

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
APRIL 14, 2026
8:00 A.M.**

**PLANNING DEPARTMENT CONFERENCE ROOM
MEETING MINUTES**

IDA PRESENT:

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

OTHERS PRESENT:

TOM ROEHL, LIASON ECONOMIC DEVELOPMENT & ENVIRONMENT COMMITTEE
MICHAEL COUNTRYMAN, FCCRG

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 MARCH 10, 2026 MEETING:

MOTION: To approve the minutes to the March 10, 2026 meeting.
MADE BY: Greg Truckenmiller
SECONDED: Joe Semione
DISCUSSION: None
VOTE: Unanimous

II. BUDGET REPORT:

MOTION: To approve the budget report as presented.
MADE BY: Mike Fitzgerald
SECONDED: Dan Rounds
DISCUSSION: Joe Semione asked if the Consultant contract has expired. Scott Henze stated that it has and that Mrs. Ellis accumulated around one half hour of time in the past thirty (30) days. Joe Semione noted that there remains additional dollars under the contract that would not be utilized.
VOTE: Unanimous

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Dave D'Amore

DISCUSSION: Scott Henze noted that Dave D'Amore did review the report and informed him that all was in order.

C. Governance Committee:

- No report

D. Finance Committee:

- No report

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

IV. FULTON COUNTY/FCCRG/FMRCC REPORTS:

A. County Report: Tom Roehl

DISCUSSION: Mr. Roll noted that the Sheriff Department has started a text to 911 program and noted that a bridge in Ephratah is being replaced. Mr. Roehl noted that the Fulton County Airport perimeter fence project will start soon. Mr. Roehl stated that the Board of Supervisors sent letters to NYS opposing the idea of allowing leases or easements on State lands for renewable energy projects and lastly letters were sent to NYS noting that if changes are proposed to Tier 6 that NYS should be required to pay for any of the changes. Tom Roehl noted that in the agenda packet there is an update to the Gloversville DRI projects. Tom Roehl stated that the Board of Supervisors has been told that Gloversville is doing better on their DRI projects than many other communities. Joe Gillis questioned the Capano's sports bar that was once on the list. Sue Collins noted that Jennifer Conkling Donovan is on top of all of the projects but it is her recollection that Mr. Capano decided not to continue with that

project. She stated that projects that may have received funding and that are no longer viable that those dollars will be put toward other projects.

B. FCCRG Report: (See attached.) Michael Countryman

DISCUSSION: Michael Countryman reviewed the CRG report.

C. FMRCC Report:

DISCUSSION: No report.

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

V. **OLD BUSINESS:**

A. **CROSSROADS PARK MARKETING:**

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

- During the January 17, 2026 meeting, the IDA Board discussed re-listing the property.
- Various Real Estate firms were contacted to discuss the listing of the property

DISCUSSION: No discussion.

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

B. **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 presented the report to the IDA Board at the March 10, 2026 meeting.
- Betsy Emory presented the report to the CRG Board at their March 27, 2026 meeting.

DISCUSSION: Sue Collins noted that she and CRG member Seth Brown will be coordinating a small group meeting in early May made up of each Executive Director and a member of each of the five (5) groups. She stated that Betsy Emory has agreed to participate in order to be able to answer questions. Joe Semione noted that this effort was for the website portal concept and noted that the group would discuss how it is to be rolled out and costs etc. Sue Collins confirmed and noted that there seemed to be some sticker shock in regards to the initial cost estimate. Joe Semione noted that it was around \$50,000. Sue Collins noted that there have been many positive things that have come out of the project.

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

C. 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.
- No new information has been provided to date.

DISCUSSION: Scott Henze noted that he has not heard from the Wesson Group. Kara Lais noted that she has not heard anything either. Joe Gillis questioned whether or not the proposed vacant three (3) acre parcel would be combined with the developed parcel that the Wesson Group is purchasing. Scott Henze noted that he informed the Wesson Group that they should discuss their concept with City of Gloversville Code Enforcement since typically a pole barn would be considered an accessory use and without a principal use there could be no accessory use on a parcel.

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

D. 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) providing a lump sum payment of \$293,232.00. If additional time was needed, Canacre to pay \$7,330.80 per month.
- 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).
- On March 5, 2026, Scott Henze and Kara Lais attended a Zoom meeting with the Mayor and City Counsel to discuss a response to the terms and compensation based upon the CBRE Market Rent Study performed and other discussion points.

- On Tuesday March 10, 2026, Kara Lais provided a counter proposal to Canacre based upon discussions with the City of Johnstown.
- The counter proposal identified the following terms:
 1. Lease Term (Access and Lease to commence on the agreed upon date)- 40 months
 2. \$500,000 payable in a lump sum or in installments for the initial 40-month term
 3. \$12,500 per month after the initial 40-month term
 4. National Grid to be responsible for real property taxes based on current tax rates. The current rates would result in annual taxes of \$32,560+/- . If the IDA was not the owner of this property, the property would not be exempt and the real property taxes would either be the responsibility of the tenant or built into the rental amount.
 5. Performance Bond (or other similar bond) to cover any restoration or remediation that is otherwise not completed by NG at the end of the lease term
- On April 1, 2026, Scott Henze and Kara Lais participated in a Zoom meeting with Canacre to discuss the City and IDA's counter to the initial proposal provided by Canacre.
- On Tuesday April 2, 2026, Canacre provided a response via email to the counter offer provided.
- On Thursday April 9, 2026, Canacre accepted the counter proposal provided to them on March 10, 2026.
- *See Spreadsheet.
- *See Resolution.

DISCUSSION: Sue Collins questioned whether or not she should stay and listen or leave. Kara Lais noted that at this point Sue can stay. Scott Henze noted that negotiations have been had with Canacre. Scott Henze reviewed the terms identified above. He noted that in regards to the lease of the property, per the Intermunicipal Agreement between the IDA and the City of Johnstown, the City of Johnstown receives 93% and the IDA the remaining 7%. Scott Henze noted that the payment would be paid up front. Kara Lais noted that the resolution identifies Public Authorities law given that the lease is via a negotiation and not a bidding process. She noted that in order to execute a lease by negotiation the IDA Board must make a finding that it is in the best interest of the community etc. She noted that the resolution notes that it is a positive economic development project in that the company will be improving the lot for future development etc. She stated that the IDA is also required to following the Public Authorities Law since the value of the lease exceeds \$15,000 per year. Joe Gillis asked if Canace would be utilizing the existing structure that is locate on parcel C. Scott Henze noted that Canacre would be primarily using the larger parcel but expressed interest in leasing all three (3) parcels. He noted that the lease is drafted so that the IDA and the City has the option of either requiring that the lot be restored to previous condition or to leave the lot improved. Mike Fitzgerald questioned how the lease will work if the 40 month term expires. Kara Lais noted that it would extend on a per month basis at \$12,500 per month. Mike Fitzgerald questioned how many months the lease can be extended. Kara Lais stated that is not clearly spelled out but language will be added to identify that it would be pending decision by IDA. It was agreed that the IDA would not have an interest in extending the lease for an extended period of time and would prefer to have the property developed.

MOTION: To approve a forty-month lease agreement with Niagara Mohawk Power Corporation contingent upon compliance with Public Authorities Law Section

2897 and authorizing the Chair or Executive Director to execute the Lease Agreement subject to the approval of the Agency's legal counsel as to form and content.

MADE BY: Dan Rounds
SECONDED: Joe Gillis
DISCUSSION: None
VOTE: 5-0-1 (Sue Collins abstained)

- Canacre desires to have access to the site on July 1, 2026 in order to prepare it for materials to arrive.
- Since the 90-day notice would not expire until July 14, 2026, a short term lease agreement would be required.
- Based upon the monthly fees, a daily rental amount would equal \$402.23 per day.

DISCUSSION: Scott Henze noted that National Grid would like to have access to the site on July 1, 2026 in order to make the site ready for deliveries etc. He stated that however the 90-day notice window extends to July 14, 2026. He noted that in order to allow for National Grid to access the site on July 1, 2026, a short term lease agreement is required. Kara Lais noted that it is a short term license agreement and would be revoked at the discretion of the IDA. Joe Gillis asked if the IDA would need to add anything to the insurance for this to happen. Scott Henze noted that the IDA would be named additional insured on Niagara Mohawk's policy as would the City of Johnstown.

MOTION: To approve a short term license agreement with Niagara Mohawk Power Corporation at a daily rate of \$402.23 per day commencing July 1, 2026 through July 13, 2026 for site access and staging purposes for the properties known as (a) West Side State Highway 30A (Tax Map Parcel No. 174.18-1-19); (b) North Side Opportunity Drive (Tax Map Parcel No. 185.6-1-1) and (c) North Opportunity Drive (Tax Map Parcel No. 185.6-1-2.1) and authorizing the Chair or Executive Director to execute a License Agreement subject to the approval of the Agency's legal counsel as to form and content.

MADE BY: Joe Semione
SECONDED: Mike Fitzgerald
DISCUSSION: None
VOTE: 5-0-1 (Sue Collins abstained)

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

E. T-Bills:

- Current T-Bill status:

T-BILL #	TERM	RATE %	MATURITY DATE
1	12 month	3.502%	11/30/26
2	9 month	3.425%	10/29/26

3	12 month	4.005%	5/14/26
4	3 month	3.320%	5/28/26

- IDA has discussed consolidating T-Bills 3 and 4 for a longer set term based upon the continued decline in rates.

DISCUSSION: Scott Henze noted that the IDA has discussed combining T-Bills as well as a longer term T-Bill due to the dropping rates. He noted that he spoke to Kevin Corkery at NBT who is currently managing the IDA’s T-Bills about benefits of combining. He noted that there is no real benefit of combining them other than maintenance. He noted that the IDA may wish to lock in the T-Bills for a longer rate since they are dropping. Joe Semione noted that his contact through Citizens could attend the next meeting and noted that he feels as though he could do a little better with rates. He noted that his contact has noted that rates could be locked in as long as 10 years and that they could be renegotiated as rates change. Scott Henze noted that the IDA has can invite the Citizens bank representative to the next meeting or hold a Finance Committee meeting to meet with the Citizens Bank representative or do nothing and continue as normal. Joe Gillis suggested the Finance Committee option. Joe Gillis noted that he would like to split the accounts with various banks. Dan Rounds noted that the IDA is basically rate shopping. He noted that there is an advantage to shopping around. He noted that the Finance Committee can take on that role and recommended the Finance Committee option. It was noted that CD’s can also be discussed. Sue Collins noted that she would like to see a long term plan for the assets. There continued a discuss in regards to investments. It was determined to schedule a Finance Committee meeting prior to the next board meeting.

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

VI. NEW BUSINESS:

A. Hay Lease of Land at Tryon:

- R & R Farms desires to lease approximately 41 acres of land at Tryon to grow corn in 2025.
- R&R Farms leased 95+/- acres of land at Tryon in 2025.
- R & R Farms has offered \$30/acre to do so.

DISCUSSION: Scott Henze reviewed the information above and a layout map of the Tryon Park.

MOTION: To authorize the Chairman to sign a Lease with R & R Farms to lease approximately 41 acres at the Tryon Technology Park to grow corn.

MADE BY: Greg Truckenmiller
SECONDED: Dan Rounds
DISCUSSION: None
VOTE: Unanimous

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

B. Tryon Technology Park Lawn Mowing RFQ:

- 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 remained the same as previous years however the area to mow decreased since the IDA transferred property within Tryon to Fulton County Sewer District No. 4: Hales Mills.
- The area to mow in 2026 will also decrease due to ongoing construction work at Tryon.
- All mowing areas will be finish mowing.
- Quotes will be received on May 8, 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
2025	:	\$7,990	:	James Esper
- Winstanley Enterprises has agreed to reimburse the IDA for the cost of mowing in 2026.
- * See RFP.

DISCUSSION: Scott Henze reviewed the background information. He noted that the amount of area to be mowed has decreased due to the fact that Niagara Water purchased 50 acres to include previous mowing areas. He noted that Fulton County Sewer District 4 mows the district property. Scott Henze noted that given the decrease in scale of mowing and the development of the park, he is recommending that the areas be finished mowed for curb appeal. Mike Fitzgerald questioned whether or not the mowing's would be needed around complex 3 given that the FastNY grant has provided dollars to demolish that facility. Scott Henze stated that the mowing would be needed for this year as that demolition project would be a 2027 project.

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

VII. OTHER BUSINESS:

1. Fulton County Department of Solid Waste (FCDSW) Topsoil Request

DISCUSSION: Scott Henze noted that he received a request from Dave Rhodes of the FCDSW in regards to the soils work that is happening at Tryon. He noted that Mr. Rhodes asked whether or not there is topsoil that the FCDSW could have to dress off the sides of the landfill. He stated that he met with Mr. Rhodes at the site with the project manager for the Niagara Construction project to go over logistics etc. He stated that Mr. Rhodes requested 500cy but would take as much as they could get. He noted that FCDSW would utilize their own equipment to load and haul with. Scott Henze stated that the project manager was eager to have the topsoil removed as it is in the way and they have plenty of topsoil. Joe Semione asked how large the FCDSW trucks are. It was noted that it would take around 30 truck trips. The IDA had no concerns with the request.

2. NYS ESD PowerUP Grant

DISCUSSION: Scott Henze stated that he is still waiting for NYS ESD to announce an award and hopes that it would be announced within a week.

-----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 the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.

MADE BY: Sue Collins
 SECONDED: Joe Semione
 DISCUSSION: None
 VOTE : Unanimous
 TIME : 8:14 a.m.

MOTION: To go out of Executive Session.

MADE BY: Mike Fitzgerald
 SECONDED: Joe Semione
 DISCUSSION: None
 VOTE: Unanimous
 TIME: 8:40 a.m.

IX. NEXT MEETING:

- Next regularly scheduled meeting is Tuesday May 12, 2026.

X. CLOSE MEETING:

MOTION: To close the meeting at 9:22 a.m.

MADE BY: Sue Collins
 SECONDED: Dan Rounds
 DISCUSSION: None
 VOTE: Unanimous

