

FULTON COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**TUESDAY
APRIL 8, 2025
8:00 A.M.**

**PLANNING DEPARTMENT CONFERENCE ROOM
MEETING AGENDA**

IDA PRESENT:

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

OTHERS PRESENT:

___ TOM ROEHL, LIASON ECONOMIC DEVELOPMENT & ENVIRONMENT COMMITTEE
___ RON PETERS, PRESIDENT & CEO FCCRG
___ JACK WILSON, MEMBER FCCRG
___ _____, FMRCC

IDA'S MISSION:

The IDA's mission is to create and promote economic growth and prosperity for both residents and entrepreneurs in Fulton County. The IDA's role in Fulton County's Economic Development Program is to develop and maintain an inventory of shovel-ready sites for new and expanding businesses, offer financial incentives, as may be required, to encourage the creation of new and retention of existing jobs and expand the County's tax base. In doing so, the IDA strives to make Fulton County a desirable place to live and do business.

I. MINUTES FROM FEBRUARY 11, 2025 MEETING:

** Meeting minutes were added to the IDA's website on March 18, 2025 and emailed to all members on April 2, 2025.*

MOTION:

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

"WE INCENTIVIZE DEVELOPMENT OPPORTUNITIES."

II. BUDGET REPORT:

MOTION:
MADE BY:
SECONDED:
DISCUSSION:
VOTE:

III. COMMITTEE REPORTS:

A. Nominating Committee:

- No report.

B. Audit Committee:

- Monthly Bank Reconciliation Report: Greg Truckenmiller

IDA DISCUSSION:

C. Governance Committee:

- No report.

D. Finance Committee:

- No report.

IV. FULTON COUNTY/FCCRG/FMRCC REPORTS:

1. County Report: Tom Roehl

IDA DISCUSSION:

2. FCCRG Report: (See attached.) Jack Wilson

IDA DISCUSSION:

3. FMRCC Report: _____

IDA DISCUSSION:

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V. OLD BUSINESS:

A. Nexus Renewables :

- Nexus continues to wait until the Town of Johnstown Moratorium on Solar and Battery Storage Energy Facilities expires so it can file an application for a new Special Use Permit.
- The Town of Johnstown held their last committee meeting on the new Solar and Battery Storage regulations on February 6, 2025 and have forwarded the draft to their counsel for a legal review.
- The Town of Johnstown issued a second 6-month extension to their moratorium that will not end on August 26, 2025.
- Executive Director participated in a virtual meeting with Nexus on February 19, 2025 to provide a status report.

IDA DISCUSSION:

B. T-Bills:

- Current T-Bills:

T-BILL #	TERM	RATE %	EXPIRATION DATE
1	12 month	4.15%	11/28/25
2	12 month	5.09%	4/17/25
3	12 month	5.01%	5/15/25
4	6 month	4.11%	8/14/25

- T-Bill #2 will expire on April 17, 2025.
- The expiring T-Bill has a current rate of 5.09% and had a term of 12 months.
- Current T-Bill rates are:

TERM	RATE %
3-month	
6-month	
9-month	
12-month	

IDA DISCUSSION:

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C. Website Research Project

- Emery Designs contract has been executed.
- Executive Director attended a kickoff Zoom meeting with Betsy Emory on March 5, 2025 to discuss the execution of the project and to establish milestone dates.
- Emery Designs commenced the audit of IDA, CRG, FMRCC & FMSWS websites on Monday March 10, 2025.
- Expected to complete the audit of websites by May 31, 2025.
- Emery Designs and Executive Director commencing the development of a questionnaire for the Customer Development Interviews (CDI) along with a list of ten (10) potential interviewees per category (Economic Development, Workforce, Housing and Tourism).
- Coordinated list of CDI interviewees with CRG.

IDA DISCUSSION:

VI. NEW BUSINESS:

A. PARIS:

- The following reports were filed under PARIS on March 12, 2025:
 1. Annual Report.
 2. Certified Annual Audit.
 3. Procurement Report.
 4. Investment Report.
- The IDA did not receive and questions from the Comptroller's Office.

IDA DISCUSSION:

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 mowings will remain the same as previous years however the area to mow has decreased since the IDA transferred property within Tryon to Fulton County Sewer District No.4: Hales Mills.
- Quotes will be received on April 30, 2025.

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- 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*

*Increased number of finish mowings from 9 to 11.

- Winstanley Enterprises has agreed to reimburse the IDA for the cost of mowing in 2025.

IDA DISCUSSION:

C. Hay Lease of Land at Tryon:

- R & R Farms desires to lease approximately 55 acres of land at Tryon to grow corn in 2025.
- R&R Farms leased the land at Tryon in 2024.
- R & R Farms has offered \$30/acre to do so.

IDA DISCUSSION:

IDA ACTION:

MOTION: To authorize the Chairman to sign a Lease with R & R Farms to lease approximately 55 acres at Tryon to grow corn.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

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D. 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 is due to expire on April 11, 2025.
- At the March 11, 2025 meeting, the consensus of the IDA was to re-list the property with Colleen Ioele-DeCristofaro at Gateway Realty Solutions for a 6-month term.

2. Proposal:

- Colleen Ioele-DeCristofaro of Gateway Realty Solutions has agreed to a 6-month term if the IDA would cover the costs of a new billboard at approximately \$500.
- If the IDA agrees to a 1-year term, then there would be no charge for the billboard.
- Commission structure remains the same at 6% (2.5% buyer side/3.5% listing side)
- A 5% commission if sold independently.
- 6-month and 12-month proposals have been received. * See attached

3. Listing Price:

- The original listing price was \$595,000.
- The current listing price is \$575,000.
- Colleen Ioele-DeCristofaro is recommending that the property be re-listed at a price point around \$500,000 - \$550,000.

IDA DISCUSSION:

MOTION: To authorize the Chairman to sign a Listing Agreement with _____
for a term of _____ at a listing price of \$_____.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

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E. Fulton Montgomery Regional Chamber of Commerce:

- The IDA became a member of the Fulton Montgomery Regional Chamber of Commerce in 2024.
- The IDA received an annual membership renewal invoice on April 4, 2025.
- The annual membership renewal fee is the same as it was in 2024 at \$299.00
- The cost associated with the annual membership is included within the IDA's adopted 2025 budget.

MOTION: To authorize the annual membership renewal with the Fulton Montgomery Regional Chamber of Commerce.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

VII. OTHER BUSINESS:

A. Mohawk Valley Brownfields Developer Summit Reminder:

- April 23-24, 2024
- 9:00 am-4:00pm
- Herkimer College
- Register using a PUBLIC code

IDA DISCUSSION:

B. Board Training:

- During the IDA's Annual Meeting held on January 14, 2025, the Board asked that the Executive Director review the IDA's Policies (older) and recommend any changes.
- During the IDA's March 11, 2025 meeting, changes were discussed and made to Policy 14 Uniform Tax Exemption Policy (UTEP).
- Policy 01 Compensation & Reimbursement was adopted on September 30, 2008.
- This Policy states:

IDA Policy 01 – Compensation & Reimbursement Policy

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Pursuant to and in accordance with Section 856 of the General Municipal Law (GML) of the State of New York, the members of the Board of the Fulton County Industrial Development Agency (the "Agency") shall serve, without salary, at the pleasure of the Fulton County Board of Supervisors. Agency Board members may be reimbursed for reasonable expenses incurred in the performance of Agency duties with the prior approval of the Board.

Employees and agents of the Agency shall serve at the pleasure of the Board at such compensation levels as shall be approved by the Board from time to time. Employees and agents may be reimbursed for reasonable expenses incurred in the performance of Agency duties with the prior approval of the Board.

Board members shall not be compensated for rendering any service to the Agency in any capacity other than as a Board member unless such other compensation is reasonable and allowable under provision of Section 856 of the Act.

- Section 856 of GML only includes language specific to board members being appointed by the governing body of the municipality (Board of Supervisors).
- It is recommended that all reference to Section 856 of General Municipal Law be removed from this policy to avoid confusion.

MOTION: To remove reference to Section 856 of General Municipal Law within IDA Policy 01: Compensation & Reimbursement.

MADE BY:
SECONDED:
DISCUSSION:
VOTE:

C. 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;

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- 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.**

IDA ACTION:

MOTION:

To go into Executive Session to discuss 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:

SECONDED:

DISCUSSION:

VOTE :

TIME :

MOTION: To go out of Executive Session.

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

TIME:

VIII. NEXT MEETING:

Tuesday
May 13, 2025
8:00 a.m.

IX. CLOSE MEETING:

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

MADE BY:

SECONDED:

DISCUSSION:

VOTE:

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