

**FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

**TUESDAY**

**JULY 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**

**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

JENNIFER LAUBENSTEIN, FULTON MONTGEMERY REGIONAL CHAMBER OF COMMERCE

**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 JUNE 9, 2026 MEETING:**

MOTION: To approve the minutes to the June 9, 2026 meeting.

MADE BY: Joe Semione

SECONDED: Sue Collins

DISCUSSION: None

VOTE: Unanimous

**II. BUDGET REPORT:**

MOTION: To approve the budget report as amended.

MADE BY: Mike Fitzgerald

SECONDED: Joe Gillis

DISCUSSION: Joe Semione noted that the Total Revenues & Financial Sources figure seems high for what is shown on the report. Scott Henze noted that he would request that the CFO review the revenues and provide a new total.

VOTE: Unanimous

### III. COMMITTEE REPORTS:

#### A. Nominating Committee:

- No report.

#### B. Audit Committee:

- Monthly Bank Reconciliation Report: Sue Collins

DISCUSSION: Sue Collins noted that the budget report was in order.

#### C. Governance Committee:

- No report

#### D. Finance Committee:

- The Finance Committee met on July 7, 2026 to continue the discussion on IDA investments and recent FastNY Track C grant award.

##### IDA Investments

- T-Bills 3&4 have been moved to the ICS account that generates 3.5% interest rate.
- The Finance Committee continues to explore investment opportunities that will:
  1. Meet regulatory Compliance
  2. Earn the best interest rates
  3. Provide short-term flexibility.
  4. Provide a diversified portfolio.
- Finance Committee recommendation is to continue to leave the T-Bill 3 & 4 investments in the ICS account for the time being.
- Finance Committee is recommending that the IDA maintain liquidity due to upcoming infrastructure projects at the Tryon Technology Park.
- Executive Director to provide T-Bill rates at each monthly meeting for monitoring purposes.

- Current IDA 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        | ICS ACCOUNT | 3.5%   | -----         |
| 4        | ICS ACCOUNT | 3.5%   | -----         |

- Current Daily T-Bill rates as of 7.6.26:

| <b>DURATION</b> | <b>RATE %</b> |
|-----------------|---------------|
| 3 Mo. T-Bill    | 3.361%        |
| 6 Mo. T-Bill    | 3.689%        |
| 9 Mo. T-Bill    | 3.823%        |
| 12 Mo. T-Bill   | 3.624%        |

DISCUSSION: Scott Henze reviewed the background information as identified in the agenda. Scott Henze noted that the Finance Committee is recommending that the IDA's investments remain within both the ICS account with remaining within T-Bills 1&2. Scott Henze noted that with the two (2) grants and projects that the IDA has leaving dollars liquid will be preferred.

#### FastNY Track C Grant Award

- Finance Committee is reviewing the Grant Disbursement Agreement provided by NYS ESD and quarterly reimbursement requests.
- Finance Committee continues to review available cash, FastNY Track C project costs and financing options.

DISCUSSION: Scott Henze reviewed the background information as identified in the agenda. Mike Fitzgerald noted that the GDA identifies that the IDA can apply for reimbursement once quarterly and that the reimbursement will take 4-6 months to process. Scott Henze noted that the IDA would still be looking to have financing in place to assist with cash flow. Scott Henze noted that the PowerUp Grant would also overlap with the FastNY grant work. Mike Fitzgerald noted that the IDA would also need to look at costs associated with project monitoring. Joe Gillis asked whether the IDA could dictate when a contractor bills the IDA so that the IDA can request reimbursement for said quarter etc. Mike Fitzgerald noted that a contractor would typically bill each month. Scott Henze noted that he is requiring that information pertaining to the FastNY grant funding be included within each bid package. He noted that it would include the MWBE (Minority and Women-Owned Business Enterprise 30%) and SDVOB (Service Disabled Veteran Owned Business 6%) requirements as well as all of the forms that the contractor will be required to submit to the IDA in order for the IDA to seek reimbursement from NYS ESD.

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

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

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

DISCUSSION: Tom Roehl noted that the Board of Supervisors held a Public Hearing on the County's application for MicroEnterprise Grant Funding (\$300,000). He noted that the CRG is looking into housing incentives to include land bank opportunities and a first time homebuyer program. Joe Semione questioned landbank efforts. Tom Roehl noted that there are several land banks around Fulton County noting that Montgomery County has a land bank program. Tom Roehl noted that there are startup costs to creating a land bank that tends to be an issue. Tom Roehl noted that there was a Mohawk Valley Land Bank effort however; Fulton County opted not to get involved with it.

- B. FCCRG Report: (See attached.) Geoff Peck  
DISCUSSION: No report.

C. FMRCC Report:

DISCUSSION: Scott Henze introduced Jennifer Laubenstein as the new Executive Director of the Fulton Montgomery Regional Chamber of Commerce. Jennifer Laubenstein noted that she just started and that she is still getting acclimated to the position. She indicated that the Chamber has a ribbon-cutting event on July 22 and are working on the Chamber Golf Tournament

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

V. **OLD BUSINESS:**

A. **NYS FastNY Track C 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:      | \$2,715,365.00        |
| 2. Wastewater System Improvements: | \$1,083,125.00        |
| 3. Soils Spread/Lift:              | \$3,037,000.00        |
| 4. Demolition:                     | \$3,159,635.00        |
| <b>TOTAL:</b>                      | <b>\$9,995,125.00</b> |

- 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 (\$9M per GDA) 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 (\$90,000).
- Per the Grant Guidelines, the IDA will be required to provide a 10% equity match or approximately \$995,125.00.
- 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 Partnership | Design | Wastewater Improvements   | \$108,500        |
| <b>TOTAL</b>              |        |                           | <b>\$353,500</b> |

- All engineering agreements have been executed.
- ADK Bottling Works, LLC has agreed to reimburse the IDA for the above engineering costs associated with the Water, wastewater and soils project.
- A project manager has been assigned to the IDA.
- Executive Director has been communicating with the project manager on the grant.
- ESD Board provided formal approval of the Grant Disbursement Agreement (GDA) on June 25, 2026.
- The GDA will identify the terms of the grant to include progress reimbursement payments.
- ESD agreed to proceed with progress payments if the IDA desires.
- Draft GDA submitted to the IDA on June 26, 2026.
- NYS ESD has scheduled a Public Hearing on the GDA for July 17, 2026 at 2:00 p.m. (electronic only).
- It is anticipated that the GDA will be finalized and executed in August 2026.
- It is expected that the IDA will award construction contracts in September/October for the Water and Wastewater construction work.
- Quarterly progress payments can be made to ESD.

- ESD provided a draft GDA to the IDA on June 26, 2026. \* See draft.
- o Project cost and financing sources are as follows:

| <b>Financing Uses</b>                     | <b>Amount</b>      |
|-------------------------------------------|--------------------|
| Water, Wastewater, Pipes, Valves, Pumps   | \$3,500,000        |
| Testing, Survey, Mobilization             | \$350,000          |
| Hauling, Grading, Compaction, Restoration | \$3,000,000        |
| Abatement/Demolition                      | \$3,000,000        |
| Soft Costs                                | \$145,125          |
| <b>TOTAL</b>                              | <b>\$9,995,125</b> |
| <b>ESD GRANT</b>                          | <b>\$9,000,000</b> |
| <b>LOCAL MATCH 10%</b>                    | <b>\$995,125</b>   |
| <b>COMMITMENT FEE 1%</b>                  | <b>\$90,000</b>    |

DISCUSSION: Scott Henze reviewed the background information as identified within the background noting that the draft Grant Disbursement Agreement has been received and is being reviewed. He noted that the GDA identifies the MWBE and SDVOB requirements, progress payments and the Financing Uses and amounts (chart). Scott Henze stated that the GDA also identifies that the work must commence within 2-years of announcement. He noted that the water and wastewater upgrade projects have already commenced given the action of entering into agreements with professional services. He noted that pending on the results of those project costs, it will dictate the dollars that the IDA can utilize toward building demolition and soils distribution. He noted however that the soils work has also commenced as the IDA entered into an agreement with Bohler Engineering for the soils distribution even though that project would not take place until after the water and wastewater projects are near complete. He noted that there is no contract for the asbestos abatement and building demolition work. Scott Henze noted that ESD has scheduled a Public Hearing for July 17 at 2:00 that would be electronic only. He stated that after that Public Hearing, ESD would leave a comment period open for a few weeks to see if there are any other comments. He noted that the ESD Project Manager estimates that the final GDA should be received in mid to late August for execution. He noted at that time, the 1% Commitment Fee would be due.

Joe Gillis questioned what the soft costs are. Scott Henze stated soft costs are engineering, construction administration etc. Scott Henze noted that ESD would check on progress from time to time. Mike Fitzgerald noted that the project would need Construction Management/Administration.

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

**C. NYS ESD PowerUP Grant Award:**

- The IDA submitted a grant through NYS Empire State Development's PowerUP grant program to bring transmission level power into the Tryon Technology Park.
- On April 24, 2026, the IDA was notified that NYS ESD had awarded the IDA \$15.3M in funding in support of the \$17.3M anticipated project cost.
- To date, there has been no project manager assigned to the IDA for the grant.

DISCUSSION: Scott Henze reviewed the background information as identified within the agenda. Scott Henze noted no project manager has been assigned. He noted that the Tryon power upgrade project was one of the first PowerUp grants awarded within the State. He noted that given that, NYS ESD is developing a GDA specific to the Powerup Grant that will need to be tailored to the IDA's project at Tryon. He noted that given that the IDA will need to contract directly with National Grid, since National Grid will be doing the work, it would be difficult for ESD to dictate MWBE and SDVOB goals etc. Joe Gillis asked how much power is prosed to bring in. Sue Collins noted that there is no transmission level power at Tryon currently, but the new line will bring in around 30MW. Scott Henze noted that National Grid provided a will serve letter to Niagara Water Bottling noting that they will supply Niagara with their power requirements for Phase II on a temporary basis. He noted that National Grid was able to do that with the power upgrades that they had completed along County Highway 107. He noted that however, National Grid stated that a permanent power solution would need to be identified. Scott Henze noted that that was the basis of the PowerUp grant for the Tryon Park. Joe Gillis questioned how much additional power does Vireo Need and how much power will remain deducting Vireo and Niagara's demands. Scott Henze stated that Vireo has been all over the board with their power needs. Sue Collins noted that Vireo's current use has not exceeded their current demand. Scott Henze noted that Niagara would budget for around 10MW. Sue Collins noted that Niagara would fall around 7-7.5MW most likely once operational. Sue Collins noted that the Tryon Park should be left with around 20MW for future development. Scott Henze noted that future companies would need to build their own substation to match their power demands. He stated although there is a cost to constructing a substation, having Transmission level power at the park is the most important.

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

**D. Parkhurst Field Foundation Soil Request:**

- Executive Director has had discussions with Dave Karpinski, Executive Director of the Parkhurst Field Foundation on the final buildout of the historic Parkhurst Field on Harrison Street.
- In 2022/23 Fulton County provided \$1M in ARPA funding in order to build the grand stadium.
- There remains three (3) additional fields to construct as part of the project.
- Mr. Karpinski has noted that per CT Male's engineering drawings, in order to complete the fields, 4,000 yards of fill is needed per field.

- Mr. Karpinski requested the IDA consider donating up to 12,000 yards of fill from the Tryon Technology Park soils project.
- During the June 9, 2026 meeting, the IDA agreed to sponsor up to 12,000 yards of fill from the Tryon Technology Park to support the buildout of the Parkhurst Field.
- Approximately 10,000 yards of fill was hauled from the Tryon Park to Parkhurst Field on the 6<sup>th</sup> and 7<sup>th</sup> of July, 2026.

DISCUSSION: Scott Henze reviewed the background information as identified within the agenda. He stated that Fulton County Highway and Facilities Superintendent Jeff Martin managed the coordination with municipalities and Fulton County Department of Solid Waste. He noted that all but two (2) Towns participated as well as both Cities and other County Departments. He noted that the construction of the first field will commence soon and if all goes well the construction of the second field will commence thereafter. Joe Gillis questioned whether Parkhurst has enough fill to construct all three (3) fields. Scott Henze stated that based upon the CT Male design, they need 4,000 yards of fill per field. Scott Henze stated that if they end up needing more, they would have to get it from their contractor that was originally planned at a cost.

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

**E. National Grid Inghams to Rotterdam Transmission Upgrade Project Update:**

- During the May 12, 2026 meeting, the IDA Board agreed to authorize a forty-month license agreement with Quanta Infrastructure Solutions Group (QISG) for the lease of IDA owned property within the Johnstown Industrial Park.
- During the same meeting, the IDA also agreed to authorize a short-term lease agreement with QISG to access the property on July 1, 2026.
- The executed lease agreement was sent to Kara Lais on \_\_\_\_\_, 2026.
- Payments totaling \$\_\_\_\_\_ was also transferred to Kara's firm and is being distributed to the City of Johnstown and IDA.

DISCUSSION: Scott Henze stated that no work has commenced on the site to date. Kara Lais stated that she received the originals on July 13, 2026. Kara Lais noted that the temporary lease agreement is not needed at this point since that date has expired. She noted that Quanta sent the IDA a request for information in order for them to add the IDA into their payment portal. She noted that the process has not been very smooth. Kara Lais noted that Quanta did submit insurance certificates to the IDA that are also being updated to add the City of Johnstown. Sue Collins noted that she could not sign the document. Joe Gillis stated that originally Quanta wanted access onto the site on July 1 so the IDA agreed to an early access agreement at \$400/day and that the IDA would enter into the actual lease agreement on July 14. Joe Gillis questioned whether the IDA would receive the \$400/ day or not. Kara Lais noted that the IDA can push back on Quanta noting that that was agreed to etc. She noted that there has been nothing signed prior to July 1 however.

Scott Henze stated that he did grant access to the site for more testing and to mow the area. Scott Henze stated that he would recommend that Quanta pay the early access agreement fees. Scott Henze also noted that Quanta is to pay the IDA's legal fees. Kara Lais confirmed that Quanta has agreed to pay the legal fees. Kara Lais noted that Quanta will pay the IDA for the lease agreements and that the IDA will transfer the funds into the account that the IDA holds on behalf of the City of Johnstown for lot and lease payments within the Johnstown Industrial Park.

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

## **VI. NEW BUSINESS:**

### **A. Change Order to Agreement with Environmental Design Partnership (EDP):**

- During the January 13, 2025 meeting, the IDA authorized a contract with EDP in the amount of \$108,500 to provide professional engineering services for wastewater infrastructure design and construction at the Tryon Technology Park.
- This work included the evaluation of Hale Creek Correctional Facilities Sewer infrastructure (State Infrastructure) as well as the engineering and design of upgrades to the existing Wastewater Pump Station servicing the Tryon Park to include the installation of a new section of sewer line along Maloney Road that would increase the overall wastewater capacity at the park.
- Based upon results of the evaluation of the existing wastewater infrastructure and the award of the FastNY Tract C grant funding, it is recommended that the existing wastewater pump station be replaced along with additional upgrades in the diameter of wastewater lines servicing the park to match the overall capacity of the state-owned infrastructure.
- It is anticipated that this will increase the over capacity at the park from 300-500 gallons per minute to 800 gallons per minute.
- EDP provided a proposal dated June 17, 2026 for additional engineering and design work at a cost not to exceed \$225,000. See attached.

DISCUSSION: Scott Henze reviewed the background information as identified within the agenda and noted that EDP has needed to subcontract with various companies for investigative work in order to determine that the current wastewater pump station is operating at its designed capacity. Scott Henze stated that he is recommending that the current pump station that is owned by Fulton County Sewer District No. 4: Hales Mills be replaced with a new pump station in order to provide excess capacity at the Tryon Park. Scott Henze stated that the new pump station would match the design capacity of the NYS owned infrastructure along Maloney Road and NYS Route 29. Joe Gillis questioned what the cost of a new wastewater pump station would be. Scott Henze stated that it is estimated that the total wastewater project cost will be \$2M. Scott Henze stated that the Finance Committee also discussed including the additional engineering cost into the FastNY Track C funding and it was agreed to do so. Joe Semione questioned what would happen if the next company required even more capacity than the project will support. Scott Henze stated that the company would need to pay for the cost of the upgrades, as he did not think that NYS ESD would

fund another large project for some time at the Tryon Park. Greg Truckenmiller questioned the future water capacity at the park as well. Scott Henze stated that he does not recall what the excess capacity will be after the water upgrades but would be sufficient for most projects other than a Water Bottling project. It was noted that due to the deed restriction, no other water bottling companies could be located at Tryon however, other soft drink companies as an example could.

MOTION: To execute Change Order No. 1, subject to review and approval as to form and content by the Executive Director and counsel, to the agreement with Environmental Design Partnership to provide additional professional engineering services for Wastewater Infrastructure Construction at the Tryon Technology Park at a cost not to exceed \$225,00.00.

MADE BY: Greg Truckenmiller

SECONDED: Mike Fitzgerald

DISCUSSION: None

VOTE: Unanimous

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

**B. Updated Site Plan for the Tryon Technology Park:**

- Since the sale of the 50-acre lot to Niagara Water Bottling, Winstanley Enterprises is updating the Site Plan for the Tryon Technology Park.
- Updates include the addition of the Gloversville Water Department easement that was not identified on the original plan.
- See draft Site Plan.

DISCUSSION: Scott Henze reviewed the site plan with the IDA Board. Scott Henze stated that he spoke with Eric Lentini of the Gloversville Water Department in regards to building within the easement area. He noted that as long as there are no buildings or significant tree planting within the easement it is fine. Mike Fitzgerald questioned whether a wastewater easement should be included as well. Scott Henze stated that he would speak to Winstanley to add one. Scott Henze noted that the updated site plan also includes truck traffic existing directly onto CR 158 with only local vehicle traffic coming from CR 107 into the Tryon Park. He noted that the Town of Perth Planning Board has been vocal about having trucks enter and exit the park directly onto CR 158. Greg Truckenmiller questioned whether the Building C lot of 115 acres could be cut up into smaller lots. Scott Henze stated that if a project dictated that then it could be. Scott Henze stated that the updated plan also includes the location of the future National Grid owned substation/equipment near the entrance road.

-----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 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:** Mike Fitzgerald

**SECONDED:** Sue Collins

**DISCUSSION:** None

**VOTE :** Unanimous

**TIME :** 9:04a.m.

**MOTION:** To go out of Executive Session.

**MADE BY:** Mike Fitzgerald

**SECONDED:** Joe Semione

**DISCUSSION:** None

**VOTE:** Unanimous

**TIME:** 10:05 a.m.

**IX. NEXT MEETING:**

- Next regularly scheduled meeting is Tuesday August 11, 2026.

**X. CLOSE MEETING:**

MOTION: To close the meeting at 10:05 a.m.

MADE BY: Sue Collins

SECONDED: Greg Truckenmiller

DISCUSSION: None

VOTE: Unanimous

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