

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
AUGUST 12, 2025**

8:00 A.M.

**PLANNING DEPARTMENT CONFERENCE ROOM
MEETING MINUTES**

IDA PRESENT:

**SUE COLLINS, CHAIRMAN
DR. GREG TRUCKENMILLER, VICE CHAIRMAN
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
KEN ADAMCZYK, ECONOMIC DEVELOPMENT SPECIALIST, FCCRG
WARREN GREENE, MEMBER, FCCRG
MARYBETH SHULTS, EXECUTIVE DIRECTOR, 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 JULY 8, 2025 MEETING:

MOTION: To approve the minutes to the July 8, 2025 meeting.
MADE BY: Joe Semione
SECONDED: Dan Rounds
DISCUSSION: None
VOTE: Unanimous

II. BUDGET REPORT:

MOTION: To approve the budget report as presented.

MADE BY: Dan Rounds

SECONDED: Greg Truckenmiller

DISCUSSION: None

VOTE: Unanimous

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Greg Truckenmiller

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

C. Governance Committee:

- No report.

IDA DISCUSSION: Scott Henze stated that he has started to work on the IDA's 2026 Budget. He stated that the Governance Committee will need to meet soon in order to provide recommendations on the Executive Director and Chief Financial Officer's 2026 salaries.

D. Finance Committee:

- No report.

IV. FULTON COUNTY/FCCRG/FMRCC REPORTS:

1. County Report: Tom Roehl

IDA DISCUSSION: Mr. Roehl stated that he has no report.

2. FCCRG Report: (See attached.) Warren Greene

IDA DISCUSSION: Warren Greene stated that he would not go over the entire report however will highlight a few items.

1. Three loan requests were received this month. Two for the Gloversville Loan Fund and one for the Countywide Loan Fund.
 - Mr. Greene stated that there were loans approved for the Holiday Inn and the Gloversville Senior Center through the CRG Countywide Loan Fund.
2. The 2025 - \$300,000 Microenterprise Grant amendment was approved by Empire State Development (ESD) and the first Microenterprise Grant Committee meeting will be held July 30th.
 - Mr. Green noted that there were thirty-one (31) applications with nineteen (19) being approved.

Warren Green noted that the week prior, the entire CRG staff attended a Brownfield Conference in Chicago. He stated that in speaking with Ron Peters, he felt as though it was the best Brownfield Event yet. He stated that Ron attended a tract on finance. He stated that the CRG staff learned a lot at the conference.

Warren Greene thanked Joe Semione for attending all of the CRG meetings.

3. FMRCC Report: MaryBeth Shults

IDA DISCUSSION: MaryBeth stated that she is just starting to get her feet under her and that the Chamber is starting to roll out new business services. She stated that she is focused finding the Chambers Mission to where the Chamber can be involved with both Tourism, IDA and Economic Development in both Fulton and Montgomery Counties. MaryBeth stated that they are working on a tiered approach for business services so that smaller businesses and larger businesses can chose different service platforms etc. She stated that she is applying to be a Certified Chamber Executive and that she would be working with Scott Henze on the County's Vision 2026 Development Strategy and moving forward with that strategy.

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 contacted Town of Johnstown Code Enforcement Officer Jeff Persch to see if he had an update as to the status of the Town's Moratorium. He stated that Mr. Persch indicated that it continues to be reviewed by the Town Attorney.

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: Scott Henze reviewed the renewal rates to T-Bill #4. Joe Semione suggested renewing at the 6 month rate that would still give the IDA a higher yield and then we could assess after the 6 month timeframe. Dan Rounds noted that the 6 month rate appeared to be the best although mentioned that at some point the IDA may want to lock in a longer term. He stated that he is currently looking at the end dates and what that rates may look like at that time. Dan Rounds agreed that at this time though the 6 month term and rate appears to be the best.

IDA ACTION:

MOTION: To authorize the renewal of T-Bill #6 for a 6-month term at 3.955%.

MADE BY: Joe Semione

SECONDED: Dan Rounds

DISCUSSION: No further discussion.

VOTE: Unanimous

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 Betsy Emory has commenced making contact to the list of persons provided to her per category as part of the Customer Development Interviews (CDI). He indicated that a list of questions per category is being developed and would be circulated. He indicated that the interviews would take place in September.

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: Scott Henze stated that the project received City of Johnstown Planning Board approval on Tuesday August 5, 2025 and that Sumeet Guptka of Five Corners Development noted that the application to Home and Community Renewal has changed pertaining to income levels. He stated that Sumeet felt as though the applications will be targeting a larger higher densely populated Cities than Johnstown. He noted that Sumeet will still submit an application however.

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: Scott Henze reviewed the background information as identified within the agenda. Joe Semione suggested \$499,000 that would provide the IDA with close to \$20,000 per acre. Scott Henze stated that the IDA is trying to create housing in this particular park. He stated that although the park has the infrastructure, he is unsure whether or not a housing developer would consider developing land with a land purchase price of \$20,000 per acre. Scott Henze stated that the IDA should look at the future of the park and get the park developed in order for it to be placed back on the tax roll. Scott Henze suggested in the low \$400,000 mark. Joe Semione stated that reducing the price by \$50,000 is a viable starting point. Joe Semione suggested that Colleen provide a description as to how she is marketing the site and suggested that Scott Henze invite her to the next IDA meeting for discussion. Dan Rounds stated that the IDA should try to stay away from

lowering the price in a stepped fashion. He suggested that the price be set for the current market. Joe Semione asked Ken Adamczyk about the price per acre that the CRG has set for the property at the intersection of NY 30A and South Kingsboro Ave. Ken Adamczyk stated that the CRG has submitted a FastNY grant application for infrastructure that would affect the listing price if awarded. Ken Adamczyk stated that when real estate agents are listing properties, the \$500,000 mark is the cutoff and when someone is looking for land under the \$500,000 mark, they may not see the listing at \$499,000.

Scott Henze asked Tom Roehl and Warren Greene for their input. Tom Roehl stated that he likes the idea of finding what the target market is at the moment and stick with it.

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.
- *See PDF Presentation

IDA DISCUSSION: Scott Henze reviewed the background information as identified within the agenda and introduced Ken Adamczyk. Ken stated that he commenced working with the Expertise project 3-4 years ago. He stated that they are a private business that has created a workforce development tool. He stated that the goal is to break the awareness gap between students, parents, and educators, unemployed, underemployed and the businesses. Ken Adamczyk stated that in the current educational system, if a student were to ask the guidance counselor about specific colleges, the counselor would be able to answer the questions, however if you were to ask the same counselor a

question about what types of businesses are located within the County, they would not be able to tell you. He stated that in 2 years, NYS is moving away from the Regents program and will be implementing the Blue Ribbon program whereby every 9th grader will need to move into a pathway. He stated that once the student completes the pathway, they will have that particular pathway seal. He stated that the Expertise Project is a way to start focusing students on a particular pathway. He stated that the Expertise Project was a priority project identified in the local Regional Economic Development Council within their 2023 strategic plan as a Catalyst Project. He stated that in 2025, the CRG was awarded \$549,000 that will provide all of the local educational institutions, BOCES, workforce development etc. with services within the Mohawk Valley Region services free of charge for 2-years. Ken Adamczyk described the Expertise Project as an online workforce Netflix. He stated that the Expertise Project has created over 200 different videos about companies that are regional and local to the Fulton County area. He stated that the videos are both shot two and three dimensionally whereby anyone subscribed to the site can see what the specific company does and take a tour of the company's specific facility. He stated that there are also career paths available and noted that for instance if Townsend Leather wanted to prepare a video they could chose a path such as the person responsible for picking the colors and matching colors etc. He stated that there are career pathways for engineers, civil engineers, landscape architects etc. He stated that everything is based in NY. He stated that the Expertise Project will provide the availability for students to research the pathway or business using three dimensional and two dimensional methods as if the student was located at the business. He stated that businesses can also pay for a video to be created for a specific need that they have and use that video for career fairs and marketing for workforce. Ken Adamczyk provided an example video of students from Northville Central School participating and creating video content as part of the Expertise Project.

Ken Adamczyk stated that the CRG is asking for \$75,000 in upfront funds to be provided from each IDA within the Mohawk Valley Region so that the CRG does not have to take out a loan with interest in order to fund the implementation. He stated that the \$549,000 grant awarded is a reimbursable grant. He stated that the dollars will be used to purchase and initiate 500 virtual reality goggles and commence the development of the virtual emersion room and provide training. He stated that the Expertise Project is providing the second year of the subscription at no cost.

Joe Semione questioned what the cost will be to continue with the subscription for year 3 and 4 etc. Ken Adamczyk stated that the schools that want to stay involved will pay for their own subscription fee from year 3 on. He stated that there may be additional grant funding available. He mentioned that some schools already subscribe. Ken Adamczyk stated that

some schools will continue and some will not. He stated that a lot will depend on the teacher that is implementing it within the respective school.

Ken Adamczyk stated that the Emersion Room will be transported via an enclosed trailer that will be branded to include all of the IDA's logos that sponsor the project.

Scott Henze asked the IDA Board if they feel as though the Expertise Project would be beneficial to provide workforce training and job creation to support local and Mohawk Valley Region businesses. Dan Rounds stated that anything that the IDA can do to give back to the local students to help them navigate what is a difficult environment is beneficial. He stated that this shows a more proactive engagement to prove to businesses that may be looking to locate in the area that the IDA is working on workforce development to supply the workforce that they need. Dan Rounds commented that sadly some of the youth do not feel that the area is a great place and anything that the IDA can do to change that is a win.

Scott Henze read the IDA's Mission Statement to the Board and asked if they feel as though providing a Sponsorship to the Expertise Project is in keeping with the Mission. All members agreed that it is.

Scott Henze asked Kara Lais how the IDA can proceed. Kara Lais stated that IDA's are not allowed to provide grant or loans however do have the authority to enter into a contract for something that supports the IDA's powers, duties and Mission. She stated that if all of the other IDA's are going to also support the initiative, then there should be one (1) Memorandum of Understanding of similar agreement that all IDA's are a party to.

Based upon further discussion, the IDA was in agreement with the concept of providing a Sponsorship support to the Expertise Project in the amount of \$75,000 and that a final document will be prepared to present to the IDA.

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: Scott Henze reviewed the background information as identified within the agenda noting his takeaways from the IDA Academy. Scott Henze noted that Committee meetings are required to be advertised and recorded. He stated that the minutes to the meeting must also be posted on the IDA's website. He stated that this is something that the IDA will commence now.

Scott Henze stated the reason why he read the IDA's Mission Statement at the start of the meeting was due to the fact that the ABO strongly recommends that IDA's stick to their Mission Statement's when making decisions. He stated that it is recommended that the IDA read the Mission Statement each time that they are going to make a decision and to make sure that the decision is in keep with the Mission Statement. He noted that there may be a need to amend the Mission Statement from time to time as things change.

Greg Truckenmiller stated that the PowerUp program is a new program and that the State is trying to find a way to provide assistance to the various new challenges being faced with the electric demand. Greg Truckenmiller stated that in regards to the Housing Policies and Best Practices, it was clear that every area is unique and you need to meet the needs of the local area. He stated that we do not need to be comparable to what other County IDA's are providing for PILOTS.

Greg Truckenmiller noted that the Executive Director also provided a recap of the year and what the NYS EDC is working on to assist IDA's and Economic Development in NY.

VIII. OTHER BUSINESS:

Joe Semione questioned the number of grants that the CRG are getting for various initiatives. Scott Henze stated that the CRG utilizes a grant writer. Joe Semione suggested that the IDA budget for grant writing services in the 2026 budget. Scott Henze stated that he would reach out to Nick Zabowski from Orion Management who does the grant writing for the CRG to see if he would be available to assist the IDA in grant writing.

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: Joe Semione

SECONDED: Joe Gillis

DISCUSSION: None

VOTE : Unanimous

TIME : 9:35a.m.

MOTION: To go out of Executive Session.

MADE BY: Joe Semione

SECONDED: Greg Truckenmiller

DISCUSSION: None

VOTE: Unanimous

TIME: 10:25a.m.

X. NEXT MEETING:

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

XI. CLOSE MEETING:

MOTION: To close the meeting at 10:30a.m.
MADE BY: Sue Collins
SECONDED: Joe Semione
DISCUSSION: None
VOTE: Unanimous

