

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY

MAY 13, 2025

8:00 A.M.

PLANNING DEPARTMENT CONFERENCE ROOM

MEETING MINUTES

IDA PRESENT:

SUE COLLINS, CHAIRMAN

DR. GREG TRUCKENMILLER, VICE CHAIRMAN

MIKE FITZGERALD, TREASURER

JOE GILLIS, SECRETARY

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

TIM BECKETT, MEMBER FCCRG

ANNE BOLES, FMRCC

JEFF PERSCH, CEO, TOWN OF JOHNSTOWN

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: To accept as presented.

MADE BY: Dave D'Amore

SECONDED: Dan Rounds

DISCUSSION: None

VOTE: Unanimous

II. BUDGET REPORT:

- Scott Henze presented the Budget Report to the IDA Board.

MOTION: To accept the Budget Report as presented.
MADE BY: Mike Fitzgerald
SECONDED: Joe Gillis
DISCUSSION: None
VOTE: Unanimous

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Joe Semione

IDA DISCUSSION: Scott Henze stated that Joe Semione did review the Budget Report and all was in order. He stated that Joe Semione would be in later in the week to sign the report.

C. Governance Committee:

- No report.

D. Finance Committee:

- No report.

IV. FULTON COUNTY/FCCRG/FMRCC REPORTS:

1. County Report: Tom Roehl

IDA DISCUSSION: Tom Roehl stated that Manfred Construction is close to being done with the installation of sewer lines along the NY 30 corridor and would be starting to install sewer lines into the Village of Mayfield. Mr. Roehl stated that the County executed an agreement with Environmental Design Partnership for the Inflow and Infiltration removal project. He stated that that project was scaled back slightly due to funding however there will still be a significant amount of I&I removed within the City of Gloversville. Mr. Roehl stated that the Great Sacandaga Lake

Discovery Center project excavation work will commence this week. He stated that the bids for the building construction will be opened on June 19, 2025.

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

IDA DISCUSSION: Tim Beckett reviewed the CRG report (attached).

3. FMRCC Report: Anne Boles

IDA DISCUSSION: Anne Boles stated that the Chamber is hosting a Cyber Security Training and the information on the Cyber Security will be located on the Chamber website. She stated that the Chamber will host a ribbon cutting at OB1 Insurance on Thursday May 29, 2025. She stated that there will also be a ribbon cutting at Reets Marina introducing the Freedom Boat Club offering that they are rolling out. She stated that the closest Freedom Boat Club offering is on Lake George. She indicated that the Freedom Boat Club is similar to a timeshare that you would have for a condo however this is for boats. Anne Boles indicated that the Chamber will host an art show indicating that Gloversville High School students are working with the Fulton County SPCA and the gallery will be open from May 19 through June 6 with a reception to follow. Anne Boles indicated that the Chamber provides annual scholarships indicating that the Chamber provides five (5) \$1,000 scholarships indicating that the Chamber received sixty (60) applications. Anne Boles stated that she did create a signup sheet for Chamber Board members to attend future IDA meetings. Anne Boles concluded stated that it has been a pleasure working with all of the economic development groups while at the Chamber for the past six (6) years. She stated that she will start a new position at St. Mary's Hospital in June where she will be focused on grant writing within the St. Mary's Foundation.

Scott Henze asked Anne Boles how many boats and what type of boat Reets is offering through the Freedom Boat Club. Anne Boles stated that there are eight (8) pontoon boats. Mike Fitzgerald stated that the marina on Lake George that offers the club has an extensive waiting list.

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: Scott Henze stated that there has been no movement on the project. Scott Henze asked Jeff Persch where the Town was in relation to the Solar Moratorium. Jeff Persch stated that the law is still in the hands of the Town's Attorney.

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.

IDA DISCUSSION: Scott Henze stated that T-Bill 3 is due to expire on May 15 indicating that to date we have not heard back as to what the current renewal rates are but once they are provided an email will be circulated.

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: Scott Henze stated that he attended the monthly Zoom meeting with Betsy Emery indicating that Betsy has completed the website audits for the CRG, IDA and Visitor Bureau and is currently working on Workforce Development. He stated that he received the list of recommended interviewees from Ron Peters and that has been forwarded to Betsy. Scott Henze stated that he and Betsy discussed how AI is changing/impacting websites. He stated that people are moving to using AI apps on their phones to find information. He stated that the information is pulled from many different sites. He stated that Betsy is attending weekly trainings on AI and at this time it is really unknown what the impacts are going to be to the future of websites.

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
Total		Evergreen	\$16,010
		Esper	\$7,990

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

MADE BY: Greg Truckenmiller

SECONDED: Joe Gillis

DISCUSSION: Joe Gillis asked if Winstanley will continue to reimburse the IDA for these expenses in 2025. Scott Henze stated that they will.

VOTE: Unanimous

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 to convey city-owned property to the IDA for the purpose of affordable Senior Housing.
- See attached City Resolution.

IDA DISCUSSION: Scott Henze reviewed the background information as identified within the agenda noting that the City of Johnstown passed Resolution No. 42 of 2025 that authorized to execute a contract to convey City owned property to the IDA for the purpose of developing Senior Housing.

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

- See attached Property Transfer Agreement.

IDA DISCUSSION: Scott Henze asked Kara Lais to review the property Transfer Agreement with the IDA Board. Kara Lais stated that she and City Attorney Albanese have gone back and forth on the agreement for some time. She noted that if there are environmental issues found on the site the property will be automatically transferred back to the City to take care of said issues. She stated that the City is also responsible for maintaining the property until the property is conveyed to a third party and that the City will also cover the costs associated with any special assessments. She stated that based upon the discussion last month, a title search has been completed and the title company did not find any issues. She stated that there a small sliver of

land that was at one time owned by a company but has now been dissolved by the State but there is sufficient evidence that the signer of the deed had the authority to sign as far as the winding up of the corporation. She stated that the one standing question is that the IDA asked for the deed to be a Bargain and Sale deed because that is what a third party is going to request from the IDA however the City provided a Quit Claim Deed which means that they are not making any promises as to the title of the property, she stated that that basically says that the City will convey all of their ownership interests to the IDA. Kara Lais stated that she is going to ask the City if they are willing to provide Bargain and Sale deeds.

Scott Henze stated that there is a Phase I Environmental Assessment being performed on the property through a grant obtained by the CRG. He stated that hopefully the findings of that study will be timely in comparison to the transfer of the property.

Joe Gillis questioned the status of the bridge that is located on the property. Scott Henze stated that the bridge will be conveyed to the third party. He stated that the City had CT Male provide a cost to replace the bridge at a cost of \$537,169. He stated that that replacement cost was deducted from the original property appraisal that was performed for the IDA. He stated that the final appraised value of the property is now \$50,000.

Mike Fitzgerald questioned the agreement that indicates a “copy of an existing survey, if any”. Kara Lais stated that the City has had the property surveyed and the survey map has been filed in the County Clerk’s Office.

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: Dave D’Amore
SECONDED: Dan Rounds
DISCUSSION: No further discussion
VOTE: Unanimous

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: Mike Fitzgerald
SECONDED: Dave D'Amore
DISCUSSION: None
VOTE : Unanimous
TIME : 8:25a.m.

MOTION: To go out of Executive Session.

MADE BY: Dave D'Amore
SECONDED: Joe Gillis
DISCUSSION: None
VOTE: Unanimous
TIME: 9:36a.m.

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.

IDA DISCUSSION: Kara Lais reviewed the Option Agreement with the IDA Board.

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.

IDA DISCUSSION: Scott Henze reviewed SEQR Parts 1, 2 and 3 with the Board.

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

MADE BY: Mike Fitzgerald
SECONDED: Dave D’Amore
DISCUSSION: None
VOTE: Unanimous

4. Resolution:

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

- See attached Resolution.

IDA DISCUSSION: Kara Lais reviewed the Resolution authorizing the Option Agreement with the IDA Board.

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

MADE BY: Dan Rounds

SECONDED: Greg Truckenmiller

DISCUSSION: None

VOTE: Unanimous

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 9:41a.m.

MADE BY: Sue Collins

SECONDED: Dave D'Amore

DISCUSSION: None

VOTE: Unanimous

DRAFT