

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY
SEPTEMBER 12, 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
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
TRAVIS MITCHELL, P.E., ENVIRONMENTAL DESIGN PARTNERSHIP

I. MINUTES FROM AUGUST 8, 2023 MEETING:

MOTION : Accept as presented.
MADE BY : Dr. Greg Truckenmiller
SECONDED : Mike Fitzgerald
VOTE : Unanimous

II. BUDGET REPORT:

MOTION : Accept as presented.
MADE BY : Joseph Semione
SECONDED : Sue Collins
VOTE : Unanimous

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Mike Fitzgerald

IDA DISCUSSION: Mike Fitzgerald 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

IDA DISCUSSION: Denis Wilson reviewed the FCCRG's monthly report that was attached to the Agenda.

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.

B. Winstanley Enterprises Project:

1. Tryon Electric Service:

- NG is currently implementing a project that will bring an additional 5-7 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 5-7 MW of additional power NG is bringing to Tryon. If WE is successful in attracting companies to Tryon that would use all of this 5-7 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.

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.

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.

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: Jim Mraz reviewed the information on the Agenda. He reviewed the proposed Tryon and IDA Budgets. With respect to the Tryon Budget, he explained that the increase in insurance was due

to the fact that the 2023 Budget had assumed that the IDA would be selling all of the land at Tryon to Winstanley. This resulted in reducing the insurance line item in the 2023 Budget to \$1,000. Since the IDA did not sell the land to Winstanley, the insurance line item for 2024 is back up to \$4,200. With respect to the IDA Budget, he reviewed each of the line items in the proposed 2024 Budget. He stated the two (2) increases in expenses were adding dollars for the updating the County's Development Strategy and for marketing of the Crossroads Business Park. He asked if there were any questions. Mike Fitzgerald suggested consolidating the Tryon Budget into the main IDA budget. After a brief discussion, it was the consensus of all IDA members present to have Jim Mraz consolidate the Tryon into the main IDA Budget and present that revised budget at the next meeting. Sue Collins stated that, if the IDA is going to become a sponsor of next year's Brownfield Summit, dollars should be added in the budget for that. Jim Mraz suggested adding a line item for sponsorships in general. All IDA members present agreed to have this added to the budget.

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: Jim Mraz reviewed the information on the Agenda. He referenced the Agenda that was attached to the meeting Agenda. He stated that if anyone is interested in attending this event to contact either he or Carol to get registered.

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: Jim Mraz reviewed the information on the Agenda. He stated if anyone is interested in attending this conference to contact either he or Carol to get registered.

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: Jim Mraz reviewed the information on the Agenda. Copies of the proposed changes to the UTEP were distributed to all IDA members. Jim Mraz reviewed the proposed changes which included adding a number of definitions and adding new PILOT schedules for different types of projects. He stated these proposed changes are the ones the Board had been discussing over the past several meetings. After reviewing all of the proposed changes, he stated the next step would be, if the Board is comfortable with these changes, to approve them and to the authorize him to distribute copies of the draft changes to all local taxing jurisdictions. He asked if there were any questions. There were none.

IDA ACTION:

MOTION: To approve the proposed changes to the UTEP as presented and to authorize the Executive Director to distribute copies of these changes to all local taxing jurisdictions.

MADE BY: Dr. Greg Truckenmiller

SECONDED: Dave D’Amore

VOTE: Unanimous

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 : Sue Collins
 SECOND : Dr. Greg Truckenmiller
 VOTE : Unanimous

TIME : 8:25 a.m.

MOTION : To go out of Executive Session.

MADE BY : Sue Collins
 SECOND : Todd Rulison
 VOTE : Unanimous

TIME : 9:46 a.m.

IX. NEXT MEETING:

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

X. CLOSE MEETING:

MOTION : To close the meeting.
MADE BY : Sue Collins
SECONDED : Todd Rulison
VOTE : Unanimous

TIME : 9:46 a.m.

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.



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 Opportunitites (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**

THANKS TO OUR SPONSORS



(<https://www.barclaydamon.com/>)