

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
OCTOBER 14, 2025
8:00 A.M.**

PLANNING DEPARTMENT CONFERENCE ROOM

MEETING MINUTES

IDA PRESENT:

**SUE COLLINS, CHAIRMAN
MIKE FITZGERALD, TREASURER
JOE GILLIS, SECRETARY (VIA ZOOM)
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
PATRICK DRINEN, DIRECTOR OF ECONOMIC DEVELOPMENT & COMMUNITY RELATIONS –
NIAGARA BOTTLING
ASHLEY DELANEY – DIRECTOR OF HUMAN RESOURCES - WESSON GROUP
SHANNON WAGNER, ASSOCIATE – HODGSON RUSS, LLP
KEVIN MURRAY – WESSON GROUP**

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:	Joe Semione
SECONDED:	Dave D'Amore
DISCUSSION:	None
VOTE:	Unanimous

II. BUDGET REPORT:

MOTION: To approve the budget report as presented.
MADE BY: Mike Fitzgerald
SECONDED: Joe Semione
DISCUSSION: None
VOTE: Unanimous

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Sue Collins

IDA DISCUSSION: Sue Collins stated that she reviewed the Monthly Bank Reconciliation Report and all was in order.

C. Governance Committee:

- Joe Semione stated that the Governance Committee met prior to the IDA Board meeting and set the Executive Director's Salary at \$27,000 and the Chief Financial Officer's salary at \$8,150.

D. Finance Committee:

- No report.

IV. FULTON COUNTY/FCCRG/FMRCC REPORTS:

1. County Report: Tom Roehl

IDA DISCUSSION: Tom Roehl stated that he has nothing to report at this time.

2. FCCRG Report: (See attached.) Terri Easterly

IDA DISCUSSION: Terri Easterly was not present.

3. FMRCC Report: MaryBeth Shults

IDA DISCUSSION: Mary Beth Shults was not present.

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: Scott Henze stated that per the last meeting of the IDA, Supervisor VanValkenburg informed the Board that the moratorium had expired on August 26, 2025. He stated that he made contact with Nexus to inform them of this and that there has been no response.

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: Scott Henze stated that T-Bill No. 1 would be due in November. He stated that the IDA will need to decide during its December meeting what term and rate to reinvest the T-Bill at since the November meeting is prior to the current expiration date.

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: Scott Henze reviewed the new information as identified within the agenda. Scott Henze stated that once the CDI interviews are complete, Betsy Emory will finalize the report for the Joint Executive Committee to review and consider. Scott Henze stated that Betsy is referring the proposed new landing page to be a “portal”. Scott Henze stated that he requested an estimated cost proposal for the development of the portal in order to incorporate into the 2026 Budget.

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: Scott Henze reviewed the proposed budget with the Board. Mr. Henze stated that he took a different approach this year in formulating the budget by meeting with every Board member individually to discuss the budget. Mr. Henze stated that he then drafted the budget based upon Board members’ comments. Joe Semione stated that he really liked the new approach.

MOTION: To approve the 2026 budget as presented.

MADE BY: Dan Rounds
SECONDED: Dave D'Amore
DISCUSSION: None
VOTE: Unanimous

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
- <u>Sales Tax Exemptions</u>	:	<u>\$6,440,000</u>
- 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.

IDA DISCUSSION: Scott Henze asked Kara Lais to discuss the PILOT structure. Kara Lais stated that the PILOT structure is the typical 10-year structure starting out having a 50% exemption in year one and declining by 5% each year through years two through ten. She stated that the current assessed value for the entire parcel is \$81,800 and that the local assessor will determine what the fifty acre parcel land assessment is. She stated that according to the application, the new construction value is \$64 Million dollars however the Town of Perth has an equalization rate of 37% therefore the construction value was reduced to \$23,680,000. She stated that is what the PILOT value is. She stated that the actual assessed value will be determined by the local assessor. Kara Lais stated that the value of the PILOT over the 10-year term would therefore be \$3,430,005.

Dave D'Amore questioned which school district the project is located in. Scott Henze stated that it is located within the Broadalbin-Perth School District. Dave D'Amore asked if the PILOT has been discussed with them. Scott Henze stated that he hasn't yet but would be soon. Dave D'Amore stated that he highly recommends that a discussion be had with the school district prior to the IDA finalizing the PILOT. Kara Lais stated that the only action that the IDA can take at this point is to schedule the Public Hearing and after said hearing the IDA would finalize the proposed figures. Dave D'Amore stated that there are implications to school districts when PILOTS are passed affecting their budgets.

Scott Henze asked Patrick Drinen, Director of Economic Development from Niagara Bottling if he had any comments to provide. Patrick Drinen stated that Niagara has appreciated all of the support that the local regulators have provided throughout the process. He stated that Scott Henze and his Department has done a great job along with Ron Peters and the Center for Regional Growth. Patrick Drinen stated that he appreciates that the IDA has sponsored the application to NYS ESD for FastNY Tract C funding for the electric upgrade to support the project.

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: Dave D'Amore stated that the project is exactly what the IDA is looking for a squarely fits within the mission of the IDA. Mike Fitzgerald thanked Scott Henze for coordinating all of the pieces and organizations to bring the project to this point.

12. Public Hearing:

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

Wednesday
November 5, 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: Dan Rounds
SECONDED: Mike Fitzgerald
DISCUSSION: None
VOTE: Unanimous

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

IDA DISCUSSION: Mike Fitzgerald excused himself from the room noting a conflict of interest as NBT is the funding bank. Joe Semione stated that he provides cleaning services for the Wesson Group. Joe Semione remained. A quorum remained.

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.

IDA DISCUSSION: Scott Henze asked Kara Lais to review the PILOT structure. Kara Lais stated that based upon the construction value of the improvements and addition of 5,000SF being \$3,000,000 along with the City of Gloversville's equalization rate of 76% the new assessed value of construction would equal \$2,290,000. Kara Lais stated that that figure would be used as the base for the PILOT. She stated that the current assessed value is \$401,000. She stated that once the sale goes through, the IDA will need to coordinate with the Assessor's office to see if that assessed value figure remains.

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: Joe Gillis asked for clarification as to whether or not the project as being proposed will receive a PILOT on the improvements and additional 5,000 s.f. of space since the existing building already received a PILOT. Scott Henze stated that that was correct. Benefits will only be provided on the improvements and expansion. Joe Semione stated that this is another good project for Fulton County.

9. Public Hearing:

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

Wednesday
November 5, 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: Dave D'Amore

SECONDED: Dan Rounds

DISCUSSION: None

VOTE: Unanimous

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: Scott Henze reviewed the background information as identified within the agenda. Joe Semione stated that he likes the shorter version and indicated that shorter is better. Dave D'Amore stated that the shorter mission statement now calls out housing, workforce and tourism however does not specifically call out industrial and manufacturing types of development. He questioned if it is implied within the statement "preparing shovel ready sites for development". After further discussion by the Board, the following Mission Statement was developed:

The IDA's mission is to drive economic growth and prosperity by preparing shovel-ready sites for development including commercial enterprise, diverse housing options, workforce development and tourism.

VIII. OTHER BUSINESS:

IDA DISCUSSION: Joe Semione questioned whether or not the IDA would like him to arrange for the Union Hall dinner after the Annual Meeting on January 13, 2025. The IDA agreed.

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 discussions regarding proposed, pending or current litigation.

MADE BY: Joe Semione
SECONDED: Sue Collins
DISCUSSION: None
VOTE : Unanimous
TIME : 8:45 a.m.

MOTION: To go out of Executive Session.

MADE BY: Dan Rounds
SECONDED: Joe Semione
DISCUSSION: None
VOTE: Unanimous
TIME: 9:20 a.m.

X. NEXT MEETING:

- Next regularly scheduled meeting (November 11) falls on Veterans Day.

- A new meeting date will be required.

Day: Tuesday
November 18, 2025
8:00 a.m.

XI. CLOSE MEETING:

MOTION:	To close the meeting at 9:23 a.m.
MADE BY:	Sue Collins
SECONDED:	Joe Semione
DISCUSSION:	None
VOTE:	Unanimous

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