

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
AUGUST 12, 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**
___ **KEN ADAMCZYK, ECONOMIC DEVELOPMENT SPECIALIST, FCCRG**
___ **WARREN GREENE, 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 JULY 8, 2025 MEETING:

MOTION: To approve the minutes to the July 8, 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: Greg Truckenmiller

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.) Warren Greene

IDA DISCUSSION:

3. FMRCC Report: _____

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

- T-Bill No. 4 will expire on 8/14/25
- T-Bill No. 4 can be renewed via the following:

Maturity Date	Duration	Yield to Maturity
11/12/2025	3 Mo. T-Bill	3.967%
2/5/2026	6 Mo. T-Bill	3.955%
5/14/2026	9 Mo. T-Bill	3.784%
7/9/2026	11 Mo. T-Bill	3.770%
8/15/2026	12 Mo. T-Note*	3.629%
(*T-Note Pays Semi-Annual Coupon)		

IDA DISCUSSION:

IDA ACTION:

MOTION:

MADE BY:
SECONDED:
DISCUSSION:
VOTE:

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.
- d. 5CD City of Johnstown Site Plan Review:
- **5CD received approval of the 64 unit Senior Housing Initiative on Tuesday August 5, 2025.**
- e. 5CD Application to Homes and Community Renewal:
- **5CD reported that there have been significant changes to the application pertaining to income levels that they are working though.**

IDA DISCUSSION:

VI. NEW BUSINESS:

A. CROSSROADS BUSINESS PARK MARKETING:

1. Background:

- In 2024, the IDA chose to execute a Listing Agreement for 1-year with Colleen Ioele-DeCristofaro of Howard Hannah to market 25+/- acres of land within the Crossroads Park for housing.
- The Listing Agreement was due to expire on April 11, 2025.
- At the April 8, 2025 meeting, the consensus of the IDA was to re-list the property with Colleen Ioele-DeCristofaro at Gateway Realty Solutions for a 12-month term.

2. Listing Price:

- The original listing price for the 25 acres was \$595,000.
- The current listing price is \$550,000.
- There has been no new inquiries on the listing in many months.
- Colleen Ioele-DeCristofaro is recommending that the property be re-listed at a price point below \$500,000.

IDA DISCUSSION:

MOTION: To authorize reducing the listing price for the 25 acres in the Crossroads Business Park from \$550,000 to _____.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

B. FCCRG EXPERTISE PROJECT:

- In January 2025, the FCCRG received a \$549,000 grant through CFA Round 14 of the ESD Mohawk Valley Empowers Grant fund to purchase a mobile-virtual immersive platform that will provide students with a virtual experience of what it would be like to work in partnering local/regional industries.
- The CRG is soliciting the five (5) Mohawk Valley Region IDA's for providing up-front costs in order to kick start the initiative.
- The CRG is requesting \$75,000 in funding that will be reimbursed through the awarded grant fund drawdowns within a 12-15 month period.
- Ken Adamczyk, FCCRG Economic Development Specialist to present an overview of the Expertise Project.

IDA DISCUSSION:

MOTION:
MADE BY:
SECONDED:
DISCUSSION:
VOTE:

VII. IDA TRAINING:

A. NYS EDC SUMMER IDA ACADEMY:

- Executive Director and IDA members Fitzgerald and Truckenmiller attended the NYS EDC Summer IDA Academy on July 29, 2025 at the downtown Ithaca Conference Center.
- Topics and takeaways:
 1. Electric Capacity in New York: An Update on the POWER UP Program (Promote Opportunity with Electric Readiness for Underdeveloped Properties) is designed to develop electric capacity in NY, creating dozens of power-ready sites and attracting new businesses to the state.
 - NYS included \$100M/year for 3 years in budget.
 - Is specific to power utility (unlike FastNY)
 - New Energy Code in effect as of January 1, 2026 requiring enhanced energy efficiency in new construction and renovations through the utilization of heat pumps etc.
 2. NYS Authorities Budget Office Training:
 - Audits focus on IDA's using standardized project forms, inclusion of recapturing policies, PILOT standards and calculating PILOT payments correctly.
 - Mission Creep-Moving away from the IDA's mission. Stick to your Mission!
 - IDA Committees must follow Open Meets Law, keep and post minutes of meeting.
 - Finance Committee must meet prior to IDA issuing debt, report to the full IDA Board.
 3. Housing Policies Best Practices:
 - Representatives from Onondaga County and Erie County IDA's.

- Housing PILOT's are unique to each area/community. Each area/community have different AMI's.
- Each area/community has different housing needs:
 - Workforce Housing
 - Market Rate Housing
 - Senior Lifestyle Housing
- At times, housing PILOTs are criticized due to not creating permanent full time jobs.
- If considering a per unit price structure, work with local assessor to determine what they would assess each unit at then negotiate.

IDA DISCUSSION:

VIII. OTHER BUSINESS:

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 discussions regarding proposed, pending or current litigation and 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:

X. NEXT MEETING:

Tuesday
September 9, 2025
8:00 a.m.

XI. CLOSE MEETING:

MOTION: To close the meeting at _____ a.m.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

DRAFT