

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY

JULY 8, 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
___ JON R. STEAD, FULTON COUNTY ADMINISTRATIVE OFFICER
___ RON PETERS, PRESIDENT & CEO FCCRG
___ DR. LESLIE FORD, 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 JUNE 10, 2025 MEETING:

** Meeting minutes were emailed to all members on July 1, 2025.*

MOTION: To approve the minutes to the June 10, 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: Sue Collins

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.) Dr. Leslie Ford

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*”.
- **Updated CDI Interview list sent to Betsy Emory.**
- **Betsy Emory making contact to those on the list to see who is willing to participate in the interviews.**

IDA DISCUSSION:

D. 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 by the IDA.

c. Option Agreement between 5 Corners Development and IDA:

- **Option Agreement has been executed.**

IDA DISCUSSION:

VI. NEW BUSINESS:

A. VIREO HEALTH HIRING REPORT:

- In January 2025, the IDA executed a first amendment to the Agent and Equipment Lease Agreement concerning job creation that required Vireo to submit a series of reports to the IDA showing the number of jobs created.
- The reports required are as follows:
 1. On or before June 30, 2025, the Company will have created a total of 68 full-time equivalent Company Employees.
 2. On or before December 31, 2025, the Company will have created a total of 85 full-time equivalent Company Employees.
 3. On or before June 30, 2026, the Company will have created a total of 120 full-time equivalent Company Employees.
- Vireo submitted their first report on June 30, 2025 indicating that 84 full-time equivalent employees have been hired.
- *See report.

IDA DISCUSSION:

B. NYS EDC SUMMER IDA ACADEMY:

- To be held on July 29, 2025 at the downtown Ithaca Conference Center.
- Time: 9:00 a.m.-4:30 p.m.
- Registration Fee is \$175.00
- Executive Director is requesting to attend the academy.

MOTION: To authorize the \$175.00 registration to the NYS EDC IDA Academy to allow the Executive Director to attend.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

IDA DISCUSSION:

VII. IDA TRAINING:

- Mr. Ken Adamczyk, Economic Development Specialist – FCCRG to present an overview of the Micro Enterprise Grant program.

IDA DISCUSSION:

VIII. OTHER BUSINESS:

- Mr. Jon R Stead, Fulton County Administrative Officer, to discuss Fulton County's Great Sacandaga Lake Discovery Center initiative.

IDA DISCUSSION:

IX. 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 then to go into a closed session for Attorney/Client discussion.

MADE BY:

SECONDED:

DISCUSSION:

VOTE :

TIME :

MOTION:

To go out of Executive Session and Attorney/Client discussion.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

TIME:

X. NEXT MEETING:

Tuesday
August 12, 2025
8:00 a.m.

XI. CLOSE MEETING:

MOTION: To close the meeting at _____a.m.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

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