

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
JUNE 10, 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**
___ **DENIS WILSON, MEMBER, FCCRG**
___ **MARYBETH SHULTS, EXECUTIVE DIRECTOR, FMRCC**
___ **JEFF PERSCH, TOWN OF JOHNSTOWN CODE ENFORCEMENT**

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 MAY 13, 2025 MEETING:

** Meeting minutes were emailed to all members on May 19, 2025.*

MOTION: To approve the minutes to the May 13, 2025 meeting.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

II. BUDGET REPORT:

MOTION: To approve the budget report as presented.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Mike Fitzgerald

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.) Denis Wilson

IDA DISCUSSION:

3. FMRCC Report: MaryBeth Shults

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	4.005%	5/14/26
4	6 month	4.11%	8/14/25

IDA DISCUSSION:

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.
- Emery Designs submitted a draft report “*Unifying Economic Development & Tourism Web Experience Fulton County, NY*”. * See attached

IDA DISCUSSION:

C. 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.
 - A Bargain and Sale Deed has been provided to the IDA.
 - Property Transfer Agreement has been signed by the City of Johnstown and is currently being signed by the IDA.
- c. Option Agreement between 5 Corners Development and IDA:
- Option Agreement is being executed.

IDA DISCUSSION:

VI. NEW BUSINESS:

A. CHILLER UNITS AT TRYON TECHNOLOGY PARK:

- On June 4, 2025, Executive Director received a call from a Hart Gill who leases space within Lott Holding's building at Tryon.
- Mr. Gill questioned whether or not the IDA would have an interest in selling him the two (2) chiller units that previously serviced the Building 3 complex.
- The two (2) chiller units were installed by NYS and it is unknown whether or not they have ever been operated. The units have been sitting dormant since 2011. It is unknown whether or not they will operate.
- Mr. Gill would like to purchase the chillers and either relocate them to his leased area or to another facility offsite that he operates.
- Mr. Gill has offered the IDA \$500 each for the two (2) units.
- Mr. Gill would be responsible for providing a certificate of insurance and doing all of the work associated with removing the units and leaving the site clean.



- The IDA's Disposition Policy States:
 1. Disposals and contracts for disposal of property may be negotiated or made by public auction without regard to subsections (1) and (2) of this Section F but subject to obtaining such competition as is feasible under the circumstances, if:
 - (a) The personal property involved has qualities separate from the utilitarian purpose of such property, such as artistic quality, antiquity, historical significances, rarity or other quality of similar effect, that would tend to increase its value, or if the personal property is to be sold in such quantity that if it were disposed of under subsections (1) and (2) of this Section E, would adversely affect the state or local market for such property, and the estimated fair market value of such property and other satisfactory terms of disposal can be obtained by negotiation;
 - (b) The fair market value of the personal property does not exceed fifteen thousand dollars;
 - (c) Bid prices after advertising therefore are not reasonable, either as to all or some part of the property, or have not been independently arrived at in open competition;
 - (d) The disposal will be to the state or any political subdivision, and the estimated fair market value of the property and other satisfactory terms of disposal are obtained by negotiation;

IDA DISCUSSION:

B. 2025 GOALS:

- During the January 14, 2025 annual meeting, the IDA Board adopted the following goals for 2025:
 - a) Continue Board and Executive Director Training.
 - b) Maintain an IDA presence at the Brownfield Developers Summit and attend one (1) other Economic Development Conference.
 - c) Determine the Feasibility and develop an action plan for the development/re-development of sites/buildings within the City of Johnstown, Gloversville and Villages for housing and/or light industrial/high tech uses.
 - d) Commence the implementation of Building Fulton County's Future: Roundabout Housing Hub.
 - e) Commence the implementation of Building Fulton County's Future: Tryon Residential Incubator Site.
 - f) Commence the implementation of Building Fulton County's Future: Building Demolition & Substation Supporting Tryon Technology Park.
 - g) Implement the coordinated final goal of the Joint Executive Committee in relation to a shared toolbox/landing page web concept (IDA, CRG, FMRCC, Workforce Development) to include an audit of the IDA's website.
 - h) Utilize the County's Dashboard Matrix (Airtable) to track IDA goal progress.
 - i) Each member attend one (1) Board of Directors meeting of the Fulton-Montgomery Regional Chamber of Commerce.
- Review goals and discuss progress made for each.
- What goals does the IDA want to start to focus more attention on?

IDA DISCUSSION:

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:

VII. OTHER BUSINESS:

A. None

VIII. NEXT MEETING:

Tuesday
July 8, 2025
8:00 a.m.

IX. CLOSE MEETING:

MOTION: To close the meeting at _____a.m.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

DRAFT