

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
AUGUST 11 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
___ JOE GILLIS, MEMBER
___ KARA LAIS, FITZGERALD, MORRIS, BAKER, FIRTH PC
___ SCOTT HENZE, EXECUTIVE DIRECTOR

OTHERS PRESENT:

___ TOM ROEHL, LIASON ECONOMIC DEVELOPMENT & ENVIRONMENT COMMITTEE
___ CHRISTINA VANVALKENBURG, FCCRG
___ JENNIFER LAUBENSTEIN, 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 JULY 14, 2026 MEETING:

MOTION: To approve the minutes to the July 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:

- The Governance Committee is proposing to meet after the September 8, 2026 Board meeting to discuss salaries for the Executive Director and CFO to be included within the IDA's draft 2027 Budget.

D. Finance Committee:

- The Finance Committee met on August 5, 2026 to continue the discussion on IDA investments, FastNY Track C grant award and the direct purchase of new wastewater pumps at the Tryon Technology Park.

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

IV. FULTON COUNTY/FCCRG/FMRCC REPORTS:

A. County Report: Tom Roehl

DISCUSSION:

B. FCCRG Report: (See attached.) Christina VanValkenburg

DISCUSSION:

C. FMRCC Report: Jennifer Laubenstein

DISCUSSION:

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

V. OLD BUSINESS:

1. 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%	-----

- See T-Bill Rate Tracking Sheet.

DISCUSSION:

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

2. NYS ESD 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
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 (\$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 \$999,125.00.
- 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 Design Partnership	Wastewater Improvements	\$108,500
TOTAL		\$353,500

- All engineering agreements have been executed and include both Construction Administration and Construction Management services.
- ADK Bottling Works, LLC has agreed to reimburse the IDA for all 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 has agreed to proceed with progress payments if the IDA desires.
- 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.
- The IDA wished to utilize progress payments to finance the projects identified above.
- ESD Project manager included progress payments.
- ESD provided a draft GDA to the IDA on June 26, 2026.
- ESD conducted a Public Hearing on the grant on July 17, 2026.
- ESD continues to leave a comment period open for several weeks.
- Once the comment period closes, ESD will finalize the GDA and send to the IDA for review and execution. At this time, the 1% commitment fee will be due.

o Project cost and financing sources are as follows:

Financing Uses	Amount
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
TOTAL	\$9,995,125
ESD GRANT	\$9,000,000
LOCAL MATCH 10%	\$995,125
COMMITMENT FEE 1%	\$90,000

DISCUSSION:

B. Water System Upgrade Project:

- Due to the aggressive timeline that Niagara has to commence operations, the Water System Improvement work is currently out to bid. *See Bid Advertisement.
- The Water system Improvement work includes:
 1. Installation of 3,100 LF of 12" ductile iron water main.
 2. Improvements to the water booster pump station.
 3. Disinfection of the 300,000 gallon water storage tank.
- The Bid Date is August 26, 2026.
- Project start date is September 14, 2026.
- Project completion date is December 14, 2026.
- Niagara's schedule to start fire protection testing is on December 3, 2026 whereby the water tank at Tryon will need to be activated.
- The IDA should conduct a NYS Environmental Quality Review (SEQR) prior to authorizing the Water System Improvement Project.

a. SEQR Action:

- Section 617.1 of 6 NYCRR states that, the basic purpose of SEQR is to incorporate the consideration of environmental factors into the existing planning, review and decision making processes of State, regional and local government agencies at the earliest possible time. To accomplish this goal, SEQR requires that all agencies determine whether the actions they directly undertake, fund or approve may have a significant effect on the environment, and if it is determined that the actions may have a significant effect, prepare or request an environmental impact statement.
- Section 617.6(b)(4) Uncoordinated Review for Unlisted Actions involving more than one agency. An agency conducting an uncoordinated review may proceed as it it were the only involved agency until it determines that an action may have a significant adverse impact on the environment.

DISCUSSION:

MOTION: To classify the Tryon Technology Park Water System Improvement project as an Unlisted Action under SEQR and to declare the Fulton County IDA as the Lead Agency under section 617.6(b)(4) Uncoordinated Review for Unlisted actions and to issue a Negative Declaration noting that there have been no significant adverse Environmental Impacts identified as a part of this project.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

b. Authorizing An Advertisement to Bid:

MOTION: To authorize the advertisement to bid for the Tryon Technology Park Water System Improvement project.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

C. Wastewater System Upgrade Project:

1. Change Order No. 1 to Contract with 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 was 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.
- During the July 7, 2026 meeting of the Finance Committee, the Committee recommended that the Change Order proceed and the additional engineering and construction costs be included within the FastNY Grant funding.
- During the July 14, 2026 meeting of the IDA Board, the IDA Board agreed to execute Change Order No. 1 with EDP and to incorporate the additional costs into the Fast NY grant funding.
- Change Order No. 1 has been fully executed.

DISCUSSION:

2. Purchase of new Pumps for Existing Wastewater Pump Station:

- The existing Wastewater Pump Station at the Tryon Park is rated to pump 300GPM.
- Based upon the analysis of the existing wastewater pump station at Tryon and the analysis of the NYS sewer infrastructure, EDP has determined that the existing pump station is not pumping to the design capacity.
- EDP is recommending that two (2) new wastewater pumps be purchased and installed.
- Based upon the standards set for Fulton County sewer districts, the utilization of Sulzer pumps is required.
- The sole location to purchase Sulzer pumps is via Shrier-Martin Process Equipment Co. * See attached letter.
- Shrier-Martin Process Equipment is the sole source for the purchase of Sulzer pumps.
- EDP is recommending that the IDA purchase two (2) Sulzer pumps that can be used in the existing Wastewater Pump Station in order to be assured that the

existing station is pumping at 300 GPM and then be re-installed in the new Wastewater Pump Station.

- A quote was requested from Shrier-Martin Process Equipment totaling \$79,934.00. *See Quote.
- Finance Committee is recommending that the IDA direct purchase these pumps due to the lead time/availability.
- The purchase of wastewater pumps is considered to be a Type II action under SEQR.

MOTION: Authorization to purchase two (2) Sulzer wastewater pumps direct from Shrier-martin Process Equipment as a sole source provider at a cost not to exceed \$79,934.00.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

-----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:

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

D. National Grid Inghams to Rotterdam Transmission Upgrade Project Update:

- During the May 12, 2026 meeting, the IDA Board agreed to authorize a forty-month (40) 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.
- All agreements have been finalized.
- QISG has provided all required insurance certificates.
- On August 6, 2026, QISG transferred \$508,443.22 to the IDA.
- Based upon the terms of the 1989 Intermunicipal Agreement between the City of Johnstown and the IDA, the payments made are as follows:

Net to City	\$370,371.28
Net to IDA	\$135,259.94
Legal Fees	\$ 2,812.00
TOTAL	\$508,443.22

DISCUSSION:

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

VI. NEW BUSINESS:

A. 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.
- At the June 14, 2026 Board meeting, it was recommended that a second easement area be shown to provide access for wastewater and other utilities to the Building A lot within the Tryon Technology Park.
- Winstanley Enterprises updated the site plan to include said easement area. * See updated plan.

DISCUSSION:

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 September 8, 2026.

X. CLOSE MEETING:

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

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

DRAFT