

**FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

**TUESDAY**

**SEPTEMBER 9, 2025**

**8:00 A.M.**

**PLANNING DEPARTMENT CONFERENCE ROOM**

**MEETING MINUTES**

IDA PRESENT:

**SUE COLLINS, CHAIRMAN**

**DR. GREG TRUCKENMILLER, VICE CHAIRMAN**

**MIKE FITZGERALD, TREASURER (ARRIVED AT 8:20A.M.)**

**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**

**CHRISTINA VANVALKENBURGH, 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 AUGUST 12, 2025 MEETING:**

**MOTION:** To approve the minutes to the August 12, 2025 meeting.

**MADE BY:** Joe Semione

**SECONDED:** Greg Truckenmiller

**DISCUSSION:** None

**VOTE:** 6-0 (Fitzgerald not present)

## **II. BUDGET REPORT:**

MOTION: To approve the budget report as presented.

MADE BY: Greg Truckenmiller

SECONDED: Dan Rounds

DISCUSSION: None

VOTE: Unanimous

## **III. COMMITTEE REPORTS:**

### **A. Nominating Committee:**

- No report.

### **B. Audit Committee:**

- Monthly Bank Reconciliation Report: Joe Semione

IDA DISCUSSION: Joe Semione stated that he reviewed the report sent by CFO Carol Ellis and all was found to be 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 Roehl stated that the majority of the last Economic Development and Environment Committee meeting was discussing projects in Gloversville that received a DRI indicating that of the list provided, there were eighteen (18) project with two (2) of those being closed out, three (3) were finished with construction and five (5) have construction contracts signed but had not commenced.

### **2. FCCRG Report: (See attached.) Christina VanValkenburgh**

IDA DISCUSSION: Christina VanValkenburgh reviewed the CRG Report that was provided (See attached).

### 3. FMRCC Report: MaryBeth Shults

IDA DISCUSSION: MaryBeth Shults stated that she met with the HFM Workforce Development team to discuss how the various groups can coordinate better. She stated that the Chamber will be hosting a Workforce Roundtable in December where there will be invitations sent out to various Economic Development and Workforce Development partners. She stated that she met with EnergyNet at the Saratoga Raceway to discuss energy savings initiatives indicating that there will be several concepts brought back to Chamber Members on energy saving ideas. She stated that the Chamber held a raffle for the Sacandaga Protection Committee and all 100 tickets were sold. MaryBeth stated that the Chamber will hold their annual golf tournament on Friday September 12 and have raised over \$35,000 in sponsorships with over 120 golfers registered. She stated that the dollars go toward the Chamber scholarships and will also be used for transportation for workforce development initiatives. MaryBeth noted that the Chamber will be attending the CRG's event with NYS ESD.

## 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: Christina VanValkenburgh (Supervisor of Town of Johnstown) stated that the Town held their Public Hearing on the draft solar regulations stating that the Public Hearing was left open. She stated that the Town Attorney will be forwarding the draft to the Fulton County Planning Board for a Section 239-m review. She stated that the moratorium is no longer in existence and noted that the IDA's solar project could be re-engaged. Scott Henze stated that Nexus had received their Special Use Permit however since they did not apply for a building permit after six (6) months the Special Use Permit was voided. She stated that the Town is also going to be placing a Moratorium on Battery Energy Storage Systems and Wind Energy Systems.

### 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: Scott Henze stated that the IDA reinvested T-Bill No. 4 at the August meeting for another six (6) month term.

**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: Scott Henze reviewed the background information as identified within the agenda as well as the attached questionnaires. Scott Henze stated that he circulated the information to Ron Peters at the CRG, MaryBeth Shults at the Chamber and Workforce Solutions. Scott Henze stated that once the questionnaires are adequate, Betsy Emory will commence the CDI interviews. The IDA Board found the questionnaires to be adequate.

**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:

| <b>PARCEL</b> |
|---------------|
| 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: Scott Henze reviewed the background information as identified within the agenda. He stated that he submitted a letter of support to be included within the HCR application that noted that the IDA would entertain a PILOT on the project. He stated that Sumeet noted that the HCR application would be submitted by the end of the week.

Joe Gillis questioned what type of PILOT would Sumeet be requesting, a standard PILOT? Scott Henze stated that it would be much different than a standard 10-year PILOT. Scott Henze stated that the IDA discussed a potential PILOT for the project in a past meeting and noted that Sumeet suggested a PILOT that was unit based noting that a PILOT structure to be based upon \$500 per unit for 30 years. Joe Semione noted that the IDA also discussed that when the PILOT is discussed for this project that the IDA would reach out to the other taxing jurisdictions to obtain their feedback. Dave D'Amore stated that he wants to make sure that the school district has enough time to have a dialogue with them in regards to a special PILOT.

Mike Fitzgerald stated that at the IDA Academy it was noted that a price per unit is not an unusual structure. He stated that he spoke to an Economic Development official from Onondaga County and noted that they have done the same however it is up to the IDA to determine what the price per unit should be. Joe Gillis stated that he would like to see the IDA compare the per unit price PILOT with what the IDA's standard PILOT would be when making the determination. Mike Fitzgerald stated that developers ask for unit price PILOTS because they look for a 30-year financing package with a combination of bank equity, grants which developers use to set the rents of the units to meet state requirements for affordable housing. Joe Gills stated that in 30 years \$500 a unit would be low. Kara Lais stated that there would be an escalator built in.

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: Joe Semione

SECONDED: Mike Fitzgerald

DISCUSSION: None

VOTE: Unanimous

## 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: Colleen Ioele-DeCristofaro stated that the property has been listed for 18 months. She stated that during that time, she had marketing packages made up and sent to twenty-four (24) different developers from a list that was provided to her years ago from Jim Mraz. She stated that there was not much feedback on that effort. She stated that during that course of time, there have been 7-8 inquiries with around 3-4 being more serious than the others however they have all come to a dead end. She stated that two (2) that showed interest are already working on other projects locally. She stated that at first when Mr. Mraz engaged her for listing the property she felt that the listing should be around \$250-\$300 thousand however he felt that that was too low. She stated that the IDA had a commercial appraisal done and the appraisal utilized properties that were not Fulton County properties. She stated that even though the appraisal had location adjustments made, they were not significant enough. She stated that she has analyzed listings within the Gloversville Zip Code via MLS and other sources and the average price per acre is \$11,500. She stated that the current listing for the IDA property is \$21,000 per acre. She stated that she understands that there is infrastructure at the location but there is also other costs that a developer will need to make etc. Colleen recommended that the IDA consider reducing the price for the 25 acres to at least \$499,000 in order to change the momentum. She stated that based upon the reports that she has run, the reports suggest \$350,000.

Joe Semione stated that he believes that the infrastructure is worth more money than \$11,500 an acre. Joe Semione stated that he does agree that the listing should be at the \$499,000 due to perception. She stated that as a comparable, Jeff Knox who is working on the buildout of Aspen

Hills which already had utilities sold a lot at \$15,000 per acre. She stated that those lots were also already subdivided.

Dave D'Amore questioned whether or not the IDA was looking to maximize profit or to facilitate development? Greg Truckenmiller stated that he agrees and noted that the property has been dormant for 26-27 years with no movement.

Sue Collins noted that listing the property at \$15,000 per acre the total list price would be \$375,000. Colleen agreed that that is more reasonable and indicated that the average list price for a single family home in the Gloversville Zip Code is \$170-\$185,000. She stated that new basic homes in the area are going for \$300,000.

Dave D'Amore stated that he would support dropping the list price below \$400,000. He indicated that he believes that the market will require the price to be lower. He noted that he does not want to continue to drop the listing price in six (6) month increments and would rather save time and get a developer engaged.

Joe Gillis questioned the type of housing developers showed the most interest in. Colleen noted that it was single family housing.

Joe Semione questioned whether or not anyone that did show interest say that the price was too high? Colleen stated yes.

Dave D'Amore asked what the initial investment was in the park. Scott Henze stated that he does not remember however he believes that there was some grant funding provided.

Dan Rounds stated that anyone can make an offer lower than the listing price. Colleen stated that they can however most would not make an offer for half of the listing price in her experience.

MOTION: To authorize reducing the listing price for the 25 acres in the Crossroads Business Park from \$550,000 to \$375,000.

MADE BY: Dave D'Amore

SECONDED: Sue Collins

DISCUSSION: Joe Gillis stated that he liked the \$399,000 price point to start with. Dan Rounds noted that he is ok with \$375,000 and if there are multiple interested parties the property may go for the \$399,000 price. Mike Fitzgerald stated that he supports the \$375,000 and noted that the faster that the property gets back on the tax rolls the better.

Sue Collins asked Scott Henze to recite the IDA's Mission. Mike Fitzgerald noted that at the IDA Academy in Ithaca this past summer there were two (2) session on housing.

VOTE: Scott Henze asked for a roll call vote:

Dave D'Amore : Yes

|                    |   |     |
|--------------------|---|-----|
| Joe Gillis         | : | Yes |
| Joe Semione        | : | Yes |
| Dan Rounds         | : | Yes |
| Greg Truckenmiller | : | Yes |
| Sue Collins        | : | Yes |
| Mike Fitzgerald    | : | Yes |

## **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: Scott Henze reviewed the background information as identified within the agenda. Scott Henze asked Ken Adamczyk to provide an update in regards to the other IDA's within the Mohawk Valley Region that he has requested support from. Ken Adamczyk stated that he has received confirmation from Oneida County that they are going to support, likewise with Herkimer County IDA. He stated that Montgomery County verbally indicated that they will be participating. He stated that Montgomery County cancelled their meeting as the Expertise Project was the only item on the agenda. He stated that Schoharie County may participate via Schoharie County and not through the IDA. Scott Henze stated that with that, there will be 100% participation within the Mohawk Valley. Ken Adamczyk stated that the only County that he has not heard back from was Otsego County.

Ken Adamczyk stated that Scott Henze, he and others are making a trip to NYC on September 29 to Igloo to actually see similar equipment and how it operates.

Ken Adamczyk provided another brief overview of the Expertise Project to the IDA. Scott Henze asked what the lead time was on the equipment. Ken Adamczyk stated that it is a 12-14 week lead time on the production. He stated that there will also be training. Ken Adamczyk stated that with all of the IDA's identified on the trailer and equipment it will be a great combined effort in support of workforce development. Ken Adamczyk provided examples of how the equipment would be used in both classroom and other environments. Ken Adamczyk stated that there will be several people trained on how to use the equipment so that if one person is not available another can operate it etc.

MOTION: To authorize the execution of a Memorandum of Understanding with the Fulton County Center for Regional Growth in support of a pre-paid \$75,000.00 sponsorship and marketing effort via the Expertise Project with the understanding that the IDA will be reimbursed \$73,500.00

MADE BY: Mike Fitzgerald

SECONDED: Dave D'Amore

DISCUSSION: None

VOTE: Unanimous

### **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: Scott Henze reviewed the background information as identified within the agenda. Scott Henze reviewed the site plan with the IDA Board. Dave D'Amore questioned the traffic circulation pattern of Phase I and II. The IDA Board discussed truck traffic on CR 107. Scott Henze explained that there will be wayfinding signs at the end of CR 117 directing truck traffic to CR 158 and then onto StHwy 29. The IDA Board questioned whether or not trucks would be allowed to remain idle on the CR 117 waiting to either get into the facility or on their own off hours time. Scott Henze stated that he will pose that question to Niagara as to how they will address this if it is something that occurs.

Supervisor VanValkenburgh stated that she fielded a call from a Town resident that lives on CR 107 with concerns of traffic. She stated that trucks will have a very difficult time turning onto StHwy 30A from CR 107. Scott Henze stated that trucks are going to be directed to CR 158 and onto StHwy 29 as quickly as possible.

Scott Henze stated that the IDA should be receiving an application for benefits from the company to review during the October meeting. He stated that he has requested that Jim Mraz review the application and attend the October meeting.

Mike Fitzgerald stated that he has toured a bottling facility and he was impressed with the amount of automation.

Scott Henze stated that the lot will need to be graded. He stated that Winstanley is working with the company on a plan to take the fill to the 115 acre lot at Tryon to prep that area for a new pad site. He stated that there will be 200-300 thousand yards of fill or more to move. He stated that part of that will be the requirement that the company remove the remaining building foundations and underground infrastructure as part of the plan.

MOTION: To approve the proposed Adirondack Bottling Works, LLC Site Plan as per the Tryon Technology Park Design Standards with the condition that the Town of Perth Planning Board approve same.

MADE BY: Dave D'Amore

SECONDED: Joe Semione

DISCUSSION:

VOTE: Unanimous

## 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: Scott Henze reviewed the IDA's goals for 2025 along with his notes as to the status of meeting the goals. Joe Semione stated that at the last CRG meeting there were questions regarding the combined website development project. Sue Collins noted that Betsy is working on the CDI interviews. Scott Henze stated that he believes that the process has already identified that there will be a combined landing page. He stated that at some point, there will need to be discussions as to how to fund it and who will be the main point of contact etc. Scott Henze stated that the initiative will be completed before the end of the year.

## 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: Dan Rounds noted that there is a lot of effort on workforce development. He stated that it may be worth calling out support for workforce development more in the Mission Statement.

Mike Fitzgerald recommended "*shovel-ready sites for new and expanding businesses, housing, offer financial incentives, as may be required, to encourage..*

Dave D'Amore stated that IDA's in general are broadening their range of services into participating in housing and tourism support, noting that they are both components of economic development. He stated that although IDA's were first noted for industrial development, they are evolving and the mission statements should evolve with them. He stated that he encourages a straightforward approach to a mission statement. He stated that maybe the rewrite allows for the idea of encouraging economic development through the offering of financial incentives to build a desirable place to live and do business...

Joe Gillis stated that inserting the word housing into the mission statement will expand it quite a bit.

The IDA discussed the idea that the meaning of shovel ready sites can mean housing just as industrial etc.

**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 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: Dan Rounds

SECONDED: Dave D'Amore

DISCUSSION: None

VOTE : Unanimous

TIME : 9:42a.m.

MOTION: To go out of Executive Session.

MADE BY: Sue Collins  
SECONDED: Joe Semione  
DISCUSSION: None  
VOTE: Unanimous  
TIME: 10:03a.m.

**X. NEXT MEETING:**

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

**XI. CLOSE MEETING:**

MOTION: To close the meeting at 10:04 a.m.  
MADE BY: Sue Collins  
SECONDED: Dan Rounds  
DISCUSSION: None  
VOTE: Unanimous

