

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
OCTOBER 14, 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**
___ **TERRI EASTERLY, 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 SEPTEMBER 9, 2025 MEETING:

MOTION: To approve the minutes to the September 9, 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: Sue Collins

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.) Terri Easterly

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.
- The Town of Johnstown's Solar Moratorium has expired.
- Nexus has been informed of this.

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

- T-Bill# 1 is due to expire on November 28, 2025.
- IDA Board will discuss this T-Bill at the November meeting.

IDA DISCUSSION:

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.
- **During the September 9, 2025 meeting, the IDA Board reviewed the questionnaires.**
- **Betsy Emory commenced the CDI interviews.**
- **Once the CDI interviews have been completed, Betsy Emory will finalize project report.**
- **A meeting of the Joint Executive Committee will be scheduled for November 2025 to discuss next steps.**

IDA DISCUSSION:

VI. NEW BUSINESS:

A. PROPOSED 2026 IDA BUDGET:

- IDA Board must adopt and file in PARIS a 2026 Budget by November 1, 2025.
- Executive Director met with each IDA Board member to discuss the proposed budget in order to present to the entire board.
- Board members provided many suggestions and comments. Executive Director developed proposed budget based in part on comments and suggestions made.
- *See proposed budget attached.

IDA DISCUSSION:

MOTION: To approve the 2026 budget.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

B. PROJECT NYK (NIAGARA) APPLICATION (PROJECT # 1701-25-01A):

1. General Background:

- Niagara Bottling, LLC (NB) is proposing to construct a 362,440+/-S.F (Phase I) manufacturing and warehousing facility on 50+/- acres in the Tryon Technology Park.
- Niagara Bottling, LLC has also proposed a Phase II that will add an additional 149,560+/- S.F. at a later date.
- The project will utilize Reverse Osmosis technology to produce purified drinking water.
- NB produces their own bottles utilizing a blow molding technique.
- The overall project will include the construction of three (3) 66' high water solos and three (3) 61' high resin pellet silos.
- The facility is proposed to 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	55	600,000	175,000
2	149,240	2	44	600,000	175,000
TOTALS	511,680	4	99	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:
 - Closed the public hearing.
 - Completed SEQR
 - Approved the site plan.

6. 239-m Review:

- Since the project is located within 500 feet of a County Highway, the project was sent to the County Planning Board for a 239-m review.
- The County Planning Board met on August 19, 2025 and recommended approval with modifications to include wayfinding signage and the addition of a 4-way stop at CR 107 and Sacandaga Road.

7. Tryon Technology Park Design Standards:

- During the September 9, 2025 meeting of the IDA, the IDA Board gave a conditional approval of the Site Plan per the Tryon Technology Park Design Standards.
 - Condition: Issuance of a Negative Declaration under SEQR by Perth Planning Board.

8. Project Application:

- Niagara Bottling has submitted an application to the IDA.
- The Application Fee has been provided.
- The Project Application requests the following IDA benefits:

- Real Property Tax Exemptions	:	\$3,430,005
- Sales Tax Exemptions	:	\$6,440,000
- TOTAL	:	\$9,870,005
- Since the total benefits exceed \$100,000, a Public Hearing will be required to be held within the Town of Perth.

9. Project Structure:

- Niagara Bottling, LLC will lease the property to the IDA.
- The IDA will lease the property back to Niagara Bottling, LLC.

10. Project Number:

- The project has been assigned Project Number 1701-25-01-A.

11. Project Review Criteria:

- Section 8 of the Project Application states that the IDA Board shall review the Project Application and utilize the following specific criteria for

evaluating and determining whether to provide financial incentives to a proposed project:

a. Will the Project Create or Retain Jobs?

- 1) The project will create fifty (50) new full-time jobs within two (2) years.
- 2) The project will also create construction jobs.

b. What are the wages to be paid for the new jobs being created and the existing jobs being retained?

Category of Jobs to be Retained and Created	Average Annual Salary Hourly Rate for New Job Created	Average Salary or Range of Salary for Jobs Retained	Average Fringe Benefits for New Jobs Created	Average Fringe Benefits for Jobs Retained
Management	13@ \$55.00/hr		21%+/-	
Professional				
Administrative				
Production	37 @ \$28.00/hr*		21+/-%	
Other				

*Includes OT time

c. What is the Total Private Sector Investment?

- \$165+/- Million

d. How Much Local Labor will be Utilized During Construction:

- Fulton County : 20-25+/-
- Montgomery County : 20-25+/-
- Outside of Fulton/Montgomery Counties : 110-150+/-

e. How much will property values and property tax revenues increase for local taxing jurisdictions?

- The property within the Tryon Technology Park is owned by the IDA and is tax exempt.

- Prior to the IDA's ownership in 2014, the property was owned by the NYS Department of Social Welfare beginning in 1965.
- The property has been tax exempt since 1965.
- A new parcel will be created for the 50 acre lot that Niagara will own creating new property tax revenues for Fulton County, Town of Perth and Broadalbin-Perth School District.

DETERMINATION: Based upon the answers provided to the Project Review Criteria, does the IDA Board determine that project NYK is in keeping with the IDA's Mission?

IDA DISCUSSION:

MOTION:

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

12. Public Hearing:

- It is proposed that a Public Hearing be scheduled for:

Wednesday
October 29, 2025
10:00 a.m.
Town of Perth Municipal Complex
1849 County Highway 107
Amsterdam, NY 12010

- Kara Lais has drafted a Resolution to schedule a Public Hearing to the proposed NYK Project.
- *See attached Resolution

IDA DISCUSSION:

MOTION: To adopt a Resolution scheduling a public hearing related to the proposed NYK Project 1701-25-01-A.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

C. DECKER DRIVE, LLC EXPANSION PROJECT APPLICATION (PROJECT # 1701-25-02A):

1. General Background:

- The Company currently occupies offices within the City of Johnstown at 55 East Main Street Suite 210.
- The Company was established in 2013.
- The Company specializes in the renewable energy field.
- The Company currently employs 21 people.

2. Proposed Expansion Project:

- The Company has indicated that they have experienced strong growth and cannot expand at its current location and therefore would like to purchase an existing 12,000+/- SF building on 2.6 acres in the Crossroads Park.
- The company will renovate the existing building to suit its needs and construct a 5,000+/- SF addition to the existing facility.
- The total project cost would be approximately \$4,700,000.

3. City of Gloversville Review:

- Application materials have been submitted to the Code Enforcement Office.
- The Code Enforcement Office has determined that the Company will need to go through the Site Plan Review process with the City Planning Board.
- This process is expected to commence in November 2025.

4. SEQR:

- SEQR will be conducted by the City of Gloversville Planning Board.
- The IDA will be named as an Involved Agency via the coordinated SEQR review since the IDA has an approval authority issuing benefits.
- The IDA will accept the Planning Boards determination of significance.
- The IDA's final approval of Decker Drive, LLC's application will be conditioned on a Negative Declaration determination by the City Planning Board.

5. Project Application:

- Decker Drive, LLC has submitted an application to the IDA requesting financial benefits.
- The Application Fee has been provided.
- The Project Application requests the following IDA benefits:

- Real Property Tax Exemptions	:	\$306,660.00
- Sales Tax Exemptions	:	\$120,000.00
- <u>Mortgage Recording Tax</u>	:	<u>\$ 31,500.00</u>
TOTAL	:	\$458,160.00
- Since the total benefits exceed \$100,000, a Public Hearing will be required to be held within the City of Gloversville.

6. Project Structure:

- Decker Drive, LLC will lease the property to the IDA.
- The IDA will lease the property back to Decker Drive, LLC.

7. Project Number:

- The project has been assigned Project Number 1701-25-02-A.

8. Project Review Criteria:

- Section 8 of the Project Application states that the IDA Board shall review the Project Application and utilize the following specific criteria for evaluating and determining whether to provide financial incentives to a proposed project:
 - a. Will the Project Create or Retain Jobs?
 - 1) The project will create four (4) new full-time jobs within two (2) years.
 - 2) The project will also create construction jobs.
 - b. What are the wages to be paid for the new jobs being created and the existing jobs being retained?

Category of Jobs to be Retained and Created	Average Annual Salary Hourly Rate for New Job Created	Average Salary or Range of Salary for Jobs Retained	Average Fringe Benefits for New Jobs Created	Average Fringe Benefits for Jobs Retained
Management				
Professional				
Administrative	\$92,000	\$154,000	\$26,000	\$43,000
Production				
Other				

c. What is the Total Private Sector Investment?

- \$3,800,000

d. How Much Local Labor will be Utilized During Construction:

- Fulton County : 5+/-
- Montgomery County : 5+/-
- Outside of Fulton/Montgomery Counties: 15+/-

e. How much will property values and property tax revenues increase for local taxing jurisdictions?

- The property is currently exempt from property tax.
- The property will now be placed onto the tax rolls generating property tax revenues for Fulton County, City of Gloversville and Greater Johnstown School District.

DETERMINATION: Based upon the answers provided to the Project Review Criteria, does the IDA Board determine that the Decker Drive Expansion Project is in keeping with the IDA's Mission?

IDA DISCUSSION:

MOTION:

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

9. Public Hearing:

- It is proposed that a Public Hearing be scheduled for:

Wednesday
October 29, 2025
11:30 a.m.
Fulton County Center for Regional Growth Offices
34 West Fulton Street
Gloversville, NY 12078
- Kara Lais has drafted a Resolution to schedule a Public Hearing to the proposed Decker Drive Expansion Project.
- *See attached Resolution.

IDA DISCUSSION:

MOTION: To adopt a Resolution scheduling a public hearing related to the Decker Drive Expansion Project 1701-25-02-A.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

VII. IDA TRAINING:

- During the September 9, 2025 meeting, the IDA discussed modifying the mission statement in order to avoid “mission creep” (moving away from an organizations mission).
- During that meeting, IDA members identified the following:
 1. Condense and focus the mission statement.
 2. Include workforce development
 3. Include tourism
 4. Include housing
- The current IDA mission statement is:

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.

- The below mission statements have been developed for consideration:
 1. *The IDA's mission is to create and promote economic growth and prosperity for residents and entrepreneurs through the development of shovel-ready sites, providing support for workforce development, fostering a variety of housing options, and leveraging the county's natural and recreational assets to grow the tourism industry.*
 2. *The IDA's mission is to drive economic growth and prosperity by preparing shovel-ready sites for development, encouraging diverse housing options, supporting workforce development and boost the tourism industry by leveraging the county's natural and recreational assets.*

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:

- Next regularly scheduled meeting (November 11) falls on Veterans Day.
- A new meeting date will be required.

Day:

_____, 2025

8:00 a.m.

XI. CLOSE MEETING:

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

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

DRAFT