

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

TUESDAY

JULY 8, 2025

8:00 A.M.

PLANNING DEPARTMENT CONFERENCE ROOM

MEETING MINUTES

IDA PRESENT:

SUE COLLINS, CHAIRMAN

DR. GREG TRUCKENMILLER, VICE CHAIRMAN

MIKE FITZGERALD, TREASURER

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

JARED GODERIE, CHAIRMAN, FULTON COUNTY BOARD OF SUPERVISORS

GREG FAGAN, SUPERVISOR, TOWN OF PERTH, FULTON COUNTY BOARD OF SUPERVISORS

JON R. STEAD, FULTON COUNTY ADMINISTRATIVE OFFICER

DR. LESLIE FORD, MEMBER, FCCRG (VIA ZOOM)

KEN ADAMCZYK, ECONOMIC DEVELOPMENT SPECIALIST, FCCRG

SETH BROWN, 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 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: Mike Fitzgerald

SECONDED: Joe Semione

DISCUSSION: None

VOTE: Unanimous

II. BUDGET REPORT:

MOTION: To approve the budget report as presented.

MADE BY: Dave D'Amore

SECONDED: Dan Rounds

DISCUSSION: None

VOTE: Unanimous

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Sue Collins

IDA DISCUSSION: Sue Collins stated that she 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 Rohl reported that 90% of the sewer line infrastructure has been installed as part of the County's NYS Route 30 sewer project. He stated that the Inflow and Infiltration project within the City of Gloversville is going to commence soon. He stated that the County's Great Sacandaga Lake Discovery Center project is out to bid for building construction.

2. FCCRG Report: (See attached.) Dr. Leslie Ford

IDA DISCUSSION: Dr. Ford reviewed the FCCRG report (attached).

3. FMRCC Report: Seth Brown

IDA DISCUSSION: Seth Brown stated that the Chamber is re-working their membership focus with the MaryBeth Shults as the new Executive Director. He stated that the Chamber has added additional Chamber Ambassadors to assist. Seth Brown stated that the Chamber is working with McClary Media on the new FOCUS magazine.

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 he did not speak to Jeff Persch, Town of Johnstown Code Enforcement Officer as to the status of the Town's Solar Moratorium.

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: Scott Henze stated that T-Bill 4 is due to expire in August and stated that he will have the updated rates for discussion during the August meeting.

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: Scott Henze stated that Emory Designs has commenced making contact with individuals that have been identified on the CDI list to see if they would be interested in participating in the project.

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: Scott Henze stated that the Option Agreement with 5 Corners Development has been executed.

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 83 full-time equivalent employees have been hired.
- *See report.

IDA DISCUSSION: Scott Henze reviewed the background information as identified within the agenda and reviewed the report that was provided as a handout. Joe Semione stated that Vireo is doing what they said that they were going to do. Scott Henze stated that he and Kara Lais met via a monthly Zoom meeting whereby the report was discussed with Liz Shepard and Nicole Stanton. He stated that Liz Shepard is now the main contact with Vireo. Mike Fitzgerald asked if Vireo mentioned what capacity the facility was at currently. Scott Henze stated that 50% of the building is fully operational and that Vireo is waiting on the availability of additional power in order to building out the remaining 50%.

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
- Topics are still being finalized however the following information was provided by Ryan Silva, Executive Director NYS EDC:
 1. Office of the NYS Comptroller will provide IDA report.
 2. Authorities Budget Office will provide a board training (undetermined at the moment).
 3. Session on FASTNY grant program.
 4. Session on Power Up grant program.
 5. Session on housing.
- Executive Director is requesting to attend the academy.

IDA DISCUSSION: Scott Henze reviewed the background information as identified within the background. He stated that he would like to attend and asked if there were any other Board members that would like to attend. Dave D'Amore stated that he highly encourages anyone that hasn't attended to attend. Both Mike Fitzgerald and Greg Truckenmiller stated that they would like to attend as well.

MOTION: To authorize three (3) registrations at \$175.00 each/\$525 total for the Executive Director and two (2) Board members to attend the NYS EDC IDA Academy in Ithaca NY.

MADE BY: Sue Collins
SECONDED: Joe Semione
DISCUSSION: None
VOTE: Unanimous

VII. IDA TRAINING:

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

IDA DISCUSSION: Scott Henze stated that during the June meeting, it was discussed to have Ken Adamczyk attend the IDA's August meeting to provide an overview of the County's MicroEnterprise Grant program. Ken Adamczyk presented a Powerpoint presentation on the MicroEnterprise Grant program (See attached). Dave D'Amore questioned what the grant awardees are spending the grant dollars on. Ken Adamczyk stated that the participants develop a wishlist of items that they would like to have covered under the grant. He stated that he will then sit down with the participant and go over the list. He stated that they will typically buy equipment which makes sense. He stated that marketing materials also make sense particularly if the business is a startup. He stated that at times it may be leased space however that would need to make sense to request funding for that. He stated that it varies from business to business but the bottom line is, what do they need in order to make money and be successful. Dave D'Amore stated that it seems to be geared to equipment acquisitions that are typically a big upfront cost. Dave D'Amore referenced his previous private business venture stating that he did not believe that this opportunity was available at that time but if it was he would have taken advantage of it. Dave D'Amore questioned how do you know if the business is not spending it on payroll etc? Ken Adamczyk stated that each business has to provide copies of purchase orders, invoices or paid receipts. He stated that he will review the purchase order, invoices or paid receipts and then package that whereby the package will then go to Scott Henze for review and signoff and then Jon Stead. Once signed off, the package will go to the State and the money is typically released within 30 days. He stated that for startup business, at times will be provided with bridge loans due to the business not having the cash flow. Dan Rounds questioned whether or not a business can apply a second time for the funding. Ken Adamczyk stated that as long as they are creating one job and they have 5 or less total employees they can however the committee that reviews and recommends who to award to will take into consideration the other applicants proposals etc. Joe Semione stated that he is on the Committee that reviews the applications and indicated that the Committee really tries to be fair etc. Ken Adamczyk stated that the County program has become well known at this point.

VIII. OTHER BUSINESS:

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

IDA DISCUSSION: Scott Henze introduced Jon Stead. Jon Stead provided a powerpoint presentation of the Great Sacandaga Lake Discovery Center Display Visioning (See attached). He stated that when the Federal Government launched the American Rescue Plan Act (ARPA) funds coming off of the heels of the COVID-19 pandemic, Fulton County developed a Strategic Plan to utilize those dollars titled Destination Fulton County that provided funding to three (3) main projects; NYS Route 30/30A Regional Sewer project, "Field of Dreams" Parkhurst Field little league complex and the Great Sacandaga Lake Discovery Center. He stated that rather than using the funds for one-off projects, Fulton County dedicated the funds to projects that will provide long range funding to support the local economy for many years to come. He stated that Fulton County has shifted focus to Tourism growth. Jon Stead discussed the review of the Great Sacandaga Lake Discovery Center project that was undertaken by the Adirondack Park Agency and NYS Department of Transportation referencing significant added costs to the project based upon the review. Jon Stead indicated that in 2024, the County awarded a Phase I Site Construction contract to Miller Excavating for \$1,014,750 who commenced work in early spring of 2025. Jon Stead the Great Sacandaga Lake Discovery Center Financial Plan dated 7/2025 with the Board noting that based upon the Phase II bids received totaling \$5,664,711 along with an additional contingency of \$400,000, deducting additional monies set aside by the County for the project totaling \$2,534,500 there remains a funding gap of \$3,280,711 that the County needs to close in order for the project to move forward. Mr. Stead noted that all of the interior exhibit design and construction will be paid for through the County's established Occupancy Tax Reserve account. Mr. Stead noted that the County is requesting that the IDA step in and contribute to the project initiative to close the funding gap. He noted that in the past, Jim Mraz expressed interest in providing funding back to the County to pay the County back for all of the investment that has been made into Tryon. He stated that however at that time, the IDA was still working on projects at Tryon and would need funds in order to complete them. He stated that at that time, rather than providing the County with some dollars to then three (3) months later come back to the County requesting additional dollars for the next investment into Tryon, it was agreed that the IDA should not provide dollars to the County at that point. Jon Stead stated that in discussion with Scott Henze, the current financial status of the IDA is healthy and noted that with the new water bottling project coming into Tryon, the dollars that the IDA will be taking in via the lot sale and application fees etc, the County is requesting that the IDA take the proceeds from that project and dedicate them back to the County in order to complete the Destination Fulton County initiative of the Great Sacandaga Lake Discovery Center project. He stated that with those proceeds, he feels strongly that the County can close the budget gap for the project to commence. Jon Stead stated that he understands that this request is a big ask however noted that it was always the assumption that the IDA would pay back the County for the dollars invested into Tryon. Jon Stead stated that the County put just over \$4.1M dollars into Tryon with the IDA's partnership.

Greg Truckenmiller stated that the IDA is very positive about the water bottling project however it could take many months for the conclusion of the project and any dollars provided to the IDA. He asked how that timing works with the County's schedule. Jon Stead noted that he believes that a written agreement to provide the funding between the County and IDA would be acceptable in order to keep the project moving forward. Scott Henze stated that he spoke to Adam Winstanley who felt as though the closing on the property would occur in March or April of 2026. He stated that the County does have some funds that would most likely be enough to cover the costs of the contractors through the end of the year or longer. Jon Stead stated that he believes that the dollars from the IDA would be acceptable to be provided in the first part of 2026. Greg Truckenmiller questioned whether or not the County was looking to award the construction contracts at the next Board of Supervisors meeting (July 14). Jon Stead noted that certainly if the IDA were to provide a written agreement to provide the funding he believes that the County would move forward with the award of the contracts. Scott Henze noted that the project received many bids for each trade noting that the General Construction component received around twelve bids. Jon Stead noted that the bids that were received was the best showing of quality contractors that he has experienced in thirty (30) years. Mike Fitzgerald asked if there were any local bidders. Jon Stead indicated that there were not any local bidders for the building construction however there were many for the Phase I Site Excavation bid. Mike Fitzgerald questioned whether or not the contracts would be a maximum not to exceed contract. Jon Stead noted that they are however they have contingency allowances built into each of them. Joe Semione asked whether or not there will be an admission fee to enter the facility. Jon Stead stated that the idea at the moment is to not charge an admission at first, but later as things progress there would most likely be a nominal admission fee. Jon Stead stated that when the initiative began and the County was looking for sites, there were three (3) criteria. He stated that the site needed to be on a NYS highway, either be on the lake or have a view of the lake and needed to be within walking distance to a walkable downtown. He stated that since the site was chosen, there have been many new ideas that have evolved to include the re-routing of the nearby Northville-Lake Placid Trail onto the property.

Greg Truckenmiller asked whether or not a motion needs to be made. Scott Henze stated that in order for the IDA to entertain the request, the presentation needed to be made in open session. He stated that if the IDA would like to move forward, the IDA will need to make the finding that the Great Sacandaga Lake Discovery Center initiative is a positive tourism driver for Fulton County and that the IDA has amended the UTEP to include Tourism etc. Kara Lais stated that in order to meet the ABO requirements, the IDA will need to have an agreement in place with the County and that if the IDA would like to move forward, then authorization to develop the agreement with the County be made. She stated that the IDA is prohibited from providing gifts etc. Kara Lais stated that she mentioned to Scott Henze that a draft agreement be in place for IDA consideration. Jon Stead stated that the County typically will take a vote and direct the County Attorney to draft the required language in order for the Chairman to sign off on. Kara Lais stated that typically her recommendation is to have the agreement in place for consideration with the specific parameters etc. if the Board wanted to move forward in that fashion then you can do so.

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: Joe Semione

SECONDED: Mike Fitzgerald

DISCUSSION: Kara Lais stated that the first part of the Executive Session will be for discussion on the water bottling project.

VOTE : Unanimous

TIME : 9:51a.m.

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

MADE BY: Greg Truckenmiller

SECONDED: Dan Rounds

DISCUSSION: None
VOTE: Unanimous
TIME: 10:35a.m.

Scott Henze stated that the IDA has listened to a presentation on the County's Great Sacandaga Lake Discovery Center project and the County's ask for the IDA to contribute dollars to assist in the development of the major Tourism initiative and that the IDA agrees that the project is an economic development project to enhance tourism in Fulton County. Scott Henze stated that the IDA has agreed to fund the project using proceeds using the sale of property at the Tryon Technology Park for a water bottling project.

MOTION: To authorize the IDA attorney to draw up an agreement with the County concerning the IDA providing financial assistance to the County in connection with the Great Sacandaga Lake Discovery Center project in an amount not to exceed the net proceeds paid to the IDA from a lot sale in the Tryon Technology Park and any associated administrative fees resulting from a project application.

MADE BY: Greg Truckenmiller

SECONDED: Joe Semione

DISCUSSION: Kara Lais stated that the motion is to include authorization for the Chairman to sign the agreement.

VOTE: Unanimous

X. NEXT MEETING:

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

XI. CLOSE MEETING:

MOTION: To close the meeting at 10:27a.m.

MADE BY: Sue Collins

SECONDED: Dan Rounds

DISCUSSION: None

VOTE: Unanimous

