

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
SEPTEMBER 9, 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**
___ **CHRISTINA VANVALKENBURGH, 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 AUGUST 12, 2025 MEETING:

MOTION: To approve the minutes to the August 12, 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: Joe Semione

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.) Christina VanValkenburgh

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 ended on August 26, 2025.
- **Status?**

IDA DISCUSSION:

B. T-Bills:

- Current T-Bill status:

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	4.003%	2/12/26

IDA DISCUSSION:

IDA ACTION:

MOTION:

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

C. Website Research Project Status:

- 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.
- **Betsy Emory developed the CDI Interview Questionnaire per category (Economic Development, Tourism, Workforce, and Housing).**
- **CDI Interview Questionnaire circulated to Executive Team for feedback.**
- ***See attached Questionnaires.**

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.
 - **Submitted a PILOT Support letter to HCR in support of application (*See attached letter).**

IDA DISCUSSION:

- f. IDA Legal Fees:
- The IDA has assumed additional legal fees for the preparation of the Option Agreement between 5 Corners Development and the IDA.
 - The additional legal fees assumed total \$6,192.00.
 - Until such time that 5 Corners Development exercises the Option Agreement with the IDA, there will be no further legal services required.

MOTION: To authorize a payment in the amount of \$6,192.00 to Fitzgerald, Morris, Baker, Firth for additional legal services provided to the City of Johnstown Senior Housing Initiative in 2025.

MADE BY:

SECONDED:
DISCUSSION:
VOTE:

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.
- **During the August 12, 2025 meeting, IDA Board requested that Colleen attend the September board meeting to discuss marketing strategy and listing price.**

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.
- **During the August 12, 2025 meeting, Ken Adamczyk, FCCRG Economic Development Specialist presented an overview of the Expertise Project and his request for funding.**
- **The IDA unanimously agreed to financially support the initiative due to being in keeping with the IDA's Mission and to support future workforce development efforts within the Mohawk Valley Region.**
- **Based upon continued discussion with IDA Counsel and the West & Company, the IDA can support the Expertise Project through a "Pre-Paid" Sponsorship and Marketing effort.**
- **The Fulton County IDA logo will be placed on components of the project.**
- **A Memorandum of Understanding (MOU) has been drafted outlining the Sponsorship.**
- ***See attached MOU.**

IDA DISCUSSION:

MOTION:

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

C. ADIRONDACK BOTTLING WORKS, LLC PROJECT:

1. General Background:

- Adirondack Bottling Works, LLC (ABW) is proposing to construct a 512,000+/-S.F manufacturing and warehousing facility on a 50+/- acres in the Tryon Technology Park.
- The project will utilize Reverse Osmosis technology to produce purified drinking water.
- ABW produces their own bottles utilizing a blow molding technique.
- The project will include the construction of three (3) 66' high water solos and three (3) 61' high resign pellet silos.

- The facility will be constructed in two (2) phases and consist of:

PHASE	AREA (S.F.)	# OF BOTTLING LINES	# OF EMPLOYEES	WATER DEMAND (GPD)	SEWER DEMAND (GPD)
1	362,440	2	56	600,000	175,000
2	149,240	2	44	600,000	175,000
TOTALS	511,680	4	100	1.2M	350,000

2. Utilities:

Water

- Water to the project will be provided by the City of Gloversville Water Department.
 - Phase 2 will require upgrades to the water pump station and a water main.

Sewer

- Sewer Capacity will be via Fulton County Sewer District No. 4: Hales Mills and the Gloversville-Johnstown Joint Wastewater Treatment Facility.
 - Phase 2 will require upgrades to the wastewater pump station and 5,000+/- feet of force main (6" to 8").

Electric

- Electric will be provided via existing infrastructure for Phase 1.
 - National Grid will provide power for Phase 2 without additional infrastructure costs until a permanent power solution is online.
 - A FastNY Track C application has been submitted to NYS ESD to assist in funding the additional power.

Natural Gas

- Natural Gas will be provided via the existing 99psi gas line located at Tryon.
- ABW produces their own bottles utilizing a blow molding technique.
- The project will include the construction of three (3) 66' high water solos and three (3) 61' high resign pellet silos.

3. Hours of Operation:

- The facility will operate 24 hours a day, 7 days a week year round.
- 4 rotating shifts (2 per day).

4. Truck Traffic:

- Phase 1 will consist of 3-4 truck trips per hour (6-8 vehicle trips) throughout a 24 hour cycle
- Phase 2 will consist of 6-8 truck trips per hour (12-16 vehicle trips) throughout a 24 hour cycle.
- Signage will be installed directing trucks onto CR 107, CR 158 and NYS Route 29 as the preferred truck route.
- A 4-way stop will be incorporated at the intersection of CR 107 and Sacandaga Road.

5. Town of Perth Review:

- Tryon is located within the Town of Perth Business Technology Zone (BTZ).
- July 28, 2025 - Planning Board commenced the review of the Site Plan.
 - Commenced SEQR
 - Scheduled Public Hearing
- August 14, 2025 - ZBA considered area variance for the six (6) silos and façade that exceeded 40 foot height regulation.
- August 20, 2025 - Planning Board continued the review of the Site Plan.
 - Opened Public Hearing (left open).
- September 15, 2025 - Planning Board to continue to review the Site Plan.
 - Expect to close Public Hearing and complete SEQR.
 - Issue approval.

6. Tryon Technology Park Design Standards:

- In 2015, the IDA developed design standards for the Tryon Technology Park with the intent to create a high-quality business environment.
- *See attached Design Standards.

IDA DISCUSSION:

MOTION:

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

VII. IDA TRAINING:

- During the annual meeting, the IDA established the following goals for 2025:

1. 2025 Goals:

GOAL	STATUS
Continue Board and Executive Director Training.	Monthly Training/NYS EDC IDA Academy
Maintain an IDA presence at the Brownfield Developers Summit and attend one (1) other Economic Development Conference.	Sponsored Brownfield Developers Summit
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.	Five Corners Development in City of Johnstown
Commence the implementation of Building Fulton County's Future: Roundabout Housing Hub.	Crossroads Park Housing
Commence the implementation of Building Fulton County's Future: Tryon Residential Incubator Site.	
Commence the implementation of Building Fulton County's Future: Building Demolition & Substation Supporting Tryon Technology Park.	FastNY Track C application submitted to support new transmission and substation at Tryon.
Implement the coordinated final goal of the Joint Executive Committee in relation to a shared toolbox/landing page web concept (IDA, CRG, FMRCC, and Workforce Development) to include an audit of the IDA's website.	CDI Interview list/questions.
Utilize the County's Dashboard Matrix (Airtable) to track IDA goal progress.	All projects added to Airtable/ongoing
Each member attend one (1) Board of Directors meeting of the Fulton-Montgomery Regional Chamber of Commerce.	Ongoing

IDA DISCUSSION:

2. IDA Mission Statement:

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.

- IDA's should avoid mission creep-moving away from the IDA's mission.
- Does the IDA Board feel as though the current mission statement is clear and is representative for what the IDA does?
 - Housing
 - Tourism
 - Other?

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 for _____.

MADE BY:

SECONDED:

DISCUSSION:

VOTE :

TIME :

MOTION: To go out of Executive Session.

MADE BY:

SECONDED:

DISCUSSION:
VOTE:
TIME:

X. NEXT MEETING:

Tuesday
October 14, 2025
8:00 a.m.

XI. CLOSE MEETING:

MOTION: To close the meeting at _____a.m.
MADE BY:
SECONDED:
DISCUSSION:
VOTE:

