

**FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

**TUESDAY  
DECEMBER 9, 2025**

**8:00 A.M.**

**PLANNING DEPARTMENT CONFERENCE ROOM  
MEETING AGENDA**

**IDA PRESENT:**

\_\_\_ **SUE COLLINS, CHAIRMAN**  
\_\_\_ **DR. GREG TRUCKENMILLER, VICE CHAIRMAN**  
\_\_\_ **MIKE FITZGERALD, TREASURER**  
\_\_\_ **JOE GILLIS, SECRETARY**  
\_\_\_ **JOSEPH SEMIONE, MEMBER**  
\_\_\_ **DAVID D'AMORE, MEMBER**  
\_\_\_ **DAN ROUNDS, MEMBER**  
\_\_\_ **KARA LAIS, FITZGERALD, MORRIS, BAKER, FIRTH PC**  
\_\_\_ **SCOTT HENZE, EXECUTIVE DIRECTOR**

**OTHERS PRESENT:**

\_\_\_ **TOM ROEHL, LIASON ECONOMIC DEVELOPMENT&ENVIRONMENT COMMITTEE**  
\_\_\_ **RON PETERS, PRESIDENT & CEO FCCRG**  
\_\_\_ **KEN ADAMCZYK, ECONOMIC DEVELOPMENT SPECIALIST, FCCRG**  
\_\_\_ **KENT KIRCH, CHAIRMAN, FCCRG**  
\_\_\_ **MARYBETH SHULTS, EXECUTIVE DIRECTOR, FMRCC**

**IDA'S MISSION:**

*"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".*

**I. MINUTES FROM NOVEMBER 18, 2025 MEETING:**

**MOTION:** To approve the minutes to the November 18, 2025 meeting.

**MADE BY:**

**SECONDED:**

**DISCUSSION:**

**VOTE:**

## **II. BUDGET REPORT:**

MOTION: To approve the budget report as presented.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

## **III. COMMITTEE REPORTS:**

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

- No report.

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

- Monthly Bank Reconciliation Report: Greg Truckenmiller.

DISCUSSION:

### **C. Governance Committee:**

- No report

### **D. Finance Committee:**

- No report.

## **IV. FULTON COUNTY/FCCRG/FMRCC REPORTS:**

### **A. County Report: Tom Roehl**

IDA DISCUSSION:

### **B. FCCRG Report: (See attached.) Kent Kirch**

IDA DISCUSSION:

### **C. FMRCC Report: MaryBeth Shults**

IDA DISCUSSION:

V. **OLD BUSINESS:**

A. **Nexus Renewables :**

- Nexus continues to wait until the Town of Johnstown Moratorium on Solar and Battery Storage Energy Facilities expires so it can file an application for a new Special Use Permit.
- The Town of Johnstown held their last committee meeting on the new Solar and Battery Storage regulations on February 6, 2025 and have forwarded the draft to their counsel for a legal review.
- The Town of Johnstown issued a second 6-month extension to their moratorium that ended on August 26, 2025.
- The Town of Johnstown's Solar Moratorium has expired.
- Nexus has been informed of this.
- **During the November 18, 2025 meeting, Scott Henze asked the Board if they wished to continue to engage with Nexus Renewables or seek another company to develop solar at Tryon.**
- **Direction was given to confirm with Nexus.**
- **Scott Henze sent email requests to both Adnan Waheed and Keith Sandor of Nexus Renewables in November 18 and December 3, 2025 to verify whether or not Nexus still had an interest in developing solar at Tryon. To date, no response has been provided.**

DISCUSSION:

-----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 expired on November 28, 2025.
- An email was circulated on November 25<sup>th</sup>, 2025 with updated rates.
- Based upon the email responses, no final direction was given.
- Below are the rates:

<b>Maturity Date</b>	<b>Duration</b>	<b>Yield to Maturity (YTM)</b>	
2/28/2026	3 Mo. T-Bill	3.485%	
5/28/2026	6 Mo. T-Bill	3.604%	
8/15/2026	9 Mo. T-Note*	3.539%	
11/15/2026	12 Mo. T-Note*	3.505%	
	(*Treasury-Note: Pays a semi-annual coupon, plus some appreciation for total YTM)		

DISCUSSION:

MOTION: To renew T-Bill#1 for \_\_\_\_\_ at the \_\_\_\_\_% rate.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

-----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 \_\_\_\_\_ (X) CDI interviews.
- Betsy Emory has submitted a draft report on the project.
- \*See draft report.

DISCUSSION:

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

**D. PROJECT HALE CREEK PRESERVE APPLICATION (PROJECT # 1701-25-03A):**

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:
  - **Originally, 5CD proposed a PILOT structure that is based upon a 30 year term and a \$500 price per unit with a built in escalator.**
  - **During the November 18, 2025 meeting, Sumeet Gupta from 5CD attended and requested that the IDA consider PILOT based upon \$250/unit for the 64 units.**
  - **The IDA Board agreed to the concept.**
  - **City of Johnstown Mayor Amy Praught, also in attendance at that meeting all agreed.**
  - **The proposal was presented to the Superintendent of the Greater Johnstown School District on November 19, 2025. The Superintendent remains in support of the PILOT structure and project.**

#### DISCUSSION:

- g. Project Application:
  - 5CD has submitted an application to the IDA.
  - The Application Fee has been provided.
  - The Project Application requests the following IDA benefit:

- <u>Real Property Tax Exemptions</u>	:	\$74,312.00
- TOTAL	:	\$74,312.00
  - Since the total benefits exceed \$100,000, a Public Hearing was required to be held within the City of Johnstown.

h. Project Structure:

- Hale Creek Preserve, LLC will lease the property to the IDA.
- The IDA will lease the property back to Hale Creek Preserve, LLC.

i. Project Number:

- The project has been assigned Project Number 1701-25-03-A.

j. 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 five (5) new full-time jobs within two (2) years.
    - 2) The project will also retain one (1) full-time job.
    - 3) The project will also create 203 construction jobs.
  - b. What are the wages to be paid for the new jobs being created and the existing jobs being retained?

<b>Category of Jobs to be Retained and Created</b>	<b>Average Annual Salary Hourly Rate for New Job Created</b>	<b>Average Salary or Range of Salary for Jobs Retained</b>	<b>Average Fringe Benefits for New Jobs Created</b>	<b>Average Fringe Benefits for Jobs Retained</b>
Management	\$60,000	\$88,000	39% +/-	39% +/-
Professional	\$47,000	N/A	39% +/-	N/A
Administrative	\$54,000	N/A	N/A	39% +/-
Maintenance	\$55,000	N/A	29%	N/A
Independent Contractor	\$55,000	N/A	N/A	N/A
Community Manager	\$65,000	N/A	28% +/-	N/A

c. What is the Total Private Sector Investment?

- \$27,856,264+/- Million

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

- Fulton County : 40+/-
- Montgomery County : 40+/-
- Outside of Fulton/Montgomery Counties : 123+/-

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

- The properties have been municipally owned for many years and has been tax exempt.

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

DISCUSSION:

1. Public Hearing:

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

Tuesday  
January 6, 2026  
10:00 a.m.  
Fulton County Planning Department  
1 East Montgomery Street  
Johnstown, NY 12095

- Kara Lais has drafted a Resolution to schedule a Public Hearing to the proposed Hale Creek Preserve Project.
- \*See attached Resolution

DISCUSSION:

MOTION: To adopt a Resolution scheduling a public hearing related to the proposed Hale Creek Preserve Project 1701-25-03-A.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

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



**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 resign 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 resign 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 met on December 1, 2025 and approved the proposed amendments.**
- **The Town of Perth ZBA will meet on December 18, 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
- Sales Tax Exemptions	:	\$6,440,000
- 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:

f. Will the Project Create or Retain Jobs?

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

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

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

\*Includes OT time

h. What is the Total Private Sector Investment?

- \$165+/- Million

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

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

j. 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.**
- **Additional discussions have been had with the Superintendent of School and the Town of Perth Supervisor regarding respective PILOT payment structures.**
- **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 Letter of Intent was submitted to NYS ESD's NY's PowerUp! Grant that is being proposed to fund new power transmission to support the buildout of the Tryon Technology Park.**

DISCUSSION:

-----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.
- **The City of Gloversville Planning Board met on December 4, 2025. The Board completed SEQR and approved the application.**

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.
- **The City of Gloversville Planning Board met on December 4, 2025. The Board completed SEQR and approved the application.**

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.**

i. Adopting Resolution:

- Kara Lais has drafted a Resolution to take action on providing benefits to the Decker Drive, LLC expansion project.
- \*See attached Resolution

DISCUSSION:

MOTION: To adopt a Resolution taking certain actions in support to the proposed Decker Drive, LLC Expansion Project 1701-25-02-A.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

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

**G. 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 3% 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.
- **During the November 18, 2025 meeting, the IDA Board agreed to contract with CBRE to have the appraisal done on the property at a cost not to exceed \$3,500 with 50% being paid by the City of Johnstown.**
- **Scott Henze notified CBRE on November 19, 2025.**
- **CBRE responded on December 2, 2025 to discuss the appraisal.**
- **The appraisal will be based upon a yearly land rent.**
- **The appraisal will be completed prior to the January 13, 2026 meeting of the IDA.**
- **Learned that Parcel C was not a part of the transaction between the City of Johnstown and IDA when the Johnstown Industrial Park was established.**
- **Parcel C was purchased by the IDA directly from a private land owner in 1998.**

DISCUSSION:

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

## VI. NEW BUSINESS:

### A. CROSSROADS 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 listing price was then reduced to \$550,000.
- **At the September meeting of the IDA, Colleen Ioele-DeCristofaro discussed reducing the listing price again. The IDA Board agreed to reduce the list price to \$375,000.**

3. Conflict:

- Colleen Ioele-DeCristofaro was recently elected to serve as a County Supervisor to the City of Johnstown.
- On January 2, 2026, Colleen will be officially sworn in.
- County Attorney Jason Brott is requesting that the IDA remove Colleen and Gateway Realty Solutions as the listing agenda/firm due to a conflict of interest.
- Based upon this, how does the IDA wish to proceed with relisting the property?

DISCUSSION:

MOTION: To release Colleen Ioele-DeCristofaro and Gateway Realty Solutions from serving as listing agent and firm to the IDA's marketing efforts to the Crossroads Park.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

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

**B. CONSULTANT AGREEMENT:**

- Carol Ellis is the current CFO to the IDA.

- Carol Ellis informed the Executive Director that she no longer desires to be the CFO in 2026.
- Melinda VanPatten in the Planning Department desires to serve as the IDA's CFO in 2026.
- Carol Ellis and Melinda VanPatten have been coordinating the CFO duties, however the Executive Director is recommending that Carol Ellis serve as a consultant to the IDA to assist in the transition of the CFO duties to Melinda VanPatten.
- Carol Ellis has agreed to do so.
- The IDA Board included \$2,000 in the 2026 Budget for Consultant services.
- The Executive Director has developed an agreement between the IDA and Carol Ellis to provide this services. \*See attached agreement.

DISCUSSION:

MOTION: To authorize a consultant agreement with Carol Ellis for CFO Services to the IDA in 2026 at a cost not to exceed \$2,000.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

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

**C. INVOICE FROM FITZGERALD, MORRIS, BAKER, FIRTH (FMBF):**

- IDA received an invoice dated December 1, 2025 from FMBF for general services to the IDA in the amount of \$7,068.00.

DISCUSSION:

IDA ACTION:

MOTION: To authorize a payment in the amount of \$7,068.00 to Fitzgerald, Morris, Baker, Firth for legal services provided in 2025.

MADE BY:

SECONDED:

VOTE:

#### **D. INVOICE FROM JAMES ESPER LANDSCAPE**

- A Request for Quotes (RFQ) was distributed to three (3) companies/individuals for lawn services at the Tryon Technology Park in 2025.
- The number of mowing's will remain the same as previous years however the area to mow has decreased since the IDA transferred property within Tryon to Fulton County Sewer District No.4: Hales Mills.
- Quotes were received on April 30, 2025.
- Previous Year Costs:

2014	:	\$5,160	:	Greenscapes
2015	:	\$8,820	:	Evergreen
2016	:	\$7,520	:	Greenscapes
2017	:	\$8,500	:	James Esper
2018	:	\$10,700	:	James Esper
2019	:	\$8,934	:	Evergreen
2020	:	\$6,480	:	Greenscapes
2021	:	\$6,628	:	Evergreen
2022	:	\$6,340	:	James Esper
2023	:	\$7,440	:	James Esper
2024	:	\$7,990	:	James Esper*

\*Increased number of finish mowing's from 9 to 11.

- Winstanley Enterprises has agreed to reimburse the IDA for the cost of mowing in 2025.
- The following quotes were received:

TYPE OF MOWING	# OF MOWINGS	QUOTE PER MOWING	TOTAL QUOTE
Finish Mowing (Areas shown in Purple on Exhibit 1)	10	Evergreen - \$648	\$6,480
		Esper - \$310	\$3,100
Brush Hog (Areas shown in Yellow on Exhibit 1)	3	Evergreen - \$1,875	\$5,625
		Esper - \$780	\$2,340
Brush Hog (Areas shown in Green on Exhibit 1)	2	Evergreen - \$1,700	\$3,440
		Esper - \$1,000	\$2,000
Weeding/Mulch at sign	1	Evergreen - \$465	\$465
		Esper - \$550	\$550
<b>Total</b>		<b>Evergreen</b>	<b>\$16,010</b>
		<b>Esper</b>	<b>\$7,990</b>

- An invoice was received from James Esper Landscape on December 3, 2025 to pay for lawn mowing services at the Tryon Technology Park.
- The invoice was sent to Winstanley Enterprises for reimbursement.

MOTION: To authorize a payment in the amount of \$7,990.00 to James Esper Landscape for 2025 mowing services at the Tryon Technology Park.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

## **VII. IDA TRAINING:**

### **1. ABO Public Authority Website Transparency Reviews**

- The ABO issued a Special Report on October 30, 2025 of Website Transparency Reviews conducted in years 2021-2024.
- The FCIDA was not one of the 29 IDA's reviewed.
- Executive Director is verifying compliance with the criteria.
- Below is the checklist of ABO IDA Transparency Reviews:

## **Appendix C – ABO Transparency Review Checklist (IDAs only)**

### **Information To Be Posted on Public Authority's Website**

Mission Statement

Enabling Statute

By-laws

Code of Ethics

Conflict of Interest Policy

Whistleblower Policy

Organization Chart – including, at a minimum, the IDA's executive structure and major organizational units

Report on Operations and Accomplishments – including a description of the Authority's operations, completed and active projects, as well as any material changes in Authority operations and programs

List of IDA Board Members - including appointing entity, appointment dates, and term

Each IDA board member's current employment and professional background

List of Committees and Committee Members

Executive Management Team - including professional background and qualifications

Authority Performance Measures

Annual Performance Evaluation indicating status of Performance Measures

Authority Schedule of Debt (including conduit debt)

Management's Assessment of the Authority's Internal Control Structure and

Procedures - including a description of operating and financial risks and any policies to mitigate risk

Board meeting schedule

Board meeting notice

Board agendas

Board packets  
 Board meeting minutes  
 Board meeting webcasting and video recordings  
 Board resolutions  
 Committee meeting schedule  
 Committee meeting notice  
 Committee meeting agendas  
 Committee meeting packets  
 Committee meeting minutes  
 Committee meeting webcasting and video recordings  
 Annual Budget Report and details of 4-year financial plan  
 Annual Independent Certified Financial Audit  
 Independent Auditor's Report on Internal Controls over Financial Reporting  
 Independent audit management letter (if none it should be stated)  
 List of grants provided (if applicable) - including grant recipient's name and address, the purpose of the grant, date awarded, and amount awarded  
 List of loans provided (if applicable)- including borrower's name and address, loan purpose, date awarded, amount issued, term of the loan, repayment status, principal repaid and amount outstanding as of the end of the fiscal year  
 List of bonds issued (if applicable) - including bond recipient's name, amount of bonds issued, purpose of bonds, and current amount outstanding as of the end of the fiscal year  
 List of active IDA projects, including the current year's financial assistance (tax exemptions received and PILOT payments made) and existing jobs  
 Assessment of the progress of each active project  
 Standard Application form  
 Applications for all active projects  
 Resolutions for all active projects  
 Project Agreements - including PILOT agreements (if applicable) for all active projects  
 Uniform Evaluation Criteria and Selection Policy  
 Uniform Tax Exemption Policy  
 Policies for the Suspension, Discontinuance or Modification of Financial Assistance  
 Recapture Policy - including policies for return of all or part of financial assistance provided (PILOT and tax exemptions) when a material violation occurs  
 Annual Compliance Report Regarding State Sales Tax Recaptures (ST-62)  
 Property Acquisition Policies  
 Property Disposition Policies  
 List of Real Property owned by the Authority  
 Personal Property Transactions  
 Real Property Transactions  
 Policies for the procurement of all goods and services  
 Annual Procurement Report  
 Authority's Procurement Officer  
 Investment Policies  
 Annual Investment Report - including the investment audit results and management letter, record of investment income, list of fees paid for investment services, and explanation of any amendments to the Investment Policy  
 Fee Schedules (if applicable) of any service or administrative fees charged  
 Current Year Official Statements or similar bond documents

## **VIII. OTHER BUSINESS:**

- Responses to recent RFI's:

### **1. Project Vector**

- Winstanley Enterprises responded to an RFI forwarded by Ron Peters at the CRG requesting site information for a proposed semiconductor manufacturing company that is looking for a site that would either provide a building or offer a build to suit site for a 60,000 SF building.
- A response by Winstanley Enterprises was provided on December 2, 2025.
- See attached RFI request.

DISCUSSION:

### **2. Foreign Food Manufacturer**

- Winstanley Enterprises responded to an RFI requesting site information for a foreign food manufacturer that is looking for a 10+/- acre site that could accommodate a 54,000 SF building with expansion up to 150,000 SF.
- A response by Winstanley Enterprises was provided on December 2, 2025.
- See attached RFI request.

DISCUSSION:

## **IX. EXECUTIVE SESSION:**

1. Upon a majority vote of its total membership, taken in an open meeting pursuant to a motion identifying the general area or areas of the subject or subjects to be considered, a public body may conduct an executive session for the below enumerated purposes only, provided, however, that no action by formal vote shall be taken to appropriate public moneys:
  - i. matters which will imperil the public safety if disclosed;
  - ii. any matter which may disclose the identity of a law enforcement agent or informer;
  - iii. information relating to current or future investigation or prosecution of a criminal offense which would imperil effective law enforcement if disclosed;



- iv. discussions regarding proposed, pending or current litigation;
- v. collective negotiations pursuant to article fourteen of the civil service law;
- vi. the medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation;
- vii. the preparation, grading or administration of examinations;
- viii. the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.

IDA ACTION:

MOTION: To go into Executive Session for \_\_\_\_\_.

MADE BY:

SECONDED:

DISCUSSION:

VOTE :

TIME :

MOTION: To go out of Executive Session.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

TIME:

**X. NEXT MEETING:**

- Next regularly scheduled meeting is the IDA's annual meeting and will be held at 4:00 P.M. on January 13, 2026 followed by dinner at Union Hall.
- Additional invites?

**XI. CLOSE MEETING:**

MOTION: To close the meeting at \_\_\_\_\_ a.m.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:







