

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
NOVEMBER 18, 2025
8:00 A.M.
PLANNING DEPARTMENT CONFERENCE ROOM
MEETING MINUTES**

IDA PRESENT:

**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
MARYBETH SHULTS, EXECUTIVE DIRECTOR, FMRCC
AMY PRAUGHT, MAYOR, CITY OF JOHNSTOWN
SUMEET GUPTA, FIVE CORNERS DEVELOPMENT**

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 OCTOBER 14, 2025 MEETING:

MOTION: To approve the minutes to the October 14, 2025 meeting.
MADE BY: Dan Rounds
SECONDED: Dave D'Amore
DISCUSSION: None
VOTE: Unanimous

II. BUDGET REPORT:

IDA DISCUSSION: Scott Henze reviewed the Budget Report with the Board. Joe Semione questioned whether the NYMIR insurance payment was being made every 6 months. Scott Henze stated that it was.

MOTION: To approve the budget report as presented.

MADE BY: Mike Fitzgerald

SECONDED: Dan Rounds

DISCUSSION: None

VOTE: Unanimous

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Mike Fitzgerald

IDA DISCUSSION: Mike Fitzgerald stated that all was in order.

C. Governance Committee:

- The Governance Committee met at 7:30 a.m. on October 14, 2025 to discuss establishing the salaries for the Executive Director and Chief Financial Officer.
- A report was provided to the full Board at the regular meeting on October 14, 2025.
- Attached are the meeting minutes.

MOTION: To accept the minutes to the Governance Committee meeting on October 14, 2025.

MADE BY: Dave D'Amore

SECONDED: Mike Fitzgerald

DISCUSSION: None

VOTE: Unanimous

D. Finance Committee:

- No report.

IV. FULTON COUNTY/FCCRG/FMRCC REPORTS:

A. County Report: Tom Roehl

IDA DISCUSSION: Tom Roehl stated that the County's wastewater pump station has been installed at the Village of Mayfield Wastewater Treatment Plant site and that there were a few items left to complete before the County sewer systems goes online. Tom Roehl stated that the Inflow and Infiltration work is ongoing at a cost of around \$450,000. He stated that there were eleven (11) locations where the work will be performed within the City of Gloversville. He stated that the work at West Street caused additional problems than had been anticipated and at a higher cost. He stated that it is yet to be determined whether or not all eleven (11) locations will be completed given the additional work at West Street. Tom Roehl stated that the original County Budget had a tax increase of 16% however after the last session the tax increase has been reduced to less than half of that figure. He stated that there will be a Public Hearing on Monday.

Joe Gillis questioned if there has been any movement on the Museum project. Tom Roehl stated that there has been no discussion on the Discovery Center project over the past several meetings. He stated that there is site work being down on the project and that has all that has been done to date.

Scott Henze noted that the site contractor is preparing the site for winter.

B. FCCRG Report: (See attached.) Geoff Peck

IDA DISCUSSION: Scott Henze stated that Mr. Peck appears to not be in attendance this morning.

C. FMRCC Report: MaryBeth Shults

IDA DISCUSSION: MaryBeth noted that the Chamber's membership is growing with ten (10) new members in the last month. She stated that the Chamber is hosting a workforce summit on December 5, 2025. She stated that it will be a workshop format.

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.

➤ **Does the IDA wish to solicit other Solar companies to see if there is an interest in developing that portion of the Tryon Technology Park?**

IDA DISCUSSION: Scott Henze reviewed the background information as identified in the background. Dave D’Amore questioned what the new Town law requires in comparison to the old law. Scott Henze stated that he does not believe that the new law was changed to the extent that the original project would not be viable at that location. He stated that Nexus may need to go through a few additional review items. Dave D’Amore questioned when the state subsidies would no longer be available. Joe Gillis stated that he would prefer to hear from Nexus as to whether or not they are in or out. The consensus of the board was to make contact with Nexus to see if they are still interested and if not to discuss options at that time. Mike Fitzgerald questioned whether or not that particular tract of land was suitable for commercial development. Scott Henze stated that it was not as there is a grade and the tract is technically landlocked noting that Nexus was required to obtain an easement/ROW from Vireo.

-----END OF AGENDA ITEM-----

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 December meeting.

IDA DISCUSSION: Scott Henze stated that he will circulate new rates via email.

-----END OF AGENDA ITEM-----

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 has completed ix (6) 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 once the report has been provided to discuss next steps.**

IDA DISCUSSION: Scott Henze reviewed the background information as identified within the agenda. There were no questions.

-----END OF AGENDA ITEM-----

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.

f. Proposed PILOT Structure:

- **5CD proposed a PILOT structure that is based upon a 30 year term and a \$500 price per unit with a built in escalator.**
- **Sumeet Gupta from 5CD has requested that he attend this morning's IDA meeting to continue that discussion.**

IDA DISCUSSION: Scott Henze noted that the agenda contains all of the background and actions that the IDA has taken in regards to the project. He stated that he invited Mayor Praught to the meeting today to participate in the discussion. Sumeet Gupta provided a PowerPoint overview of his request (attached). Sumeet noted all of the support that the City and IDA has provided in order to expedite the project in order to apply through NYS Homes and Community Renewal (HCR) for the tax credits to the project in September. He stated that the application was based upon a 64-unit Senior Housing building with a total cost of around \$27M. Sumeet Gupta reviewed the PowerPoint with the Board to include the project schedule and noted that HCR's tentative award date is March 2026. He stated that if the project is awarded, construction would start in June of 2026 and be completed around ten (10) months later. Sumeet Gupta stated that although he is hopeful that the project is funded, HCR has received seven (7) project applications which is the most that they have ever received at one time. Sumeet noted that Five Corners Development is bringing in a nonprofit partner ICAN which is a large very organized nonprofit based in Utica. Sumeet Gupta discussed the revised PILOT proposal noting that the proposal will be based upon 30-years with a payment of \$250/unit having a 2% escalation. Sumeet noted that the total PILOT fees of \$649,089. Sumeet noted that they had submitted the application prior to knowing that HCR had changed their rent calculations and therefore Five Corners Development was required to re-evaluate the project. He stated that they are not requesting Sales and Mortgage Tax exemptions from the IDA as they will receive those exemptions through HCR. Sumeet reviewed the comparable project slide with projects located in Amsterdam. Sumeet noted that NYS offers a 581-an exemption for affordable housing project through NYS Real Property Tax Law. Sumeet Gupta reviewed the slide comparing the proposed exemption request to that of a 581-an exemption project. Sumeet noted that over the 30 years, the actual exemption request totals \$74,312. Sumeet noted that there will be around 200 construction jobs along with 3 new full time jobs created through ICAN. Sumeet Gupta noted that the project will also have a positive impact on the community by providing 64 brand new senior housing units, transforming an underutilized property into a productive property, adding over \$1M in salaries to the local market, expanding and improving the adjacent walking trail that connects to the downtown.

Joe Gillis noted that the project started at \$500 per unit and that it is now down to \$250/unit. Sumeet Gupta noted that it is beneficial to request exemptions through the IDA rather than the 581-a State exemption process due to the IDA receiving the application and monitoring fees along with stability in the yearly tax due. He noted that the initial \$500/unit cost was based upon how HCR was calculating income. Joe Gillis asked how Mayor Praught felt about the new proposal. Mayor Praught noted that at first it was shocking but with all of the ancillary benefits

that the project will bring to the City it is going to provide to be beneficial. She noted that seniors in the area would not be able to afford \$1,200-\$1,500 rents a month and therefore it's a balancing act. The Board noted that the property has been tax exempt for many years.

Dave D'Amore noted that with lesser rents, seniors would have more dollars available to support the local businesses etc. Dave D'Amore noted that this is purposely not a market rate investment and that the whole premise is to make this affordable for seniors. He questioned how the PILOT is structured for the benefit of the school district. Dave D'Amore questioned whether or not Sumeet had a conversation with the school district yet? Sumeet stated that he has not but would be happy to do so. Scott Henze stated that he met with the Johnstown School district Superintendent and discussed the proposed PILOT. He stated that the Superintendent understood the ancillary benefits of the project and was supportive. Scott Henze noted that the Superintendent indicated that when PILOT payments are around \$75,000 that is when it starts to become problematic for the school district. Scott Henze stated that he would discuss the revised PILOT with the Superintendent and connect Sumeet with her if needed.

Dave D'Amore asked the Mayor whether or not this project would put a strain on City services. The Mayor noted that it would not. Scott Henze asked the Mayor whether or not the City maintains the trail during the winter months. She stated that they do.

Tom Roehl noted that the project would be a good asset to the community and with a lesser rent, seniors may spend additional dollars supporting local businesses.

The consensus of the IDA Board was to continue to support the project with the revised PILOT exemption request. Sumeet Gupta noted that he would submit his official application to the IDA soon.

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

a. 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

b. 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 resin pellet silos.

c. Hours of Operation:

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

d. 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.

e. 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.
- **Niagara Bottling will is in the process of seeking a Site Plan Amendment with the Town of Perth Planning Board for the following:**
 - **Cooling Tower**
 - **Water Storage Tank**
 - **Relocation of Soils**
 - **Location of onsite customer-owned substation.**
- **A revised SEQR EAF has been circulated to Involved and Interested Agencies on the amendments.**
- **The Town of Perth Planning Board is scheduled to meet on December 1, 2025 to review the proposed amendment.**
- **The Town of Perth ZBA will meet in December 2025 to review an area variance for the cooling tower.**

f. 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.

g. 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.

h. 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 was required to be held within the Town of Perth.

i. Project Structure:

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

j. Project Number:

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

k. 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.

l. October 14, 2025 Meeting of the IDA:

- **During the October 14, 2025 meeting, the IDA Board reviewed the above information and determined that NYK was in keeping with the IDA’s Mission.**
- **The IDA Board adopted a resolution scheduling a Public Hearing for November 5, 2025 at 10:00 a.m. at the Town of Perth Municipal Complex.**
- **The Public Hearing was held. There were no speakers.**

m. Project Updates:

- **Scott Henze met with Stephen Tomlinson, Superintendent of the Broadalbin Perth School District in regards to the proposed PILOT on October 30, 2025. He was in support of the project.**
- **A revised application has been submitted for FastNY Track C funding that will include the following upgrades to the Tryon Technology Park:**
 1. **Upgraded Water Pump Station pumps and waterline.**
 2. **Upgraded Sewer Pump Station pumps and sewerline.**
 3. **Site soil relocation to the 115acre lot.**
- **A new application to NY’s PowerUp! Grant funding will be made to bring in new power transmission to support the buildout of the Tryon Technology Park.**

IDA DISCUSSION: Scott Henze reviewed the background information as identified within the agenda noting that the IDA will not be taking action on the PILOT exemptions today. Scott Henze reviewed the new items of information with the board (in bold). Scott Henze noted that the IDA should be able to take action on the application during the December meeting.

Scott Henze noted that he has submitted a revised NYS FastNY Tract C application and that he is waiting on the NYS PowerUp! application to be released in order to apply for the power upgrades to support the Tryon Technology Park.

-----END OF AGENDA ITEM-----

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

a. 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.

b. 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.

c. 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.

d. 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.
- **The City of Gloversville Planning Board commenced the review of the application during their November 4, 2025 meeting commencing SEQR coordination and set a Public Hearing for their December 2, 2025 meeting.**

e. 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.

f. Project Structure:

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

g. Project Number:

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

h. 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.

f. October 14, 2025 Meeting of the IDA:

- **During the October 14, 2025 meeting, the IDA Board reviewed the above information and determined that the Decker Drive Expansion Project was in keeping with the IDA’s Mission.**
- **The IDA Board adopted a resolution scheduling a Public Hearing for November 5, 2025 at 11:30 a.m. at the Fulton County Center for Regional Growth Offices in the City of Gloversville.**
- **The Public Hearing was held. There were no speakers.**

g. Project Updates:

- **Scott Henze met with Alicia Koster, Superintendent of the Greater Johnstown School District on October 20, 2025 in regards to the proposed PILOT. She was in support of the project.**
- **The City of Gloversville Planning Board identified that the project may require an additional fifteen (15) parking spaces to be provided per the City’s Zoning Regulations.**
- **The Wesson Group is considering the purchase of additional adjacent acreage from the IDA in order to comply with the parking requirements.**
- **The IDA is unable to take a final action on the application until SEQR has been completed by the City of Gloversville Planning Board.**

IDA DISCUSSION: Scott Henze reviewed the background information as identified within the agenda noting that the IDA will not be taking action on the PILOT exemptions today since the City of Gloversville Planning Board has not completed the required State Environmental Quality Review action yet. Scott Henze reviewed the new items of information with the board (in bold). Scott Henze noted that the IDA should be able to take action on the application during the December meeting.

-----END OF AGENDA ITEM-----

VI. NEW BUSINESS:

A. NATIONAL GRID INGHAMS TO ROTTERDAM TRANSMISSION UPGRADE PROJECT:

- National Grid will be reconstructing their 115kV transmission line from their existing Inghams Substation in Manheim, NY to the existing substation in Rotterdam, NY.
- National Grid has contracted with Canacre to assist them in securing land easements as part of the upgrade project.
- Canacre has identified a 20-acre lot (Lot A) located in the Johnstown Industrial Park as an ideal location to serve as a temporary marshaling (laydown) yard.
- Canacre would also like to include two (2) additional adjacent lots identified as Lot B and Lot C.
- The 20-acre lot is owned by the IDA.
- The Lease Term would include 40+/- months (November 1, 2026-February 28, 2030).
- Canacre has had a market study performed in order to provide a Lease Price for the lease of the entire 20-acre lot to include Lots B and C.

- The Market Study identifies a Lease Price of \$293,232.
- The IDA and the City of Johnstown entered into an Intermunicipal Agreement for properties sold or leased within the Johnstown Industrial Park.
- 93% of all proceeds go to the City. The remaining 7% are retained by the IDA.
- In order for the IDA to consider leasing the property to Canacre, the IDA is required to have a commercial appraisal performed.
- A proposal has been requested and provided by CBRE to perform a commercial appraisal based upon a monthly lease for a term of approximately 40 months.
- The cost of the appraisal is \$3,500.

IDA DISCUSSION: Scott Henze reviewed the background information as identified within the agenda. Scott Henze stated that in order for the IDA to entertain the offer, a commercial appraisal is required to be performed noting that he received a price cost to have an appraisal performed for \$3,500. He noted that the City of Johnstown will pay for 50% of the appraisal cost. Mayor Praught noted that she has several additional concerns in regards to the contract that Canacre has provided noting that the contract requests that the property be leased commencing January 2026 however the agreement would not commence until November 2026. She noted rather than 40 months it would end up being 50 months etc.

Mayor Praught asked what the price per acre land is sold for in the park. Scott Henze stated that he believes it is \$25,500 per acre.

Joe Gillis asked if the mayor had heard anything from Walmart who at one time had an interest in the property. Mayor Praught noted that she has not.

Mike Fitzgerald stated that the Canacre would need to improve the lot in order to use it etc. Mayor Praught stated that they would and that is the reason why they want to lock the property in now, so they have time to prepare it. Scott Henze stated that the agreement notes that the property would be turned back to its original condition however he has suggested that that the language allow for the IDA and City to determine whether or not they wish to leave it improved.

MOTION: To authorize an agreement with CBRE at a cost not to exceed \$3,500 (50% paid for by the City of Johnstown) for a commercial appraisal to be performed on Lots A, B and C in the Johnstown Industrial Park.

MADE BY: Dave D'Amore
SECONDED: Mike Fitzgerald
DISCUSSION: None
VOTE: Unanimous

-----END OF AGENDA ITEM-----

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 were developed for the October 14, 2025 meeting:
 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.*
- **Based upon the discussion during the October 14, 2025 meeting, the following revised Mission Statement has been 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.

IDA DISCUSSION: Scott Henze reviewed the background information as identified in the agenda. Joe Semione stated that he recommends that the Mission Statement also include the last sentence to read “In doing so, the IDA strives to make Fulton County a desirable place to live and do

business”. Greg Truckenmiller stated that that is intended and one of the purposes of the exercise was to shorten the Mission Statement. Dave D’Amore agreed that it is implied. Scott Henze asked if the words Fulton County should be included. The Board agreed.

MOTION: To adopt the following Mission of the IDA:

“The Fulton County 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”.

MADE BY: Dan Rounds

SECONDED: Joe Gillis

DISCUSSION: None

VOTE: Unanimous

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 medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension.

MADE BY: Joe Semione
SECONDED: Dave D'Amore
DISCUSSION: None
VOTE : Unanimous
TIME : 9:28a.m.

MOTION: To go out of Executive Session.

MADE BY: Dave D'Amore
SECONDED: Mike Fitzgerald
DISCUSSION: None
VOTE: Unanimous
TIME: 9:46a.m.

X. NEXT MEETING:

- Next regularly scheduled meeting is December 9, 2025

XI. CLOSE MEETING:

MOTION: To close the meeting at 9:47a.m.
MADE BY: Greg Truckenmiller
SECONDED: Dan Rounds
DISCUSSION: None
VOTE: Unanimous

DRAFT