets, and mixed-use development with a range of housing choices. Promote solar farm use for large undeveloped sites as well as forest biomass from Adirondack Park. 	<ul style="list-style-type: none"> Market the Region as alternative to either Albany or Utica markets, citing time to markets and labor draw. Target specific industries that are prevalent in both lateral markets but are not currently present in the Fulton Co. Reg. LMA that can take advantage of available knowledge workers. Foster population growth and diversity with focus on marketing to “Gen-Xers”, urbanites, or other transplants seeking an outdoor recreation-oriented location to raise families.
<p>2. Weakness – Opportunity Strategies</p>	<ul style="list-style-type: none"> Development of an I-90 connector road into Fulton County is a priority. Investigate possibility of freight rail service to the Region, possibly as an intermodal facility. Investigate commuter bus routes expansion to allow for rush hour mass transit commutes to Albany and Utica, with north-south routing throughout the Fulton-Montgomery County Region. Investigate seasonal water taxi service along the Mohawk River in Montgomery County, with coordinated jitney or van service to work centers throughout the Region. New job training and educational focus should be on locally viable employment targets, capable of retaining the largest labor force possible, including tele-commuting industries that can overcome lack of worker motivation. Develop “soft” personal skills at the high school level to insure that work entrants are more properly prepared to enter the job market. 	<ul style="list-style-type: none"> Investigate commuter bus routes expansion to allow for rush hour mass transit commutes to Albany and Utica, with north-south routing throughout the Fulton Co. Reg. LMA County Region. Promote local entrepreneurial activity in new product development with training matches by local institutions to provide job-ready applicants in manufacturing industries. Develop affordable housing options close to work centers to attract new labor to the region. Provide innovative programs to help lessen the burden of restrictive governmental regulations to allow for business growth.
<p>3. Strength – Threat Strategies</p>	<ul style="list-style-type: none"> Dedicated efforts should be coordinated with academia to attract and graduate more “knowledge workers” to the area and, if necessary, to incentivize company retention that employ larger numbers of these workers. Sustainability of new company attraction will depend on continued monitoring of and adjustments to operational costs by local building owners, suppliers, and vendors to 	<ul style="list-style-type: none"> Dedicated efforts should be coordinated with academia to attract and graduate more “knowledge workers” to the area and, if necessary, to incentivize company retention that employ larger numbers of these workers. Sustainability of new company attraction will depend on continued monitoring of and adjustments to operational costs by local building owners, suppliers, and vendors to improve the Fulton Co. Region’s affordability.

<p>4. Weakness – Threats Strategies</p>	<p>maintain the Fulton-Montgomery Co. Region’s affordability.</p> <ul style="list-style-type: none"> Respond to local employer’s supply chain comments by proactively recruiting new vendors to the area to support local sourcing of materials and services. Meeting or exceeding the market offerings of other competitive areas, especially in the area of incentives will be of crucial importance. Judicious implementation of the Start Up-NY should be considered as other areas will also be competing for this program. PILOT or other property tax incentives for new investment should be considered. Leveraging of assets such as Tryon as a “technology park” aimed at attracting high tech. companies to the Region is a key strategy, but awareness of other regional attempts such as the Saratoga Technology + Energy Park (STEP) with its narrow focus have not been successful undertakings. 	<ul style="list-style-type: none"> Meeting or exceeding the market offerings of other competitive areas, especially in the area of incentives will be of crucial importance. Judicious implementation of available NY State incentives should be considered as other areas will also be competing for these programs. PILOT or other property tax incentives for new investment should be considered to reduce operating costs. Take advantage of training opportunities to raise level of entry-level worker readiness for new employers.
	<ul style="list-style-type: none"> Proactive marketing efforts should be instilled that will indicate the “Tri-Cities” (Amsterdam, Johnstown, and Gloversville) and the Fulton-Montgomery Co. Region’s specific location advantages as distinct and unique from other areas of New York State and the Northeast for business attraction. As a gateway location to the Adirondack Park, the Region’s many recreational and quality of life amenities are important elements in the marketing strategy. Organizations such as the Adirondacks Gateway Council (AGC) in Glens Falls already market business and recreational potential together under one umbrella – follow this lead for the Fulton-Montgomery Co. Region. Promotion of “Grey Collar” technical workers that can provide technology support in a number of industries to the lateral markets of Albany and Utica from a centrally located base will enliven the local job market. Announcements of new project development studies for cultural and recreational amenities, as well as healthcare facilities can be beneficial in combating image of complacency with current image perception by outsiders. Proactive efforts to attract higher earning workers to the Region by improving the housing stock among other investments will be necessary to counteract the “Blue Collar” perception of the area, especially among retailers. 	<ul style="list-style-type: none"> Proactive marketing efforts to market the Fulton Co. Region’s specific location advantages as distinct and unique from other areas of New York State and the Northeast for use in business attraction. As a gateway location to the Adirondack Park, the Region’s many recreational and quality of life amenities are important elements in the marketing strategy. Follow “best practices” by other economic development organizations that market business and recreational potential together under one umbrella – follow this lead for the Fulton Co. Region. Promotion of the availability of technical workers that can provide technology support in several industries to the lateral markets of Albany and Utica from a centrally located base will enliven the local job market. Encourage new project development studies for cultural and recreational amenities, as well as healthcare facilities can be beneficial in combating image of complacency with current image perception by outsiders. Proactive efforts to attract higher earning workers to the Region by improving the housing stock among other investments will be necessary to counteract the “Blue Collar” perception of the area. Rising crime rates in parts of Albany and Schenectady are detrimental to attracting new families to the area. Promotion of successful instances of community policing and other interdictions designed to mitigate crime perception is vital. Concentrated outreach to local employers to raise awareness of training opportunities available from public academic institutions.



IDA Annual Compliance Report State Sales Tax Recapture

For IDA fiscal year ending 12 31 22
(mmdyy)

Due within 90 days of the end of each fiscal year.

IDA information

Name of IDA Fulton County		Telephone number (518) 736-5660	
Street address 1 E., Montgomery St.		State NY	ZIP code 12095
City Johnstown			

Terms and conditions for the recapture of state sales tax exemption benefits for projects established, amended, or extended on or after March 28, 2013

1 Did the IDA provide state sales tax exemption benefits to any project established, amended, or extended during the fiscal year entered above? 1 Yes No
 If Yes, continue below.
 If No, skip to question 3.

2 When an IDA establishes a project, appoints an agent/project operator, or amends or extends a project established in a prior year, the IDA must include terms and conditions for the recapture of state sales tax exemption benefits in its resolutions and project documents. This applies to all projects established, amended, or extended on or after March 28, 2013 (see instructions).

Did the IDA use the same terms and conditions regarding the recapture of state sales tax exemption benefits in the project documents for each of its projects (as described above)? 2 Yes No

If Yes, attach a copy of the terms and conditions used.

If No, attach a copy of each version used. Be sure to identify the projects to which each version of the terms and conditions relate.

If the IDA did not include terms and conditions for the recapture of state sales tax exemption benefits in the project documents, attach a list of these projects (see instructions).

Activities and efforts to recapture state sales tax exemption benefits for projects established, amended, or extended on or after March 28, 2013

3 Did the IDA make efforts to recapture any state sales and use tax exemption benefits from an agent, project operator, or other person or entity (see instructions)? 3 Yes No
 If Yes, continue below.
 If No, skip question 4 and complete the Certification below.

4 Did the IDA file Form ST-65, IDA Report of Recaptured Sales and Use Tax Benefits, for each recapture, and remit the funds to the Tax Department? 4 Yes No

If Yes, you must keep a copy of Form ST-65 and supporting documentation related to the recapture activities.

If No, attach an explanation of the IDA's recapture efforts (see instructions).

Certification

I certify that the above statements are true, complete, and correct, and that no material information has been omitted. I make these statements with the knowledge that willfully providing false or fraudulent information with this document may constitute a felony or other crime under New York State Law, punishable by a substantial fine and possible jail sentence. I also understand that the Tax Department is authorized to investigate the validity of any information entered on this document.

Print name of person signing on behalf of the IDA Mike Fitzgerald	Print title of person signing on behalf of the IDA Chairman	Date 02-14-2023	Telephone number (518) 736-5660
Signature			

Mailing instructions

Mail completed form and attachments to:

**NYS TAX DEPARTMENT
IDA UNIT
W A HARRIMAN CAMPUS
ALBANY NY 12227-0866**

If not using U.S. Mail, see Publication 55, Designated Private Delivery Services.