

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
MAY 12, 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
- TIM BECKETT, 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 APRIL 14, 2026 MEETING:

MOTION: To approve the minutes to the April 14, 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: Joe Semione

DISCUSSION:

C. Governance Committee:

- No report

D. Finance Committee:

- See attached report.

DISCUSSION:

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

IV. FULTON COUNTY/FCCRG/FMRCC REPORTS:

A. County Report: Tom Roehl

DISCUSSION:

B. FCCRG Report: (See attached.) Tim Beckett

DISCUSSION:

C. FMRCC Report:

DISCUSSION:

-----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
- One (1) proposal has been received from Howard Hannah.

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.
- During the April 14, 2026 meeting, Sue Collins noted that she and CRG member Seth Brown would arrange for the five (5) groups to reconvene to discuss the shared web portal concept proposed by Emery Designs.

DISCUSSION:

-----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.
- The description of the project that was approved at that time was for:
 1. The planning, design, construction, operation and maintenance by the Company of an approximately 5,000+/- square foot addition to an existing facility and the planning, design, renovation, operation and maintenance by the Company of an approximately 12,000+/- square foot existing facility (the “Improvements”)
- All closing documents were 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 from January 31, 2027 to March 31, 2027.

2. New Information:

- Kara Lais received correspondence from Decker Drive, LLC on April 20, 2026 noting that due to cost increases, the proposed 5,000 s.f. expansion is on hold and they are not going to seek additional acreage.
- The anticipated cost of the project totals \$4.7M and the job counts will remain the same as previously considered.
- Decker Drive, LLC will increase their loan to \$3.8M.
- Decker Drive, LLC is requesting an increase in the mortgage tax exemption received by the IDA from \$31,500 to \$38,000.

DISCUSSION:

-----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.
- During the April 14, 2026 meeting, the IDA Board approved a resolution authorizing a forty-month license agreement with Niagara Mohawk Power Corporation.

1. New Information:

- The IDA has been notified that the license agreement will not be with Niagara Mohawk Power Corporation but would be with Quanta Infrastructure Solutions Group (QISG).
- QISG will be utilizing the property as a laydown yard in support of the infrastructure work being performed on behalf of National Grid.
- A request is being made to consider amending the resolution that authorized the license agreement with Niagara Mohawk Power Corporation and to circulate an amended 90-day notice.
- The amended 90-day notice will not conflict with the intended schedule of providing access to the site.

DISCUSSION:

MOTION: To amend the resolution dated April 14, 2026 that authorized a forty-month license agreement with Niagara Mohawk Power Corporation contingent upon compliance with Public Authorities Law Section 2897 and authorized 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 with the following resolution:

To authorize a forty-month license agreement with Quanta Infrastructure Solutions Group (QISG) contingent upon compliance with Public Authorities Law Section 2897 and authorized 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:
SECONDED:
DISCUSSION:
VOTE:

- Niagara Mohawk Power Corporation expressed interest in having access to the site as of July 1, 2026 in order to prepare it for materials to arrive.
- A daily rental rate of \$402.23 per day was agreed upon.
- During the April 14, 2026 meeting, the IDA Board approved a resolution authorizing a short term license agreement with Niagara Mohawk Power Corporation in order to allow access to the property in order to prepare it for materials to arrive.
- A request is being made to amend the resolution to replace Niagara Mohawk Power Corporation with Quanta Infrastructure Solutions Group (QISG).

DISCUSSION:

MOTION: To amend the resolution dated April 14, 2026 that authorized 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 with the following resolution:

To authorize a short term license agreement with Quanta Infrastructure Solutions Group (QISG) 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:
SECONDED:
DISCUSSION:
VOTE:

-----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.
- During the April 14, 2026 meeting, the IDA Board agreed that a Finance Committee meeting would be held prior to the next board meeting to discuss an investment plan for the IDA.
- The Finance Committee met on April 29, 2026 and discussed investments with a Mark Curley of Citizens Securities, Inc. Rick Bell of Genoa Asset Management.
- See Finance Committee report.

DISCUSSION:

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

VI. NEW BUSINESS:

A. 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.
- The following proposals were received:

CONTRACTOR	PRICE PER MOWING	TOTAL QUOTE
Evergreen Landscaping	\$1,580	\$15,800
James Esper	\$845	\$8,450

- James Esper noted the following concerns:
 - Areas that were formerly brush hogged have ruts and would be difficult to finish mow.
 - Given the contract award date, the grass would be too long to perform a single finish mowing.

DISCUSSION:

MOTION: To authorize an agreement with James Esper Landscape to perform mowing at the Tryon Technology Park in 2026 at a cost not to exceed \$

MADE BY:
SECONDED:
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 June 9, 2026.

X. CLOSE MEETING:

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

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

DRAFT

DRAFT