

# FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

FRIDAY  
MARCH 17, 2023  
8:00 A.M.

PLANNING DEPARTMENT CONFERENCE ROOM

## AGENDA

PRESENT:

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

### I. MINUTES FROM FEBRUARY 14, 2023 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:

- Monthly Bank Reconciliation Report: Mike Fitzgerald

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.) Geoff Peck

**V. OLD BUSINESS:**

A. Nexus Renewables:

- Nothing new to report.

B. Winstanley Enterprises Project:

- Nothing new to report.

C. Back-up Generator Project:

- Backup generator has been installed.
- National Grid has turned on gas to generator.
- Koval was at the site on March 7, 2023 to train County Facilities staff. Upon opening the cabinet to the generator, Koval discovered rust and corrosion in numerous locations on the generator.
- Koval summarized that salt spray from the truck that transported the generator to the site got up underneath the generator's enclosure and caused the rust and corrosion.
- Given this finding, the training was cancelled.
- Koval contacted its supplier who contacted Generac to discuss what to do.
- Waiting to hear back from Generac on what they plan to do to address this issue.

IDA DISCUSSION:

**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
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 was held on Monday, February 27, 2023.
- No one spoke at the hearing.

4. Resolution:

- See attached Resolution.

IDA DISCUSSION:

IDA ACTION:

MOTION: To adopt a Resolution approving of an increase in sales tax exemptions in connection with the Benjamin Moore & Company Project.

MADE BY:

SECONDED:

VOTE:

**VI. NEW BUSINESS:**

**A. Review Audit of IDA's 2022 Financial Statements:**

1. Key Finding:

- Based upon West & Company's review of the IDA's 2022 financial records, West & Company has issued an "unmodified opinion."
- This is the best opinion the IDA can receive.
- The IDA has consistently received unmodified opinions on its audits.
- Draft Audit was emailed to IDA Board members on March 7, 2023.

2. Presentation by West & Company:

IDA DISCUSSION:

IDA ACTION:

MOTION: To approve the 2022 Audit as submitted by the West & Company and authorize West & Company and the Executive Director to file the Audit in PARIS and with Fulton County Treasurer, Commissioner of Department of Economic Development, NYS Comptroller and to post it on the IDA's website.

MADE BY:

SECONDED:

VOTE:

**B. IDA's 2022 Annual Report:**

- IDA's 2022 Annual Report has been prepared in accordance with the ABO's requirements.
- Report was e-mailed to IDA Board members on March 7, 2023.

IDA DISCUSSION:

IDA ACTION:

MOTION: To approve the 2022 Annual Report and authorize and direct the Executive Director to file the Annual Report under PARIS and with the Board of Supervisors and post the report on the IDA's website.

MADE BY:

SECONDED:

VOTE:

**VII. OTHER BUSINESS:**

**A. Board Training:**

1. Public Work Enhancement Fund:

a) Background:

- NYS Department of Labor has a Public Work Enhancement Fund that was established by Chapter 511 of the Laws of 1995 (as amended by Chapter 513 of the Laws of 1997, Chapter 655 of the Laws of 1999, Chapter 376 of the Law of 2003, and Chapter 407 of the Laws of 2005).
- This Law requires each State agency or public benefit corporation (IDA's) that enters into a public work contract to pay one tenth (0.1) of one percent (0.01) of the total cost of the contract to this Fund.

b) Notice of Agency Responsibility:

- The IDA received, on February 7, 2023, a form from the NYTS Department of Labor. (See attached.)
- The form needs to be signed by the Chairman.

IDA DISCUSSION:

IDA ACTION:

MOTION:

MADE BY:

SECONDED:

VOTE:

2. Fulton County's 2018 Housing Strategy:

a) Key Findings:

- 1) There is a shortage of new single-family professional and executive level housing in the County.
- 2) There is a current and future need for a variety of housing options for empty nesters to accommodate their increased mobility, reduce maintenance demands and encourage the turn-over of housing that would appeal to younger families.
- 3) There is a shortage of mixed-use neighborhoods outside of the Cities. These types of neighborhoods appeal to the nation's largest demographic segments: baby boomers and millennials.
- 4) There is strong current and future demand for new senior housing to meet changing lifestyles and accessibility needs in the form of apartments and patio homes which are smaller, easier to maintain and provide a good bridge to retirement for many households.
- 5) There are a number of formerly productive, but currently vacant, institutional and manufacturing properties. Some can be adaptively reused but others will need to be demolished, at least in part, and redeveloped.

- 6) The Cities need rich amenities to attract people to live in downtown. Mixed-use places with gathering spaces, public art, open space, recreation trails, attractive streetscapes, Wi-Fi access and adequate and safe parking are needed to meet the contemporary expectations of residents and visitors. Housing is going to occur first in those communities that have these amenities.

b) Goals and Recommendations:

- See attached.

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 :

**VIII. NEXT MEETING:**

Tuesday  
April 11, 2023  
8:00 a.m.

**IX. CLOSE MEETING:**

MOTION :  
MADE BY :  
SECONDED :  
VOTE :

TIME :

## ***Fulton County Center for Regional Growth***

**March 2023**

### **Business Marketing / Business Leads / Business Inquires**

1. Recently participated in another zoom meeting that provided updates on the State's NANO program and advanced manufacturing efforts in NYS.
2. CRG is currently working on another agricultural loan through the 6-County Job Development Authority Agriculture Loan program.
3. Met with the County, County Planning, and the IDA on the Fulton County Site Development Process.
4. CRG's Fulton County EPA Brownfield Program will be conducting a public outreach meeting in the next 30 days. Date TBA.
5. Both the 2022 Microenterprise and 2021 Microenterprise CARES Act Grant Programs continue to be successful. Looking at the possibility of receiving more Microenterprise Grant money from the state.
6. The second annual six-county Brownfield Developers Summit is taking place on April 25 – 26. Registration is open on the MVEDD website, and a program brochure will be available soon.
7. CRG's first approved City of Johnstown Loan is scheduled to close in two weeks.
8. 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.
9. 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.
10. Winstanley submitted Tryon in response to a site RFP received by CRG.



Adopted March 14, 2023

Introduced by \_\_\_\_\_  
who moved its adoption.

Seconded by \_\_\_\_\_

**RESOLUTION APPROVING OF AN INCREASE IN SALES TAX EXEMPTION IN  
CONNECTION WITH THE BENJAMIN MOORE & CO. PROJECT**

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 extended the project completion date and sales tax appointment date through May 31, 2023; and

WHEREAS, in order to complete the Project and due to additional 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, a public hearing was held on February 27, 2023 pursuant to Article 18-A of the Act before taking official action relating to the Project.

**NOW, THEREFORE, BE IT RESOLVED:**

1. That the Agency does hereby approve of an increase in the sales tax exemption authorization to purchases in an amount of Thirteen Million Four Hundred Thousand Dollars

(\$13,400,000.00) (previously \$10,400,00.00), thereby increasing the total sales tax exemption authorization to One Million Seventy-Two Thousand Dollars (\$1,072,000.00).

2. That the Company shall be responsible for any fees, costs and expenses relating to this transaction, including the additional administrative fee due the Agency based on the increase in the total project cost, Agency's legal fees and any other fees and expenses.

3. That the Agency does hereby authorize the Chief Executive Officer or the Chair of the Agency, upon advice and consent of Agency Counsel, to execute and deliver on behalf of the Agency any and all documents necessary to consummate the transaction.

4. This resolution shall take effect immediately.

The foregoing resolution was thereupon declared duly adopted.

AYES:

NAYS:

ABSENT:

ABSTAIN:

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 March, 2023.

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

[SEAL]

\_\_\_\_\_  
James E. Mraz, Executive Director



Fulton County Industrial Development Agency  
1 East Montgomery Street  
JOHNSTOWN NY, 12095

FEB 27 2023

A handwritten signature in blue ink that appears to be "ome" is circled with a blue ink scribble.

February 2, 2023

**RE: Public Work Enforcement Fund**

Dear James Mraz,

As a State agency or public benefit corporation engaged in certain construction or reconstruction, maintenance or repair contracts, it is your responsibility to contribute to the Public Work Enforcement Fund (PWEF) as established by Chapter 511 of the Laws of 1995 (as amended by Chapter 513 of the Laws of 1997, Chapter 655 of the Laws of 1999, chapter 376 of the Laws of 2003, and Chapter 407 of the Laws of 2005).

This Law requires each State agency or public benefit corporation (e.g. public authority) that enters into a public work contract to pay one tenth (0.1) of one percent (0.01) of the total cost of the contract to this Fund. The full explanation is contained on the accompanying notice.

Please sign and return the affirmation notice attesting to your review of the supplied information and your agency or public benefit corporation's responsibility concerning the Public Work Enforcement Fund.

If your signed notice is not received within 30 days of the date of this letter, your agency or public benefit corporation will be referred to the Office of the State Comptroller for further action

Sincerely,

A handwritten signature in black ink that reads "Shaun McCready".

Shaun McCready  
Director  
Bureau of Public Work

# WE ARE YOUR DOL



Department  
of Labor

## Bureau of Public Work

### Public Work Enforcement Fund

#### Notice of Agency/Public Benefit Corporation Responsibility

As a State agency or public benefit corporation engaged in certain construction or reconstruction, maintenance or repair contracts, it is your responsibility to contribute to the Public Work Enforcement Fund (PWEF). This Law requires each State agency or public benefit corporation (e.g. public authority) that enters into a public work contract to pay one tenth (0.1) of one percent (0.01) of the total cost of the contract\* to this Fund.

\*(Total Cost of Contract x 0.001 = Amount to be paid to Fund)

For contracts which are not approved or administered by the Office of the State Comptroller, monthly reports and payments for deposit into the Public Work Enforcement Fund must be sent to: Department of Labor, Administrative Finance Bureau- PWEF Unit, Building 12, Room 464, State Office Campus, Albany, NY 12226 within 30 days of the end of each month or on a payment schedule mutually agreed upon with DOL.

Reports should contain the following information:

- Name and billing address of State agency or public benefit corporation;
- State agency or public benefit corporation contact and phone number;
- Name and address of contractor receiving the award;
- Contract number and effective dates;
- Contract amount and PWEF assessment charge (if contract amount has been amended, reflect increase or decrease to original contract and the adjustment in the PWEF charge); and
- Brief description of the work to be performed under each contract.

Any questions regarding submission of monthly reports and/or payments should be directed to NYSDOL's Administrative Finance Bureau-PWEF Unit at (518) 485-9730 and any questions regarding Public Work Contracts should be directed to the Bureau of Public Work at (518) 457-5589. Albany, NY 12226

Please sign and return this notice to:

Public Work Enforcement Fund Notice  
NYS Department of Labor, Bureau of Public Work  
SOBC, Bldg. 12, Rm. 130  
Albany, NY 12226

To the best of my knowledge and belief I affirm that for all construction or reconstruction, maintenance or repair contracts let by our agency/public authority, we will adhere to the requirements of the Division of Budget Policy & Reporting Manual, section B-610, regarding the Public Work Enforcement Fund.

Signature

Print Name and Title

Agency / Public Authority

Date

W. Averell Harriman State Office Campus  
Building 12, Room 130, Albany, NY 12226

[www.labor.ny.gov](http://www.labor.ny.gov)

## J. Implementation Plan

The following goals and recommendations are provided:

### GOAL ONE: MARKETING AND PROMOTION

The County has completed a marketing campaign that focused on quality of life and sending e-newsletters to developers to increase awareness of the County's offerings. However, additional promotion must be undertaken to attract new households and new workers. Fulton County has a professional planning and economic development staff and capable strategic partners. However, successful implementation of the Housing Strategy will require the commitment of additional staff and/or consultant time.

#### 1. Fulton County should market and promote the Fulton County Housing Strategy.

- a) Fulton County should pursue dedicating existing staff time, hiring new staff or hiring a consultant to promote development of new housing and rehabilitation of existing housing.
- b) Fulton County should aggressively market and promote this Housing Strategy as an overarching blueprint to expand housing supply and choice.
- c) Fulton County should provide the submarket summaries and detailed profiles in *Appendix A: Housing Submarket Profiles* to potential developers to facilitate discussion of market opportunities.
- d) Fulton County should distribute the Housing Strategy to all municipalities and assist municipalities to identify sites for residential development.
- e) Fulton County should distribute the Housing Strategy to the real estate community.

#### 2. Fulton County should market and promote its property values, affordability and quality of life.

- a) Fulton County should educate developers about its natural environment, abundant recreational resources and quality of life in communities where "affordable" means undiscovered value and convenience.
- b) Fulton County should market and promote itself to millennial individuals and family households.
  - i. Conduct listening sessions with current millennial families to understand why they have remained in or moved to Fulton County. Share those stories at the Housing Summit and with potential developers.
  - ii. Increase housing choice including downtown living options, market-rate rentals, lofts and other open plan housing choices.
  - iii. Integrate this housing with concentrated small business enhancement, especially in modern "convenience" services like coffee shops, local food vendors, farm-to table restaurants and unique eating and drinking establishments.

- iv. Encourage the construction of new smaller homes. Since affordability is an issue for current families, millennial households and some empty nesters, providing well-designed smaller homes on smaller lots will minimize the amount of subsidy required for homes to sell.
- c) Fulton County should market the County as a place to live, work and play, its competitive land price, wage rates, healthy community/recreation and growing diversity in housing products including:
  - i. Integrate messages about livability into all business recruitment marketing.
  - ii. Target millennial and family households.
  - iii. Develop unique products, materials, advertising and video that communicate how rewarding it is to live in Fulton County.
  - iv. Produce a marketing profile for each submarket to advertise its opportunities and work closely with the communities to integrate the profile into their local promotion efforts.
  - v. Continue to use E-Newsletter to make developers aware of opportunities and keep Fulton County front and center as they think about future development opportunities.
  - vi. Support local efforts to develop a strong branding and promotional program for each community as part of an overall county strategy.

**3. Fulton County should market and promote specific sites across the County:**

- a) Fulton County should market the three Primary Development Areas: Hales Mills, Vail Mills, Tryon; the two priority housing sites at County Route 107 in Perth and Hales Mills Road Site (near the Golf Course) in Johnstown and specific sites identified for adaptive reuse by the Cities.
- b) Fulton County should establish internal priorities among the sites with unique marketing messages, and allocate marketing and promotion efforts accordingly. As new sites are identified, graphic site plans and color renderings should be prepared to promote them and add to the County's portfolio.

**4. Fulton County should conduct a Housing Summit.**

- a) Fulton County should conduct an annual Housing Summit like the Vision 2026 Summit conducted in 2016. The goals of this Summit would be to bring together municipal leaders, property owners, housing developers and the real estate community to network, develop partnerships and learn about the Housing Strategy.
- b) Fulton County should design the Summit to present the Housing Strategy, introduce regional housing developers, identify preferred residential development sites in each community, share new programs for housing rehabilitation and homeownership, and educate about financial incentives for developers, homebuyers and renters.

**GOAL TWO: CREATE A DIVERSE CHOICE OF HOUSING PRODUCTS**

While existing housing and land suitable for new residential development is readily available and relatively affordable, Fulton County should support more modern choices of housing types at a variety of price points.

- 1. Fulton County should encourage the development of new senior housing initiatives for baby boomers and empty nesters of all incomes and activity levels.**
  - a) Fulton County should meet with developers of active senior retirement communities to look at the Hales Mills Development Area and the Hales Mills Road Extension residential area adjacent to the golf course. Although Fulton County has incredible recreation amenities, it lacks active retirement or adult (age 55+) communities linked to recreation like a golf course.
  - b) Fulton County should encourage the Fulton County Community Heritage Corporation (CHC), a NYS designated Rural Preservation Company to consider developing additional senior housing.
  - c) Fulton County should encourage the Cities, Towns and Villages to consider co-housing models and elder cottage/tiny homes, in-law cottages and other forms of elder housing which offer more community support than cottage communities.
  
- 2. Fulton County should conduct a housing developer solicitation to pursue mixed-use developments with a strong residential component.**
  - a) Fulton County should advance mixed-use development at Hales Mills, Vail Mills, and Tryon Development Areas and sites identified by the Cities.
  
- 3. Fulton County should encourage development of middle income and executive level single-family housing and market-rate rental housing.**
  - a) Fulton County should conduct a housing developer solicitation to pursue site specific housing projects at the five development areas and sites identified by the Cities.
  - b) Fulton County should market the Hales Mills and Tryon Development Areas for executive level housing.
  - c) Fulton County should work with realtors and local companies to track demand for housing.

**GOAL THREE: PROMOTE DOWNTOWN REVITALIZATION IN THE CITIES**

Fulton County should continue to partner with the Cities of Gloversville and Johnstown, supporting them to become thriving and creative centers to live, work, shop and visit.

1. **The Cities should build/create/develop amenities in their downtowns to attract people to live downtown.**
  - a) Fulton County should support the Cities by helping to identify important public space, historic preservation, streetscaping, gateway improvements, and trails and recreation projects that improve quality of life.
  - b) Fulton County should provide planning support and assistance with preparing and administrating grants for priority projects.
  - c) Fulton County should structure larger Countywide programs that advance multiple projects rather than having individual communities compete against each other for limited finds.
  
2. **Fulton County should partner with the City of Gloversville to implement its Downtown Development Strategy.**
  - a) Fulton County should continue its collaboration with the City of Gloversville and implement its Downtown Development Strategy.
  
3. **Fulton County should encourage and assist the City of Johnstown to hire a professional consultant to prepare a Downtown Development Strategy.**
  - a) Fulton County should work with the City of Johnstown to hire a consultant and develop a strategy consistent with the preliminary plan.
  
4. **Fulton County should secure Technical Assistance and Implementation Grants from the New York State Homes and Community Renewal's Main Street (NYMS) Program.**
  - a) Fulton County should seek \$500,000 in NYMS funding. The Main Street Technical Assistance program provides small grants for planning activities and market assessments to determine the most feasible Main Street investments. Fulton County should use the NYMS funding to hire an architect and/or engineer to evaluate downtown properties in each City and prioritize properties with the best odds of being reused.
  - b) Fulton County should complete site and target area or site specific financial feasibility and market analysis to facilitate identified residential development projects.



**GOAL FOUR: PROMOTE A VARIETY OF HOUSING PROGRAMS AND INCENTIVES.**

Fulton County should take a lead role in developing a County Housing Program that involves a housing rehabilitation program and the development of new housing. Fulton County should hire an experienced housing consultant to guide and assist in developing this program and obtaining initial funding.

**1. Fulton County should hire a housing consultant to lead and guide implementation of Countywide housing programs.**

- a) To supplement existing staff capacity, Fulton County should hire an experienced housing consultant to guide implementation of the Housing Strategy.

**2. Fulton County should develop a Countywide Housing Rehabilitation Program.**

- a) Fulton County should hire a consultant who specializes in housing rehabilitation and in developing affordable and mixed-income housing. The consultant should inventory and prioritize potential housing rehabilitation target areas Countywide, apply for funding to rehabilitate existing housing, abate problems including lead paint, preserve historic features and address code deficiencies, deliver the housing rehabilitation assistance program, and develop model housing rehabilitation guidelines and materials that can be used Countywide.
- b) Fulton County should encourage the Cities, Towns and Villages to apply for funds through NYS Homes and Community Renewal Community Development Block Grant Program and through the Consolidated Funding Application process to promote housing rehabilitation throughout Fulton County.

**3. Fulton County should develop a Countywide Homebuyer Assistance Program with a focus on attracting millennial families.**

- a) Fulton County should direct its housing consultant to apply for funding through NYS Homes and Community Renewal to fund a first-time homebuyer program that can assist with the purchase of existing for-sale properties as well as new construction housing projects. The consultant should develop program guidelines that target assistance to households the County needs to attract – with a focus on attracting millennials.

**4. Fulton County should develop a Countywide Anchor Building Rehabilitation/Reuse Program to promote rehabilitation and adaptive reuse of important properties.**

- a) Fulton County should direct its housing consultant to apply for funding through NYS Homes and Community Renewal NYMS to fund this program.

**5. Fulton County should establish a Countywide Neighborhood Preservation Company to develop an affordable housing program.**

- a) Fulton County should reach out to surrounding communities including the Capital Region Community Loan Fund or Better Neighborhoods Inc. in Schenectady County to partner on

specific affordable housing projects or components of mixed-income and mixed-use development initiatives.

## **GOAL FIVE: PROMOTE AND ENCOURAGE SMART TARGETED DEVELOPMENT**

Fulton County should help communities make their local land management frameworks supportive of residential development and control key parcels with the greatest odds of sustainable housing investment.

- 1. Fulton County should promote adoption of regulations in Cities, Towns and Villages that are housing friendly.**
  - a) Fulton County should encourage local communities to make their local land management frameworks supportive of residential development and to control key parcels with the greatest odds of sustainable housing investment. Housing-friendly codes can offer developers flexibility and reduce infrastructure and land development costs, making housing more affordable.
- 2. Fulton County should educate its Cities, Towns and Villages to adopt special land management tools to encourage investment.**
  - a) Fulton County should help its municipalities to adopt development-friendly land use tools including cluster zoning, planned development districts, conservation design subdivisions, density bonus, LEED standards, and design standards. Codes should protect single family housing in the Cities, encourage upper story residential uses, encourage mixed use, and allow smaller lot sizes to reduce land purchase costs and allow smaller lots and homes to increase affordability.
- 3. Fulton County should help the Cities and Towns to develop and implement code compliance programs to help property owners bring their buildings into compliance with the NYS Uniform Fire Prevention and Building Code.**
  - a) Fulton County should help the Cities, Towns and Villages to focus code enforcement and blight reduction in target areas to make a visible impact, and address property maintenance and building code violations. They should also obtain State grants to assist downtown property owners to make second and third floor space usable for offices and residences.
- 4. Fulton County should track land that becomes municipally owned through tax foreclosure and develop a preferred redevelopment program with incentives.**
  - a) Fulton County should take advantage of the considerable supply of properties in the foreclosure process that represent affordable targets for rehabilitation and redevelopment if they can be assembled and offered to pre-qualified buyers with financial incentives. Preference in homebuyer grant awards could be given to households that agree to rehabilitate a foreclosed home.

5. **Fulton County should consider development of a land bank to assemble sites.**
  - a) Fulton County should review and understand the means to create a land bank provided within the State of New York Land Bank Act (Section 1600 of the NY Not-For-Profit Corporation Law). At the Housing Summit or other venue, discuss the potential of forming a land bank and consider whether an existing non-profit organization exists that could serve as a land bank.

#### **GOAL SIX: IMPLEMENT SUBMARKET RECOMMENDATIONS**

Fulton County should help the submarkets to accomplish the recommendations made for each.

1. **Fulton County should help the Hales Mills submarket by distributing the Hales Mills Development Area brochure, completing infrastructure extension, developing a phasing schedule to coordinate buildout, adjusting land management tools to facilitate development, and marketing the proposed housing near the golf course as an active senior neighborhood.**
2. **Fulton County should help the Vail Mills Submarket by distributing the Vail Mills Development Area brochure, implementing findings of hotel make analysis, ensuring that retail investments happen concurrent with residential building and adjusting land management tools to facilitate development, as necessary.**
3. **Fulton County should help City of Gloversville and City of Johnstown submarkets to promote urban character and opportunities for social connections that appeal to millennials, empty nesters and young families, develop mixed-use modern apartment complexes and assisted-living/senior housing, modernize homes, and use programs like the NY Main Street Program to encourage building restoration and incentives for upper story housing.**
4. **Fulton County should help the Mayfield Submarket to focus on families with children and encourage development of senior housing and other options to meet the needs of the increasing elderly year-round population. They should help the Town to apply for State and Federal financial assistance to develop new housing and improve substandard housing through modernization and rehabilitation, and promote the Town through ongoing County marketing efforts.**
5. **Fulton County should help the Northampton/Northville Submarket to advance housing related actions identified in the Town of Northampton and Village of Northville local plans to develop senior housing, housing rehabilitation, housing attractive to young families, and reuse of upper story spaces. They should promote Northampton in ongoing Fulton County marketing efforts. The County should support current efforts to update zoning in Northville to build on amenities and attractions including walkability, mobility, cultural destinations, and shopping to maintain a highly social environment. They should consider ways to link projects to the Great Sacandaga Lake to create unique economic assets.**
6. **Fulton County should help the Broadalbin/Perth Submarket to advance housing related actions identified in the Town of Perth and Town of Broadalbin local plans including accessory apartments and consider use of elder cottages, apartment buildings, multi-family attached housing and senior housing. They should promote the Tryon Primary Development located in**

the Town of Perth and develop a phasing schedule to coordinate build out of various elements at Tryon and County Route 107.

7. **Fulton County should help the Caroga/Bleecker Submarket to advance housing related recommendations in local plans including promoting housing diversity and concentration of housing in the Town Center to support the growth and development at its core. In Ephratah, develop low-maintenance types of housing including senior housing, apartments, condominiums, and assisted living centers. It should also promote Caroga/Bleecker in ongoing County marketing efforts, adjust land management tools to facilitate development, as necessary and consider ways to link projects to the various lakes.**