

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
MARCH 10, 2026
8:00 A.M.**

**PLANNING DEPARTMENT CONFERENCE ROOM
MEETING AGENDA**

IDA PRESENT:

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

OTHERS PRESENT:

___ TOM ROEHL, LIASON ECONOMIC DEVELOPMENT & ENVIRONMENT COMMITTEE
___ SETH BROWN, FCCRG
_____, FMRCC
___ BETSY EMERY, EMERY DESIGNS (VIA ZOOM)

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 FEBRUARY 17, 2026 MEETING:

MOTION: To approve the minutes to the February 17, 2026 meeting.
MADE BY:
SECONDED:
DISCUSSION:
VOTE:

II. BUDGET REPORT:

MOTION: To approve the budget report as presented.
MADE BY:
SECONDED:
DISCUSSION:
VOTE:

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Sue Collins.

DISCUSSION:

C. Governance Committee:

- No report

D. Finance Committee:

1. NYS ESD FASTNY TRACK C REVISED GRANT AWARD:

A. Background:

- Executive Director prepared and submitted a revised NYS ESD FastNY Track C grant for various infrastructure improvements at Tryon Technology Park to include:

1. Water System Improvements:	\$1,083,125.00
2. Wastewater System Improvements:	\$ 500,000.00
3. Soils Spread/Lift:	\$3,722,000.00
4. Demolition:	\$4,690,000.00
TOTAL:	\$9,995,125.00

- Engineering estimates were provided for each project and used as the basis of the grant application.
- NYS FAST NY Tract C grants will not fund contingencies.
- On December 12, 2025, NYS ESD notified the IDA that it was awarded \$8.99M.
- On February 27, 2026, NYS ESD provided a letter formalizing the grant award in the amount of \$8,995,612 having a total project cost of \$9,995,125.
- NYS goal for Minority and Women Owned Business Enterprise (MWBE) is 30%.
- NYS goal for Service-Disabled Veteran Owner Business (SDVOB) is 6%.
- There is a 1% non-refundable commitment fee requirement (\$89,956.12).
- Per the Grant Guidelines, the IDA will be required to provide a 10% equity match or approximately \$999,512.00.

- The IDA can assume reimbursable costs associated with the four (4) project improvements as of the date of the announcement on December 12, 2025.
- The grant requires that project work commence within two (2) years of announcement.
- During the January 13, 2025 meeting, the IDA authorized contracts with the following:

FIRM	ENGINEERING	COST
Bohler Engineering	Soils Construction	\$45,000
CT Male	Water System Improvements	\$200,000
Environmental Design Partnership	Wastewater Improvements	\$108,500
TOTAL		\$353,500

- All engineering agreements have been executed.
- ADK Bottling Works, LLC has agreed to reimburse the IDA for all engineering costs associated with the Water, wastewater and soils project.
- *See NYS ESD Letter
- The Finance Committee discussed a reimbursement process for engineering invoices at their March 2, 2026 meeting.
- The Finance Committee is comfortable paying initial invoices for services and then seeking reimbursement from ADK Bottling.

DISCUSSION:

B. Demolition Work:

- NYS ESD has agreed to include site demolition work as part of the grant.
- In 2021, Winstanley Enterprises engaged a firm to an asbestos report for the building 3 complex.
- In 2022, Winstanley Enterprises received bids from general contractors to perform asbestos abatement and building demolition.
- *See spreadsheet.
- The Finance Committee discussed demolition of the building 3 complex as part of the FastNY award at their March 2, 2026 meeting.
- The Finance Committee agreed that water and wastewater improvements are to be priority over soils and demolition work.

DISCUSSION:

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

IV. FULTON COUNTY/FCCRG/FMRCC REPORTS:

A. County Report: No Report

DISCUSSION:

B. FCCRG Report: (See attached.) Seth Brown

DISCUSSION:

C. FMRCC Report:

DISCUSSION:

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

V. OLD BUSINESS:

A. Website Research Project:

- 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 thirteen (13) CDI interviews to date. Two (2) more interviews to be conducted by the end of the week.
- Betsy Emory has submitted a draft report on the Customer Development Interviews.
- The draft report was provided and discussed at the December 9, 2025 meeting.
- Betsy Emory to present report findings to the IDA.

DISCUSSION:

B. 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 agent/firm due to a conflict of interest.
- Per the executed Exclusive Right to Sell Listing Agreement, if within sixty (60) days after the expiration of the Listing Period, the Owner accepts a purchase offer on the property from any person whom the Property has been shown during the listing period, Owner will pay the Listing Broker compensation.
- During the December 8, 2025 meeting, the IDA Board passed a 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 as of 5:00 P.M. December 31, 2025 and to authorize Executive Director Scott Henze and Colleen Ioele-DeCristofaro to determine the list of persons whereby compensation would be provided per Section 13(A)(4)(d) of the executed Exclusive Right to Sell Listing Agreement.
- There was one (1) firm agreed upon, Urban Redevelopment Group, LLC.
- Fulton County Attorney Jason Brott has drafted an Unconditional Withdrawal from Exclusive Listing agreement to execute.
- During the January 17, 2026 meeting, the IDA authorized the Chairman to execute the Unconditional Withdrawal from Exclusive Listing agreement with Gateway Realty Solutions.
- The Unconditional Withdrawal has been executed.

4. Re-listing the 25+/- Acres:

- During the January 17, 2026 meeting, the IDA Board discussed re-listing the property.
- Scott Henze contacted Howard Hannah Real Estate agent Susan Blazejewski who retained the original listing at the time that Colleen Ioele-DeCristofaro moved to Gateway Realty Solutions.
- Attached is the information that Susan provided to the IDA.

DISCUSSION:

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

C. PROJECT HALE CREEK PRESERVE, LLC APPLICATION (PROJECT # 1701-25-03A):

- The IDA was informed that the 2025 application that was submitted to NYS Homes and Community Renewal by 5 Corners Development was not awarded during this round.
- 5 Corners Development to submit the project again in 2026.
- IDA Counsel Kara Lais sent an invoice to 5 Corners Development for legal services provided as part of the project to date.
- Sumeet Guptka of 5 Corners Development confirmed that payment will be made to cover those services.

DISCUSSION:

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

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

1. Project Completion Date and Sales Tax Exemptions:

- During the January 13, 2026 meeting, the IDA Board adopted a resolution taking certain actions providing benefits to the proposed Decker Drive, LLC Expansion Project 1701-25-01-A.
- All closing documents have been executed. The property/project closed on February 13, 2026.

- During the February 17, 2026 meeting, the IDA agreed to extend the project completion date and date in which the sales tax exemptions terminate be extended from January 31, 2027 to March 31, 2027.
- IDA received the Administrative Fee due as part of the project application.

DISCUSSION:

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

E. 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 was \$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.
- CBRE delivered a Market Rent Study appraisal for the 29.8 acres of land on December 30, 2025.
- A copy of the Market Rent Study has been provided to the City of Johnstown.
- Per email dated January 13, 2026, CANACRE is changing the term to a start date of July 1, 2026 (additional 4 months).

Update from February 17, 2026 meeting:

- On March 5, 2026, Scott Henze and Kara Lais attended a Zoom meeting with the Mayor and City Counsel to discuss terms and compensation based upon the CBRE Market Rent Study.

DISCUSSION:

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

F. 2026 IDA Goals:

A. 2025 & 2026 Goals:

- During the February 17, 2026 meeting, the IDA discussed the 2025 goals established and proposed 2026 goals as follows:

2025 GOALS	WAS THE GOAL MET?	PROPOSED 2026 GOALS	DISCUSSION/COMMENTS
Continue Board and Executive Director Training.	Yes	Continue	IDA Board agreed to continue.
Maintain an IDA presence at the Brownfield Developers Summit and attend one (1) three (3) other Economic Development Conference.	Yes	Continue and add three (3) additional conferences.	Dave D'Amore questioned if one (1) extra is enough. IDA Board agreed to add three (3) additional.
Determine the Feasibility and develop an action plan for the development/re-development of sites/buildings within the City of Johnstown, Gloversville and	Partially met goal	Continue	Participated in Sr. Housing in City of Johnstown.

Villages for housing and/or light industrial/high tech uses.			
Commence the implementation of Building Fulton County's Future: Roundabout Housing Hub.	Yes/In progress	Continue	Crossroads Park Housing Marketing 25 acres.
Commence the implementation of Building Fulton County's Future: Tryon Residential Incubator Site.	No	Continue/Needs full Board discussion.	IDA site control. Access to infrastructure. Winstanley will release from Option.
Commence the implementation of Building Fulton County's Future: Building Demolition & Substation Transmission Power Supporting Tryon Technology Park.	Yes/In Progress	Continue and amend to Transmission Level power.	Amend to identify focus to Transmission level power. Require customer owned substation in future. Continue to pursue demolition of Building 3 complex.
Implement the coordinated final goal of the Joint Executive Committee in relation to a shared toolbox/landing page web concept (IDA, CRG, FMRCC, and Workforce Development) to include an audit of the IDA's website.	Yes/In Progress	Continue	Continue effort to coordinate a more efficient economic development web presence in Fulton County.
Utilize the County's Dashboard Matrix (Airtable) to track IDA goal progress.	No	Present to IDA Board.	IDA Board not familiar. Present to IDA Board assumed benefits for further discussion.
Each member attend one (1) Board of Directors meeting of the Fulton-Montgomery Regional Chamber of Commerce.	Yes	Continue	Has been beneficial to coordination among boards.
Annually review projects where the IDA has direct involvement and known projects where the IDA has not been directly involved.			

- Based upon the above, additional discussion is required:
 - Commence the implementation of Building Fulton County’s Future: Tryon Residential Incubator Site.

DISCUSSION:

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

VI. NEW BUSINESS:

A. Review Audit of IDA’s 2025 Financial Statements:

1. Key Finding:
 - West and Company has completed its audit of the IDA 2025 financial statements.
 - Based upon West & Company’s review West & Company has issued an “unmodified opinion.”
 - This is the best opinion the IDA can receive.
 - The IDA has consistently received unmodified opinions on its audits.
 - Draft Audit was emailed to IDA Board members on March 6, 2026.

2. Review Audit: West & Company: Amy Pedrick
 - See Handout

DISCUSSION:

MOTION: To approve the 2025 Audit as submitted by the West & Company and authorize West & Company and the Executive Director to file the Audit in PARIS and with Fulton County Treasurer, Commissioner of Department of Economic Development, NYS Comptroller and to post it on the IDA’s website.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

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

B. IDA's 2025 Annual Report:

- IDA's 2025 Annual Report has been prepared in accordance with the ABO's requirements.
- Report was emailed to IDA Board members on March 6, 2025.

DISCUSSION:

MOTION: To approve the 2025 Annual Report and authorize and direct the Executive Director to file the Annual Report under PARIS and with the Board of Supervisors and post the report on the IDA's website

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

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

VII. OTHER BUSINESS:

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

VIII. 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.

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:

IX. NEXT MEETING:

- Next regularly scheduled meeting is Tuesday April 14, 2026.

X. CLOSE MEETING:

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

MADE BY:
SECONDED:

DISCUSSION:
VOTE:

DRAFT