

**FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

**TUESDAY  
MAY 13, 2025  
8:00 A.M.**

**PLANNING DEPARTMENT CONFERENCE ROOM  
MEETING AGENDA**

**IDA PRESENT:**

\_\_\_ **SUE COLLINS, CHAIRMAN**  
\_\_\_ **DR. GREG TRUCKENMILLER, VICE CHAIRMAN**  
\_\_\_ **MIKE FITZGERALD, TREASURER**  
\_\_\_ **JOE GILLIS, SECRETARY**  
\_\_\_ **JOSEPH SEMIONE, MEMBER**  
\_\_\_ **DAVID D'AMORE, MEMBER**  
\_\_\_ **DAN ROUNDS, MEMBER**  
\_\_\_ **KARA LAIS, FITZGERALD, MORRIS, BAKER, FIRTH PC**  
\_\_\_ **SCOTT HENZE, EXECUTIVE DIRECTOR**

**OTHERS PRESENT:**

\_\_\_ **TOM ROEHL, LIASON ECONOMIC DEVELOPMENT & ENVIRONMENT COMMITTEE**  
\_\_\_ **RON PETERS, PRESIDENT & CEO FCCRG**  
\_\_\_ **TIM BECKETT, MEMBER FCCRG**  
\_\_\_ **ANNE BOLES, FMRCC**

**IDA'S MISSION:**

*The IDA's mission is to create and promote economic growth and prosperity for both residents and entrepreneurs in Fulton County. The IDA's role in Fulton County's Economic Development Program is to develop and maintain an inventory of shovel-ready sites for new and expanding businesses, offer financial incentives, as may be required, to encourage the creation of new and retention of existing jobs and expand the County's tax base. In doing so, the IDA strives to make Fulton County a desirable place to live and do business.*

**I. MINUTES FROM APRIL 8, 2025 MEETING:**

*\* Meeting minutes were emailed to all members on April 9, 2025.*

**MOTION:**

**MADE BY:**

**SECONDED:**

**DISCUSSION:**

**VOTE:**

## **II. BUDGET REPORT:**

MOTION:

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

## **III. COMMITTEE REPORTS:**

### **A. Nominating Committee:**

- No report.

### **B. Audit Committee:**

- Monthly Bank Reconciliation Report: Joe Semione

IDA DISCUSSION:

### **C. Governance Committee:**

- No report.

### **D. Finance Committee:**

- No report.

## **IV. FULTON COUNTY/FCCRG/FMRCC REPORTS:**

1. County Report: Tom Roehl

IDA DISCUSSION:

2. FCCRG Report: (See attached.) Tim Beckett

IDA DISCUSSION:

3. FMRCC Report: Anne Boles

IDA DISCUSSION:

**V. OLD BUSINESS:**

**A. Nexus Renewables :**

- Nexus continues to wait until the Town of Johnstown Moratorium on Solar and Battery Storage Energy Facilities expires so it can file an application for a new Special Use Permit.
- The Town of Johnstown held their last committee meeting on the new Solar and Battery Storage regulations on February 6, 2025 and have forwarded the draft to their counsel for a legal review.
- The Town of Johnstown issued a second 6-month extension to their moratorium that will not end on August 26, 2025.
- Executive Director participated in a virtual meeting with Nexus on February 19, 2025 to provide a status report.
- **No new report.**

**IDA DISCUSSION:**

**B. T-Bills:**

- Current T-Bills:

T-BILL #	TERM	RATE %	EXPIRATION DATE
1	12 month	4.15%	11/28/25
2	9 month	3.923%	1/22/26
3	12 month	5.01%	5/15/25
4	6 month	4.11%	8/14/25

- T-Bill #3 will expire on May 15, 2025.
- The expiring T-Bill has a current rate of 5.01% and had a term of 12 months.
- Current T-Bill rates are:

TERM	RATE %
3-month	
6-month	
9-month	
12-month	

- Executive Director will correspond with Board members regarding current rates via email.

### **C. Website Research Project**

- Emery Designs contract has been executed.
- Executive Director attended a kickoff Zoom meeting with Betsy Emory on March 5, 2025 to discuss the execution of the project and to establish milestone dates.
- Emery Designs commenced the audit of IDA, CRG, FMRCC & FMSWS websites on Monday March 10, 2025.
- Expected to complete the audit of websites by May 31, 2025.
- Emery Designs and Executive Director commencing the development of a questionnaire for the Customer Development Interviews (CDI) along with a list of ten (10) potential interviewees per category (Economic Development, Workforce, Housing and Tourism).
- Received list of potential interviewees from the CRG and forwarded to Emery Designs.
- Emery Designs completed the audit of the CRG, IDA and Visitor Bureau websites. Currently working on Workforce Development.

IDA DISCUSSION:

## **VI. NEW BUSINESS:**

### **A. Tryon Technology Park Lawn Mowing RFQ:**

- A Request for Quotes (RFQ) was distributed to three (3) companies/individuals for lawn services at the Tryon Technology Park in 2025.
- The number of mowing's will remain the same as previous years however the area to mow has decreased since the IDA transferred property within Tryon to Fulton County Sewer District No.4: Hales Mills.
- Quotes will be received on April 30, 2025.
- Previous Year Costs:

2014	:	\$5,160	:	Greenscapes
2015	:	\$8,820	:	Evergreen
2016	:	\$7,520	:	Greenscapes
2017	:	\$8,500	:	James Esper
2018	:	\$10,700	:	James Esper
2019	:	\$8,934	:	Evergreen
2020	:	\$6,480	:	Greenscapes
2021	:	\$6,628	:	Evergreen
2022	:	\$6,340	:	James Esper
2023	:	\$7,440	:	James Esper
2024	:	\$7,990	:	James Esper*

\*Increased number of finish mowing's from 9 to 11.

- Winstanley Enterprises has agreed to reimburse the IDA for the cost of mowing in 2025.
- The following quotes were received:

TYPE OF MOWING	# OF MOWINGS	QUOTE PER MOWING	TOTAL QUOTE
Finish Mowing (Areas shown in Purple on Exhibit 1)	10	Evergreen - \$648	\$6,480
		Esper - \$310	\$3,100
Brush Hog (Areas shown in Yellow on Exhibit 1)	3	Evergreen - \$1,875	\$5,625
		Esper - \$780	\$2,340
Brush Hog (Areas shown in Green on Exhibit 1)	2	Evergreen - \$1,700	\$3,440
		Esper - \$1,000	\$2,000
Weeding/Mulch at sign	1	Evergreen - \$465	\$465
		Esper - \$550	\$550
<b>Total</b>		<b>Evergreen</b>	<b>\$16,010</b>
		<b>Esper</b>	<b>\$7,990</b>

MOTION: To authorize an agreement with James Esper Landscape for 2025 mowing services at the Tryon Technology Park.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

## **B. CITY OF JOHNSTOWN SENIOR HOUSING INITIATIVE:**

### **a. Background:**

- The City of Johnstown owns several parcels of land at the end of Prindle Avenue totaling 4.732+/- acres that include:

PARCEL
174.8-3-30
174.8-3-8
174.8-3-9
162.20-11-51

- The City of Johnstown recently amended the Zoning District for several of these properties from Public Use to Multi Family 1.

- The City of Johnstown Planning Board recently approved a 2-lot minor subdivision of lands of parcel 174.8-3-9 so that the Johnstown Community Center would be on its own lot.
- The City of Johnstown desires to have these properties developed into Senior Housing and is requesting that the IDA consider taking ownership of the properties in order to do so.
- In 2024, the City of Johnstown became the first municipality within Fulton County to be designated as a “Pro Housing” community under the State’s Pro Housing Communities Program.
- 5 Corners Development Corp. located in Saratoga Springs has expressed an interest in developing Senior Housing on the site.
- During the April 8, 2025 meeting, the IDA Board entertained a presentation by 5 Corners Development Corp. on developing Senior Housing on the Site.
- The IDA obtained an appraisal of the properties by Newmark Valuation & Advisory that included a Market Value in “As Is” condition at \$50,000.
- During that meeting, the IDA Board discussed the transaction that would take place transferring the property from the City of Johnstown to the IDA and entering into an Option Agreement with 5 Corners Development to develop the property for Senior Housing.

b. Property Transfer from City of Johnstown to IDA:

- On April 21, 2025, the City of Johnstown adopted Resolution No. 42 of 2025 Authorizing to execute a contract with to convey city-owned property to the IDA for the purpose of affordable Senior Housing.
- See attached City Resolution.

IDA DISCUSSION:

c. IDA to accept Property Transfer from City of Johnstown:

- See attached Property Transfer Agreement.

IDA DISCUSSION:

MOTION: The Agency hereby agrees to accept the real property on Prindle Avenue in the City of Johnstown, County of Fulton, New York, consisting of approximately 4.732 acres and including the following tax map parcels, or portions thereof: 174.008-3-30; 174.008-3-8; 174.008-3-9 and 162.020-11-51 from the City of Johnstown for the purpose of undertaking certain actions to have the property developed as senior housing pursuant to substantially the same terms and conditions of a Property Transfer Agreement, as presented at this meeting. The Agency hereby authorizes the Chair to execute the property transfer agreement and any necessary transfer documents to effectuate the terms of the agreement.

MADE BY:  
SECONDED:  
DISCUSSION:  
VOTE:

**C. 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.**

IDA ACTION:

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:  
SECONDED:  
DISCUSSION:  
VOTE :  
TIME :  
MOTION:

To go out of Executive Session.

MADE BY:  
SECONDED:  
DISCUSSION:  
VOTE:  
TIME:

**D. EXECUTING OPTION AGREEMENT WITH 5 CORNERS DEVELOPMENT:**

1. Property Appraisal:

- The IDA retained Newmark Valuation & Advisory to prepare an appraisal that included a Market Value in “As Is” condition at \$50,000.

2. Option Agreement:

- Kara Lais and counsel for 5 Corners Development have prepared an Option Agreement.
- See attached Option Agreement.

3. SEQR:

- The proposed action should be classified as an Unlisted Action under SEQR.
- The IDA Board is the only Involved Agency.
- A Short Environmental Assessment Form has been prepared.
- See attached form.
- The IDA Board must issue a Positive or Negative Declaration under SEQR.

MOTION: To classify the proposed action as an Unlisted Action and to issue a Negative Declaration.

MADE BY:  
SECONDED:  
DISCUSSION:  
VOTE:



4. Resolution:

- Kara Lais has prepared a Resolution authorizing entering into an Option Agreement with 5 Corners Development.
- See attached Resolution.

MOTION: To approve a Resolution authorizing executing an Option Agreement and Sale of Real Property with 5 Corners Development.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

**VII. OTHER BUSINESS:**

A. None

**VIII. NEXT MEETING:**

Tuesday  
June 10, 2025  
8:00 a.m.

**IX. CLOSE MEETING:**

MOTION: To close the meeting at \_\_\_\_\_ a.m.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

