

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY
SEPTEMBER 12, 2023
8:00 A.M.

PLANNING DEPARTMENT CONFERENCE ROOM

AGENDA

PRESENT:

___ MIKE FITZGERALD, CHAIRMAN
___ SUE COLLINS, VICE CHAIRMAN
___ JOSEPH GILLIS, SECRETARY
___ TODD RULISON, TREASURER
___ 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
___ JACK WILSON, TOWN OF JOHNSTOWN
___ CHRISTINE VAN VALKENBURGH, TOWN OF JOHNSTOWN

I. MINUTES FROM AUGUST 8, 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.) Denis Wilson

V. OLD BUSINESS:

A. Nexus Renewables:

- Nexus still expecting to receive National Grid's approval of the interconnect in 3rd quarter of 2023.
- Once interconnect approval is received, Nexus will obtain quotes to construct solar project.

IDA DISCUSSION:

B. Winstanley Enterprises Project:

1. Tryon Electric Service:

- NG is currently implementing a project that will bring an additional 7-8 MW of distribution level power to Tryon. That project should be done in the 4Q of '24 or early '25.
- NG has said that if a company wants to move to Tryon and it needs 13.2 kV distribution level power, NG is obligated to provide that power at their cost.
- WE will rely on the 7-8 MW of additional power NG is bringing to Tryon. If WE is successful in attracting companies to Tryon that would use all of this 7-8 MW of additional power, WE would then rely on NG to bring more distribution level power to Tryon. This approach will limit WE to only working with companies that need 13.2 level of power or less.
- WE is also exploring incorporating co-generation into future projects to generate the additional power needed that was not available from NG's 13.2 service.

IDA DISCUSSION:

C. Back-up Generator Project:

- Punchlist was prepared and submitted to Koval.
- Once punchlist is complete, final payment will be processed.
- At August meeting, the Board authorized installing an Uninterrupted Power Supply (UPS) on the sewer pump and changing some programming on the pumps to allow them to automatically restart when the generator shuts off.
- UPS has been ordered.

IDA DISCUSSION:

D. Vireo Health Project:

1. Sales Tax Exemptions:

- a) On July 13, 2021, the IDA Board approved granting up to \$2,251,520 in sales tax exemptions.

- b) On August 9, 2022, the IDA Board authorized increasing the total sales tax exemptions available from \$2,251,520 to \$3,284,534 contingent upon Vireo signing either a standard Lease or an Agent and Equipment Lease.
- c) On May 9, 2023, the IDA Board authorized extending from May 31, 2023 to October 31, 2023 the deadline for using sales tax exemptions. This approval was granted contingent upon Vireo signing an Agent and Equipment Lease and paying the balance of the Administrative Fee owed the IDA.
- d) To date, the Lease has not been executed.

IDA DISCUSSION:

VII. NEW BUSINESS:

A. Proposed 2024 IDA Budget:

- IDA Board must adopt a 2024 Budget by November 1, 2023.
- Draft 2024 Budget is attached.
- Key details include:
 - Proposed budget totals \$244,220 which is an increase of \$40,600 from 2023.
 - Proposed Tryon Budget totals \$15,450 which is an increase of \$3,150 from 2023.
- See attached.

IDA DISCUSSION:

B. NYS Economic Development Council (NYSEDC):

- NYSEDC's Fall IDA Academy will be held on:

Thursday
November 9, 2023
9:00 a.m. – 4:30 p.m.
3 Willows Event Center
Lyon Falls, New York

- See Agenda attached.
- Anyone interested in attending should contact Jim Mraz or Carol Ellis to get registered.

IDA DISCUSSION:

C. 2023 Rural Housing Coalition's Annual Conference:

- Rural Housing Coalition's Annual Conference will be held on:

Monday-Wednesday
September 18-20, 2023
Lake George, NY

IDA DISCUSSION:

VIII. OTHER BUSINESS:

A. Board Training:

1. Uniform Tax Exemption Policy (UTEP):

a. Draft Revised UTEP:

- At the last several meetings, the IDA Board has discussed making changes to the Agency's UTEP.
- All of the proposed changes have been incorporated into a draft revised UTEP.
- Draft revised UTEP emailed to IDA Board members on August 30, 2023.
- Review draft revised UTEP.

b. Next Step:

- Approve proposed changes and authorize distribution of draft revised UTEP to local taxing jurisdictions.

IDA DISCUSSION:

IDA ACTION:

MOTION:

MADE BY:

SECONDED:

VOTE:

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 :

IX. NEXT MEETING:

Tuesday
October 10, 2023
8:00 a.m.

X. CLOSE MEETING:

MOTION :
MADE BY :
SECONDED :
VOTE :

TIME :

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

PROPOSED 2024 BUDGET FOR TRYON TECHNOLOGY PARK

REVENUE	ADOPTED 2023 BUDGET	PROPOSED 2024 BUDGET
A. Lease:	\$ 5,000.00	\$ 15,000.00
Winstanley Reimbursement for Mowing	\$ -	\$ 10,000.00
Gloversville Water Board: Year 3	\$ 5,000.00	\$ 5,000.00
EXPENDITURE	ADOPTED 2023 BUDGET	PROPOSED 2024 BUDGET
A. Property Maintenance:	\$ 10,000.00	\$ 10,000.00
1. Mowing/Sign	\$ 10,000.00	\$ 10,000.00
B. Taxes:	\$ 600.00	\$ 600.00
1. Town of Johnstown Fire Tax	\$ 600.00	\$ 600.00
2. Town of Perth Fire Tax	\$ -	\$ -
C. Insurance:	\$ 1,000.00	\$ 4,200.00
1. NYMIR	\$ 1,000.00	\$ 4,200.00
D. Miscellaneous:	\$ 700.00	\$ 650.00
1. SPDES Permit	\$ 200.00	\$ 150.00
2. Miscellaneous	\$ 500.00	\$ 500.00
TOTAL EXPENDITURES:	\$ 12,300.00	\$ 15,450.00

**FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY
PROPOSED 2024 BUDGET**

	ADOPTED 2023 BUDGET	PROPOSED 2024 BUDGET
REVENUE & FINANCIAL SOURCES:		
Operating Revenues		
Charges for services		
Rental & financing income		
Other operating revenues	\$ 800.00	\$ 102,000.00
- Administration Fee (CG Roxane/Benjamin Moore)	\$ 800.00	\$ 800.00
- Land Lease	\$ -	\$ 1,200.00
- Winstanley Option	\$ -	\$ 100,000.00
Nonoperating Revenues	\$ 202,820.00	\$ 142,220.00
Investment earnings	\$ 15,000.00	\$ 15,000.00
State subsidies/grants		
Federal subsidies/grants		
Municipal subsidies/grants	\$ -	\$ -
- Fulton County		
Public authority subsidies		
Other nonoperating revenues	\$ 187,820.00	\$ 127,220.00
Proceeds from the issuance of debt	\$ -	\$ -
Total Revenue & Financial Sources	\$ 203,620.00	\$ 244,220.00
EXPENDITURES:		
Operating Expenditures		
Salaries and wages: Executive Director and CFO	\$ 34,000.00	\$ 36,000.00
Other employee benefits		
Professional services contracts	\$ 138,500.00	\$ 139,000.00
-West & Company	\$ 9,500.00	\$ 10,000.00
-Legal	\$ 9,000.00	\$ 9,000.00
-Shovel-ready Sites: Engineering/Realtor	\$ 120,000.00	\$ 120,000.00
Supplies and materials		
Other operating expenditures	\$ 31,120.00	\$ 69,220.00
-Tryon Technology Park	\$ 12,300.00	\$ 15,450.00
-Meetings (2)	\$ 1,500.00	\$ 1,500.00
-NYSEDC Membership	\$ 900.00	\$ 900.00
-Town of Johnstown Fire Taxes: NYS Rt. 30A properties	\$ 100.00	\$ 50.00
-FCCRG Gold Membership	\$ 1,000.00	\$ 1,000.00
-IDA website	\$ 15,000.00	\$ 15,000.00
-Miscellaneous	\$ 250.00	\$ 250.00
-Quicken	\$ 70.00	\$ 70.00
-Update County Development Strategy	\$ -	\$ 25,000.00
-Crossroads Business Park	\$ -	\$ 10,000.00
Nonoperating Expenditures	\$ -	\$ -
Payment of principal on debt		
Interest and other financing charges		
Grants and donations		
Other nonoperating expenditures		
Refund - overpayment		
Total Expenditures	\$ 203,620.00	\$ 244,220.00
Capital Contributions	\$ -	\$ -
Excess (deficiency) of revenues and capital contributions over expenditures	\$ -	\$ -

Fulton County Center for Regional Growth

September 2023

Business Marketing / Business Leads / Business Inquires

1. CRG's Countywide EPA Assessment Program:

EPA approved the work plans for Phase 2s on Fashion Tanning and Skip's Garage.

The Phase 2 for Fashion Tanning is planned to begin the week of September 18. CRG will send out a notice to the Brownfield Taskforce Committee and members of the County's Economic Development Committee.

Still working with the Village of Broadalbin town officials on the Korkay Property.

Waiting for EPA regarding the solicitation for Technical Assistance Grants to be used for planning work using a consultant to create conceptual site plans for advancing the redevelopment on Phase 2 properties.

2. CRG received one site RFP for a project called Project Aristotle. Fulton County did have an appropriate shovel ready site.
3. As part of the NY Loves Nanotech, we recently arranged for some Fulton County organizations to potentially be included as NYS Industry Assets and Academic/R&D Assets.
4. The Northern Borders Grant Application for CRG's Johnstown Commerce Park on Rt. 30a project was not successful.
5. HUD approved our Release of Funds Request for the Johnstown Commerce Park site purchase.
6. CRG sold the Leader Herald Buildings on August 31. The buildings were purchased by ABX/Samco Manufacturing who plan to develop sewing operations in Gloversville.

We worked with ABX/Samco Manufacturing on two grants that were funded. The grants had a combined value of approximately \$400,000, which will go toward equipment purchases.

By invitation of the EPA, CRG recently attended the EPA National Brownfields Training Conference in Detroit.

EPA Region 2 conducted a training session at the conference and CRG was asked to present as part of the Mohawk Valley Brownfield team. We spoke on Fulton County's brownfield efforts through the EPA. There were about 70 people in attendance including the EPA Region 2 Team and their Washington DC counterparts.

7. The Mohawk Valley Brownfields Developer Summit is returning for a third year. CRG is one of the leads of the Summit and has already participated in the last four planning team meetings. The event will be held at Herkimer College in the spring of 2024.
8. The City of Gloversville Loan Fund Committee approved a loan for a start-up, Timeline Diesel. The amount of the loan was \$60,000.
9. The application CRG received through the Six-County JDA Agriculture Loan Fund is still moving forward. We did a site visit and received additional information needed to further review the loan request.
10. CRG's Gloversville Downtown Development Specialist continues to work with DRI project awardees. Currently working with eight private DRI projects supporting them through their steps. Several have gone before the local planning board and are completing environmental reviews.

GRIP Grant program, established through the DRI, has nine provisional awardees. The State will give final approval to them after detailed scope of work and environmental reviews are complete. A GRIP Project Developer meeting will be held Sept. 11 to discuss the steps in the process.

The GDDS continues to assist Downtown businesses and recently held ribbon cutting and promotional events for Color Coven INK and the Palace Diner.

Also working on assembling resources including a contractor list for developers, compiling developer packets, and financing and bank lists for businesses

Food Truck Fridays ended for the season two Fridays ago.



Economic Development Council
(<https://nysedc.org/>)

Member Login



Join Today (<https://mms.nysedc.org/members/newmem/registration.php?orgcode=NYED>)

Learn More (https://nysedc.org/about_nysedc.php)

Events (https://mms.nysedc.org/members/calendar7.php?org_id=NYED)

Regional Resources (https://nysedc.org/nys_assets.php)

2023 Fall IDA Academy - Lyons Falls



Economic Development Council

2023 Fall IDA Academy (<https://secure.web-payment-software.com/nysedc/2023fallidaacademy/>)

November 09, 9:00 a.m. - 4:30 p.m.

3 Willows Event Center, 3950 NY-12, Lyons Falls, NY 13368



Registration (<https://secure.web-payment-software.com/nysedc/2023fallidaacademy/>)

NYSEDC Member Registration (<http://secure.web-payment-software.com/nysedc/2023fallidaacademy/>) - \$125.00

Non-Member Registration (<http://secure.web-payment-software.com/nysedc/2023fallidaacademy/>)- \$175.00

NYSEDC Member IDA Group Rate of 5 (<http://secure.web-payment-software.com/nysedc/2023fallidaacademy/>)- \$500.00

If you don't receive your registration receipt , please check your spam filter or junk mail or email Steph Cavalier, Membership and Marketing Manager (<mailto:cavalier@nysedc.org?subject=Fall%20IDA%20Academy%20Registration>).

If you are interested in **Sponsorship Opportunites** (https://www.nysedc.org/docs/2023_Fall_IDA_Academy_Sponsorship_Form.pdf), please email Steph Cavalier (<mailto:cavalier@nysedc.org?subject=Fall%20IDA%20Academy%20Sponsorship%20>) or call 518.426.4058.

Event Location + Hotel Information

IDA Academy Location: 3 Willows Event Center, 3950 NY-12, Lyons Falls, NY 13368

Edge Hotel, 3952 NY-12, Lyons Falls, NY 13368

NYSEDC Rate - \$109 per night

TO BOOK YOUR OVERNIGHT STAY - Call The Edge Hotel at 315-348-4211 and use room block [NYSEDC IDA Academy](#).

Agenda

Thursday, November 09- Agenda

The IDA Academy will be held at the **3 Willows Event Center** (<https://3willowsny.com/>), 3950 NY-12, Lyons Falls, NY 13368

9:00 am - 9:10 am

Welcome and Opening Remarks

- **Ryan Silva** (https://www.nysedc.org/docs/Silva_Bio.pdf), Executive Director, New York State Economic Development Council

9:10 am - 10:15 am

Legislative and IDA Policy Update

10:15 am - 11:30 am

Authorities Budget Office: Board Member Training

This session must be attended live to meet the ABO training requirement and receive credit

11:45 am - 12:45 pm

Lunch and Learn

1:00 pm - 2:00 pm

Best Practices in Marketing Public Relations + Public Affairs

2:15 pm - 3:15 pm

Best Practices in IDA Operations

3:30 pm - 4:30 pm

Project Case Studies + Best Practices

4:30 pm

Closing Remarks

- **Ryan Silva, (https://www.nysedc.org/our_team.php) Executive Director, New York State Economic Development Council**

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