

**FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

**TUESDAY**

**JUNE 10, 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**

**JOSEPH SEMIONE, MEMBER**

**DAVID D'AMORE, MEMBER**

**KARA LAIS, FITZGERALD, MORRIS, BAKER, FIRTH PC**

**SCOTT HENZE, EXECUTIVE DIRECTOR**

OTHERS PRESENT:

**TOM ROEHL, LIASON ECONOMIC DEVELOPMENT&ENVIRONMENT COMMITTEE**

**DENIS WILSON, MEMBER, FCCRG**

**MARYBETH SHULTS, EXECUTIVE DIRECTOR, FMRCC**

**JOE RUSSO, NATIONAL GRID**

**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:** Greg Truckenmiller

**SECONDED:** Sue Collins

**DISCUSSION:** None

**VOTE:** Unanimous

## **II. BUDGET REPORT:**

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

MOTION: To approve the budget report as presented.

MADE BY: Greg Truckenmiller

SECONDED: Joe Gillis

DISCUSSION: None

VOTE: Unanimous

## **III. COMMITTEE REPORTS:**

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

- No report.

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

- Monthly Bank Reconciliation Report: Mike Fitzgerald

IDA DISCUSSION: Mike Fitzgerald stated that he reviewed the Monthly Bank Reconciliation Report and all was in order.

### **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 the Board of Supervisors will open bids next week for the County's Great Sacandaga Lake Discovery Center Project. Mr. Roehl stated that the Board approved an advance of \$216,200 to the CRG for additional engineering to the Johnstown Commerce Park. He stated that the County provided \$215,000 in funding last year in support of the Johnstown Commerce Park and that the CRG has grant funds to reimburse the County for the funds. Tom Roehl commented on the DRI projects in Gloversville whereby the CRG provided the

Board of Supervisors with a project tracking sheet of 16 projects of which 11 of those have completed the financing with 3 others in progress on financing of their projects.

2. FCCRG Report: (See attached.) Denis Wilson

IDA DISCUSSION: Denis Wilson read the CRG report that was provided to the IDA Board (attached). Scott Henze referenced the 2025 \$300,000 Micro Enterprise grant process amendment. He stated that previously, the CRG would have been required to fill out an entire new application to request additional funding, however, given how efficient that the CRG has been on distributing the funds, ESD has now implemented an amendment process whereby a full new application is not needed as long as certain milestones have been met.

Scott Henze stated that he and Chairman Collins recently had a discussion on future trainings. He stated that if the IDA Board wished, he could arrange for the Ken Adamczyk to attend a future IDA meeting to discuss the Micro Enterprise grant program.

3. FMRCC Report: MaryBeth Shults

IDA DISCUSSION: MaryBeth introduced herself as the new Executive Director of the FM Chamber. She stated that she has a heavy background in agriculture and marketing her family agricultural business. She stated that the Chamber held the annual sports award banquet last week for Fulton County. She stated that she is going to be working on building out more member added benefits for small businesses in both Counties. She stated that there are many upcoming events.

Joe Gillis asked where her family farm was located. Mary Beth Shults stated Canajoharie. Mary Beth stated that she and her family has been focused on adding more value added products to the farm that has benefited their farm operation.

She stated that her family farm is part of the Farm to Table Tour and they also hold events at their farm.

**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 the meeting that was scheduled with Nexus and himself was cancelled. He stated he spoke to Jeff Persch, Town of Johnstown Code Enforcement Officer and he reported that there has been no movement on the topic from the Town Attorney. Scott Henze stated that the moratorium remains in place.

Mike Fitzgerald questioned whether or not the moratorium was for both solar and battery storage. Scott Henze stated that it was.

## **B. T-Bills:**

- Current T-Bills:

<b>T-BILL #</b>	<b>TERM</b>	<b>RATE %</b>	<b>EXPIRATION DATE</b>
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: Scott Henze stated that all T –Bills are current at the moment however T- Bill number 4 is due to be renewed in August.

## **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: Scott Henze briefly reviewed the research concept and report provided to all board members. He stated that the audit determined that each respective website does contain some of the same information and therefore is competing with one another. He stated that during a search, Fulton County’s website will typically rise above others given the .gov extension. Scott Henze stated that Betsy tried to draft the report for it to be easily understandable. He stated that the conclusion is to establish a unified landing page. Scott Henze stated that the impact that AI has had on the research project along with websites in general is enormous.

Scott Henze stated that Betsy will still conduct the Customer Development Interviews (CDI). Scott Henze requested that members read the report.

Dave D’Amore stated that he likes the way Betsy formatted the report.

### **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:

<b>PARCEL</b>
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: Scott Henze stated that during the May meeting, the IDA agreed to execute the Transfer Agreement with the City of Johnstown along with the Option Agreement with 5 Corners Development. He stated that the Option Agreement will be executed today. He stated that he did confirm that the property is on the County’s Insurance Policy.

Mike Fitzgerald questioned whether or not 5 Corners Development had applied to HCR yet. Scott Henze stated that he does not believe that they have and that the application is available in July. Kara Lais stated that the deadline for submitting is in September.

Scott Henze asked Kara Lais to remind the Board how HCR could impact what type of PILOT that the IDA provides. Kara Lais stated that HCR will try to encourage what a PILOT should look like. She stated that 5 Corners Development will need to apply to the IDA for a PILOT and that that PILOT structure will then be submitted to HCR to review and may provide comments on it as part of the project. She stated that the first step for HCR is to know that 5 Corners Development has site control which the Option Agreement proves.

Mike Fitzgerald stated that these types of projects can be on the drawing board for a number of years and that the original HCR award may be a particular amount but when the applicant goes to build the project, and costs increase, HCR has now been willing to provide the additional funding to cover those costs.

Kara Lais stated that 5 Corners Development submitted a request to amend the Option Agreement to amend the unit count to 60 to 90 units instead of 65 to 95 units. The IDA Board agreed.

## **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: Scott Henze reviewed the background information as identified within the agenda. He stated that Mr. Gill would like to reinstall the chiller units at the Lott Holdings building or if not there he owns other buildings where he would install the units. Scott Henze stated that the chillers were installed back in 2011 when Tryon was announced to be closed and may not have ever run. He stated that the condition of the units is unknown.

Joe Gillis questioned what Mr. Gill's profession was. Scott Henze stated that he is in the cannabis industry. Joe Gillis stated that they are basically brand new units that have never been tested and will the IDA be giving away assets that are worth \$10,000 each. Mike Fitzgerald stated that the units have been sitting in place for over ten (10) years. Dave D'Amore stated that it will take some investment to get the units back in working order. Dave D'Amore stated that he is ok with the offer. Joe Semione stated that that the IDA would likely scrap them.

Scott Henze stated that the IDA would require a Certificate of Insurance or Hold Harmless Agreement. Kara Lais stated that the IDA could get a Certificate and a Hold Harmless for him to remove the units. Kara Lais stated that the IDA would do a simple Bill of Sale with no warranties etc.

Scott Henze stated that Mr. Gill will need to hire someone to remove the units and if there was any form of fluid spill that it would be their responsibility to clean it up etc.

Kara Lais stated that the IDA will need to make a finding that the items are surplus and are not needed for IDA purposes and that the value is under \$15,000. Joe Semione asked Kara Lais whether or not this would be covered under the IDA's normal attorney fee or would be additional. Kara Lais stated that it would be covered under the normal fee structure. Kara Lais stated that she could bill separately if the IDA would like and have the buyer pay those fees. Joe Semione asked what the fee would be identifying possibly \$200? Kara Lais stated that that is possible.

MOTION: The IDA finds that the two (2) chiller units are surplus items and have no value to IDA operations and have determined that the value of the units are under \$15,000 due to their



age and have agreed to sell the units for \$500 each and to have the buyer pay for all Attorney fees up to \$200.

MADE BY: Dave D'Amore  
SECONDED: Mike Fitzgerald  
DISCUSSION: None  
VOTE: 5-1 (Gillis Opposed)

## **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: Scott Henze stated that he felt as though it was a good time to review the 2025 Goals at this time. He stated that several of the goals have been implemented or have started to have been implemented. Scott Henze reviewed each goal with the IDA Board. Scott Henze asked the Board if there were any items that they would like to discuss or have him focus more time on?

Joe Semione questioned whether or not there was a schedule of IDA members to attend the Chamber meetings. Scott Henze stated that there was and it was emailed out to members. He stated that he will email it out again.

Mike Fitzgerald stated that item C, Gloversville has been rather active in obtaining sites and trying to redevelop them and that the City of Johnstown has the Pro Housing Designation. He questioned whether or not the County had ever looked at developing a land bank in order to coordinate all of these properties. Scott Henze stated that in the past there was but the County has not been overly interested in doing so. He mentioned MVEDD had an initiative a while ago. He stated that Ron Peters had brought this up to the Economic and Development Committee in the past but there was no movement. Dave D'Amore stated that the topic should be brought up again and that all around the state there is interest in the land bank initiative and that the state has some seed money to support it. Greg Truckenmiller suggested that Mr. Henze contact Ken Rose in Montgomery County as they have a land bank.

Mike Fitzgerald referenced item E and questioned whether or not there should be a conversation with Winstanley again. Scott Henze stated that he could speak to Adam Winstanley again. He stated that he recalls Mr. Mraz had a discussion with Adam about developing housing and at that time he was not really interested but he would release the property to the IDA if they had an initiative. Scott Henze stated that it is a green site and that there would need to have a market study done etc.

There commenced a discussion about looking at sites that have utilities within the Cities and Villages. Dave D'Amore stated that he is encouraged to see the effort for promoting housing in the County. He stated that there is a lack of inventory for those who are looking to scale back from a larger home to a smaller home. He stated that the costs are also high. He stated that the County needs to continue to develop all types of residential units, multi and single family etc.

Dave D'Amore stated that he would also like to add to the list. He stated that the school districts are affected by the incentives that the IDA can provide etc and that he finds that the school districts are left out of the loop on economic development policies and actions etc. He stated that it may make sense to engage the school district's through summit meetings with the district superintendents, school board, IDA, CRG etc. to solicit their input on how the policies and actions impact the community. Scott Henze asked if the effort should be made individually (school district) or many. Dave D'Amore stated that starting out with one and then possibly grow to a combined effort/summit would be feasible. Greg Truckenmiller stated that he doesn't know if it is that the school districts are not informed or if it is that the school districts do not recognize the impacts. Dave D'Amore stated that housing impacts the school districts and that he feels as though that there should be a greater effort to engage the school districts so that they understand what is going on etc.

**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: Dave D'Amore

SECONDED: Mike Fitzgerald

DISCUSSION: None

VOTE : Unanimous

TIME : 9:09 a.m.

MOTION: To go out of Executive Session.

MADE BY: Dave D'Amore

SECONDED: Greg Truckenmiller

DISCUSSION: None

VOTE: Unanimous

TIME: 9:37 a.m.

## **VII. IDA TRAINING:**

- Mr. Joe Russo, National Grid – Department of Economic Development to discuss National Grid incentive programs.

IDA DISCUSSION: Scott Henze introduced Joe Russo of National Grid. Joe Russo discussed National Grid's economic development programs that have been established for over 20 years. He stated that they have funding to address costs associated with funding power utilities. He stated that they have a Main Street Revitalization program whereby if the building is vacant and within a commercial district the owner can apply for funding.

Dave D'Amore stated that the IDA has struggled with how to interface with National Grid. He asked Joe Russo what the IDA should do to improve the IDA's position to work with National Grid. Joe Russo stated that the IDA has already done so with having Sue Collins on the IDA Board. He stated that Sue brings him in when there is a need for economic development.

Mike Fitzgerald stated that when the IDA was looking for sites, it became apparent that the sites need to be near the distribution facilities.

Joe Russo stated that he is happy to attend future IDA meetings.

## **VIII. OTHER BUSINESS:**

A. None

## **IX. NEXT MEETING:**

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

## **X. CLOSE MEETING:**

MOTION: To close the meeting at 9:55 a.m.

MADE BY: Sue Collins

SECONDED: Joe Semione

DISCUSSION: None

VOTE: Unanimous

