



2024
INITIATIVES
GUIDE TO

Fulton County, NY

YOUR BUSINESS' NEXT STEP
IN A CHANGING WORLD

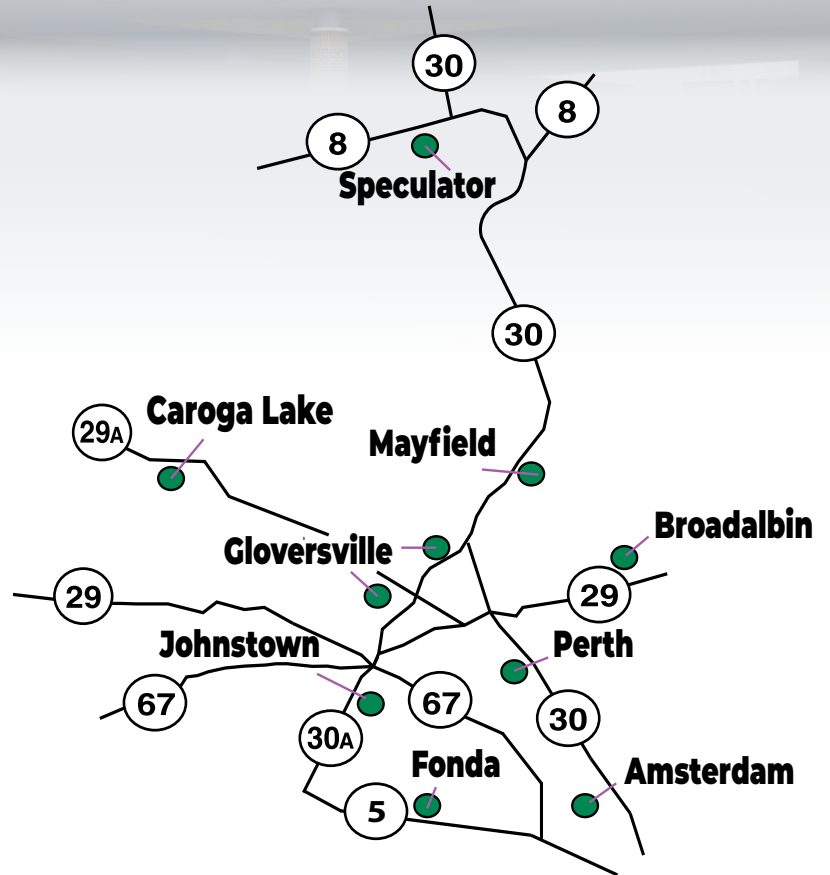
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Dear Readers:

The *2024 Initiatives Guide to Fulton County* is a great resource to learn about the area's current business community. Our County has an excellent team of professionals that will make working here and living here a great experience.

Fulton County is known for its beautiful Adirondack landscapes and exceptional outdoor recreation. The County Board of Supervisors is pro-business and we have invested in growing the local economy by launching *Destination: Fulton County*, a strategic plan to expand the area's tourism and hospitality sectors. The Fulton County Center for Regional Growth and Industrial Development Agency are a great partnership with resources for any new venture, whether it be to start-up a business or expand. They will work with local government leaders to assist you with your project and keep it on track from start to ribbon-cutting. Our communities are open to growth and have established a streamlined approach to expedite any necessary permitting and siting that may be necessary.

Check out Fulton County and you will find that it is a great place to call home.

Sincerely,

Scott M. Horton
Chairman of the Board



WELCOME TO FULTON COUNTY!

FULTON

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Initiatives Guide 2024

The Center for Regional Growth should be the first stop for any business that's coming into the area and looking for economic development assistance.

– Ron Peters

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FMCC



SUNY FMCC Builds to Suit

With a new strategic plan and leadership, Fulton Montgomery Community College is meeting the workforce needs of employers in more ways than ever before.

The college's Business and Community Partnerships team is laser-focused on building a steady pipeline of employees to meet the expanding and changing workforce requirements of Fulton County employers as well as future employers who will be moving to the area. A huge piece of its workforce development efforts centers around robust certificate and microcredential programs. These academic offerings are aimed at making students ready to enter



Photo credits - Janene Bouck

the workforce within six months to a year equipped with specialized experience related directly to area businesses. The college develops these programs in tandem with employers.

As part of its Collaborative Career Learning (COCAL) program, the college can develop individual studies programs tailored to meet a specific employer's workforce needs. "We can work with the employer if there's a special occupation or job title that they are looking to fulfill within the community," said Christie Davis, Director of External Partnerships and Applied Learning. She said that FMCC is one of the few State University of New York colleges approved to offer individual studies certificates, averaging between 30 and 40 different areas for the past two years.

The cannabis industry is a case in point. With the

The Cannabis Business Education Hub logo features a stylized purple cannabis leaf above the text "CANNABUSINESS EDUCATION HUB". Below the logo is a photograph of a hand holding a green cannabis plant. The background of the entire block is dark green.

Growing Potential:
SUNY Cannabis Career and Education Expo



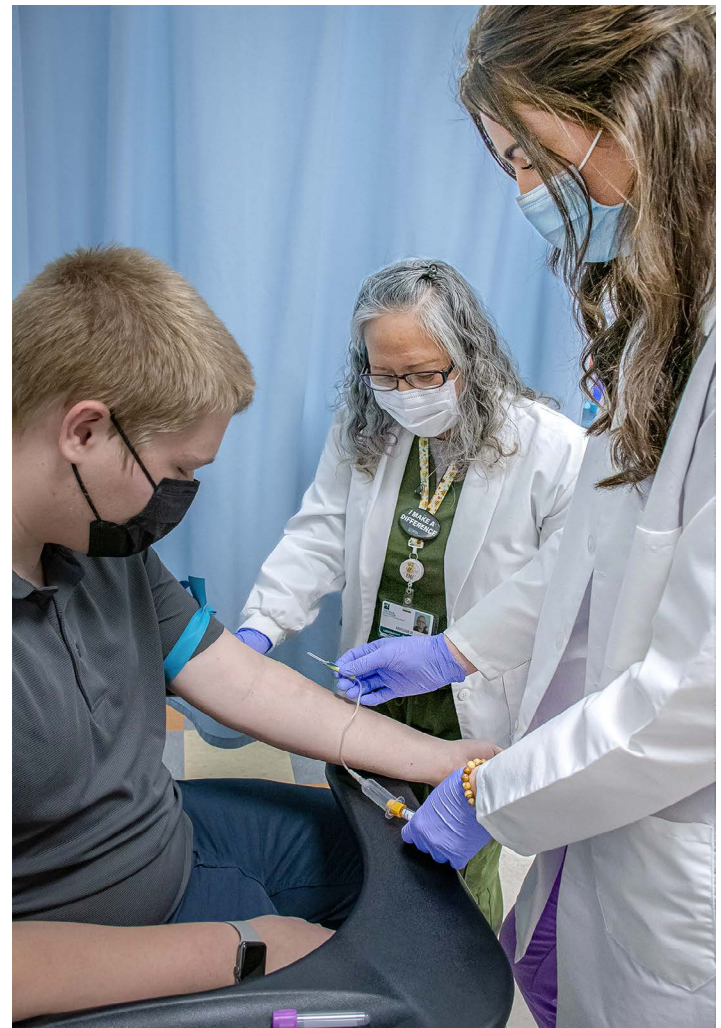
“Every semester brings the promise of transformation, growth, and innovation. Each class is a canvas where knowledge is painted, and every student is an artist with the potential to create something remarkable.”

President Greg Truckenmiller, Ph.D.

Her first intern returned after he graduated and worked for a summer. The second student interned twice and is now an employee of the company, working as a cannabis cultivator, building his knowledge of the industry, and contributing his skills in other areas of the business, including helping with the website, writing standard operating procedures for new equipment, and

legalization of cannabis for adult recreational use in New York State, new related businesses came into the region in need of skilled workers. In rapid response, the college became the first area school to offer cannabis certificate programs for cultivation technicians and dispensary managers.

The COCAL model is a combination of related classroom courses as well as hands-on experience working at a local partner business at the same time. Peregrine Toke, LLC, a cannabis-growing business in nearby Schoharie County, partners with the college. Founder and owner Kate Miller has had three interns from the program. “I’ve had wonderful experiences,” she said.



grant writing. A third intern from the COCAL program works alongside him.

“If people show initiative and show me that they’ve got skills and want to learn something new, I’m really

open to that,” Miller said, adding that she has had good working relationships with all three interns. “It’s amazing to have people who are really engaged and excited about the position. People joining these programs seem to be the folks who are excited about learning a new skill and joining the workforce.”

Some interns are paid and others are not, but all get college credit for their work. A huge benefit for partner employers is that they have the opportunity to observe interns as potential employees. “They almost have a probationary period with somebody,” Davis said. “It’s a nice way to sort of test your work pool without the commitment.”

Ron Fortes, Laboratory Manager at Nathan Littauer Hospital in Gloversville had a chance to do just that with Amsterdam resident Miriam Riedle, a May 2022 graduate who earned an individual studies certificate concentrating in phlebotomy.



and how important those results were to physicians in determining a course of treatment.

“I learned by performing the work as well as in the classroom learning the skills I needed,” Riedle said. She took courses in allied health, patient care, ethics in healthcare, medical terminology, anatomy and physiology, American Red Cross CPR, and computer skills.

In the middle of her site training before she graduated, the hospital hired her. “I am so grateful that through this program I got employed immediately,” Riedle said. The certificate programs are shorter than degree programs, so they put graduates into the workforce faster.

The certificate program turns out to be a win-win for both employees and employers. Fortes welcomes FMCC students and appreciates having a role in training new phlebotomists. “I love what FMCC has done for their certificate program in phlebotomy, as it has helped students to be more prepared with the knowledge and skills they need prior to their internships,” Fortes said. “We find these students to be well versed

with the theoretical aspects of phlebotomy itself, and they are all easily trained.”

The college’s microcredential program is even shorter

The image shows the logo for Fulton-Montgomery Community College, which consists of a stylized 'FM' in green and blue. Below the logo, the college's name is written in blue. Further down, three key statistics are listed in blue text: 'CAMPUS SIZE 200 ACRES', 'LOCATION 40 MILES NW OF ALBANY', and 'STUDENT TO FACULTY RATIO 18:1'. The background of the graphic is an aerial view of the college campus with trees and buildings.

Riedle is an example of one population that the college serves—returning adults looking to uplevel their skills. She was working as a nursing assistant when she saw the need for blood draws with her patients

than a certificate program, and it helps keep the current workforce up-to-date with skills in industries in which technology changes rapidly. “If someone is working in an office environment, but maybe their experience is from 15 years ago, with a short-term microcredential of three to five classes, they can earn this badge, and hopefully it will help them,” Davis said. Like certificate programs, microcredentials can also be developed jointly with an employer. Currently the college offers between 30 and 40 of these microcredentials.

The college’s faculty members and staff are highly attuned to local employers’ needs because they actively seek input and change and add to their programs and courses annually based on this feedback. This makes FMCC’s offerings to students dynamic, addressing changes in the business and industry landscape.

High-tech manufacturing and research is a good example. The area surrounding Fulton County is ripe with high-tech industry, with leading research,

development and commercialization organization NY Creates to the southeast, semiconductor manufacturer GlobalFoundries to the northeast, and silicon carbide technology and production company Wolfspeed to the west. In the next few years, the nanotechnology triangle will grow significantly to include computer memory chip specialist Micron’s construction of a massive \$100 billion manufacturing complex on the far west end of the triangle, and GlobalFoundries’ addition of 800 acres to its Malta, New York complex. As this expansion takes place and businesses that produce goods and services that high-tech companies require to complete their work flock to Fulton County’s shovel-ready sites and affordable buildings, FMCC will be standing at the ready to develop programs to meet their unique workforce needs quickly.

<https://www.fmcc.edu/current-students/micro-credentials-badges/>



Leaders in Cannabis Industry Education and Workforce Development

The logo for Goderie's Tree Farm, featuring a circular emblem with a tree and a wreath on the left, the text "Goderie's Tree Farm" in green script, and another circular emblem with a tree and a wreath on the right.

Christmas Trees – Wreaths

Landscaping and Design

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Health Care Born to Serve Our Community

MVHPC is an independent organization and not affiliated with any healthcare system. “We were born in the community, and we remain in the community, serving the community,” said MVHPC’s President and CEO Kara Travis. “That’s one thing that differentiates us.”

For the past 35 years, Mohawk Valley Hospice & Palliative Care (MVHPC) has been the sole Hospice provider in Fulton County, serving not only county residents, but those in three neighboring areas. The nonprofit continues to expand its mission of serving patients and their loved ones during one of the most vulnerable times of their lives.

A well-rounded team of professionals including physicians, registered nurses, licensed practical nurses, social workers, certified home health aides, spiritual counselors, therapists, volunteers, leadership and administration staff serve each hospice patient that

comes into MVHPC’s care with an individual, patient-driven plan. In addition, social workers and bereavement counselors work with their loved ones.

The staff of around 50 employees provides care in patients’ homes, long-term care facilities and in its 8-bed Nancy Dowd Hospice Home (NDHH) that opened in 2005 in Gloversville.

Patients can stay at NDHH as long as they need to and as they remain medically certified for hospice care. Medical personnel staff the home around the clock. There are eight private rooms that have a bathroom, closet, and private entrance onto a patio overlooking either



Photo credits - Janene Bouck

the gardens or hillside. Staff prepares homemade meals featuring locally sourced ingredients in a communal dining room, or patients can prepare their own meals in the patient kitchen.

“It does not matter geographically where patients come from,” Travis said, noting that as long as they are medically qualified, they can be from outside MVHPC’s four-county region.

MVHPC runs the NDHH largely through the generosity of donors. “We rely heavily



the New York State Department of Labor to create its new palliative care program that launched in 2021.

As it continually assessed the needs of the community, MVHPC discovered a large gap in the care continuum. “Doctors, nurse practitioners and physician assistants are asking for additional

on fundraising dollars to keep the doors open,” Travis said. While Medicare pays for the room and board for a person at the Hospice House, the reimbursement rate is low, and in many cases, not enough to cover the expenses of patient care. In addition, MVHPC pays for medications, durable medical equipment, and staffing.

Other sources of funding for the expanding organization are grants and trusts. For example, the Fulton County Center for Regional Growth helped MVHPC apply for a \$100,000 grant from



Photo credits - Janene Bouck



While there is no funding for palliative care, MVHPC is dedicated to providing it because this program serves the people in the community, and it also helps to address one of MVHPC's biggest challenges, which is that patients come into hospice care too late.

layers of support,” Travis said. Palliative care can help to keep people out of emergency rooms and hospitals and in their own homes by helping them manage their pain and symptoms and collaborating with the patients’ own physicians on care.

The palliative care program has been in such high demand that there is a waiting list, and the organization had to add an additional nurse practitioner.

“We’re really making an impact in the number of visits we’re preventing from emergency room and hospitalization,” Travis said.

MVHPC leases a space in Amsterdam to see palliative care patients two days a week, but staff visits the bulk of patients in their homes. A registered nurse goes to patients’ homes and meets with them and their families to assess their needs and then dials up a nurse practitioner for a telehealth visit. In fact, the service has been deemed so outstanding that the Adirondack Health



Photo credits - Janene Bouck



Institute honored MVHPC with a telehealth innovator award in 2022. In between visits, just like hospice patients, palliative care patients have 24/7 phone access to a registered nurse.

“They call us in crisis, and there is very little we can do,” Travis said. “Twenty-four, 48- and 72- hour stays are really the bulk of our business. We can do a lot more when we’re in there sooner. We really offer a full complement of services, and we are trying to get the word out to people, both patients themselves and the healthcare community.” An informational meeting with MVHPC costs nothing and allows patients and their families to learn about the full array of services that the organization can offer during this difficult time.

“We find that as high as 85 percent of our palliative care



patients are hospice-eligible, but they're not ready yet," Travis said. "Our primary goal is to get to know patients and families sooner when they're not in crisis so we can travel with them, and when they need some more complicated care, it's easier to make that transition," Travis said. The palliative care program allows MVHPC to do this.

Nancy Bishop did not wait for a crisis to reach out to MVHPC. She contacted them when her husband, Ed, became ill with stage four cancer. At first, hospice helped the couple by sending a nurse five days a week to their home which Bishop said worked very well. However, as the disease progressed, that needed to

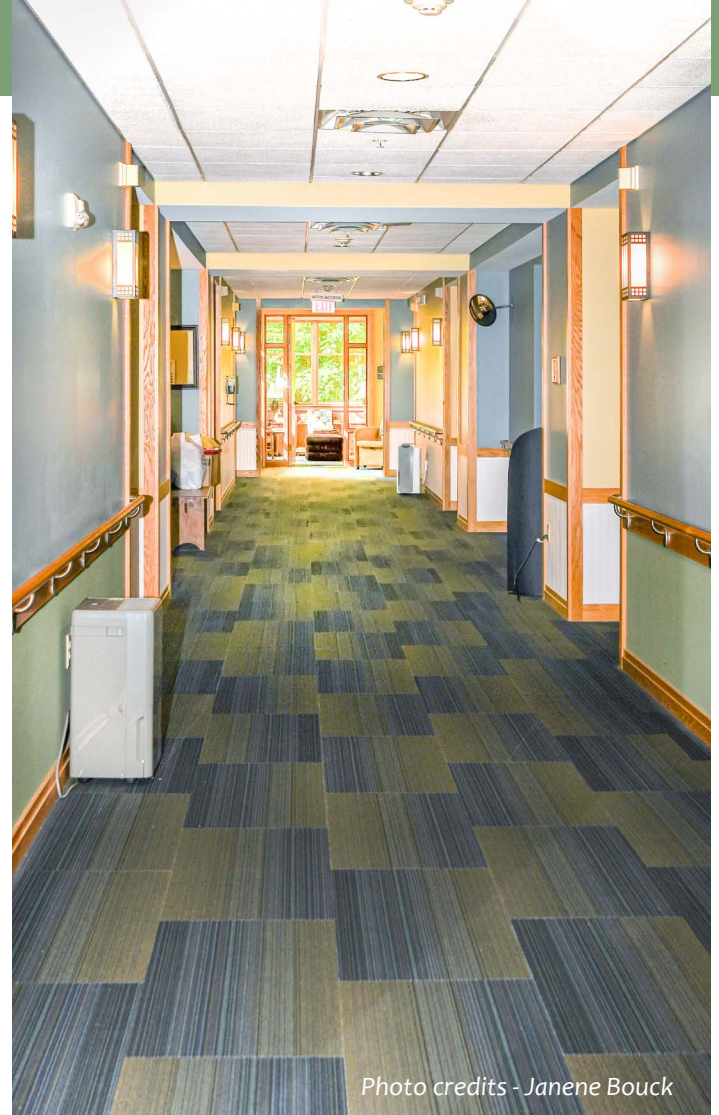


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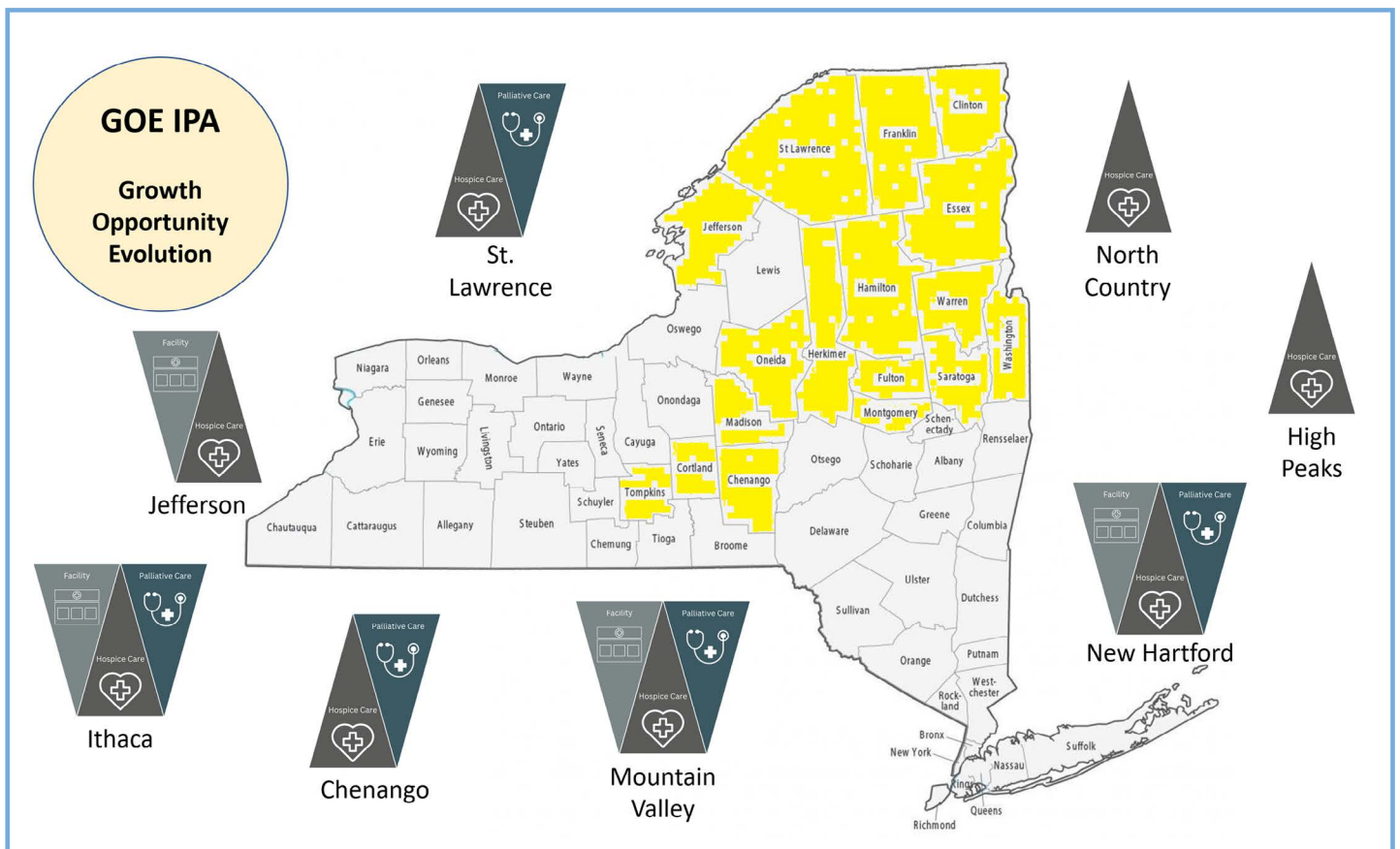




Photo credits - Janene Bouck

change. “It got to the point where I wasn’t able to handle him,” Bishop said. “We already had him all signed up. We called, and they were here probably within an hour or an hour and a half and picked him up.”

Ed moved into the NDHH for care. “It was a life-changing experience,” she said. “They treated you like you were family. It’s really kind of indescribable. I couldn’t ask for better people—the nurses, the aides, the housekeeping. They were all very compassionate. He died with people that loved him, and there was kindness all around him. You couldn’t be happier than that.”

MOVING FORWARD

Despite the administrative and financial challenges of operating the organization and the hospice house in particular, Travis and her staff are dedicated to maintaining and expanding the services MVHPC offers to Fulton County residents and beyond. “The phrase I often use for hospice homes is that we’re really an endangered species,” Travis said. “We’re facing some pretty big challenges over the next few years. One is the threat of for-profits coming into New York State.

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We're actively fighting that right now with legislators and the governor." Travis has been watching the negative impact on the quality of care and the rise of fraud in Oregon, California, and Arizona where for-profit hospices operate.

To reduce administrative expenses, MVHPC is working with seven other regional hospices across the state to create an independent practice association (IPA). This would allow each hospice to maintain its own brand, local control, and visibility while sharing redundant administrative and back-office expenses. The executive director of the IPA would negotiate contracts with businesses that could supply shared services. "Then we would have more resources to pay our staff," Travis said.

"MVHPC is committed to Groversville and the communities that we serve," she said. "In order to do that, we're going to have to partner with others and be in it together to keep the service and benefit going for our neighbors and our loved ones."

www.mvhcares.org

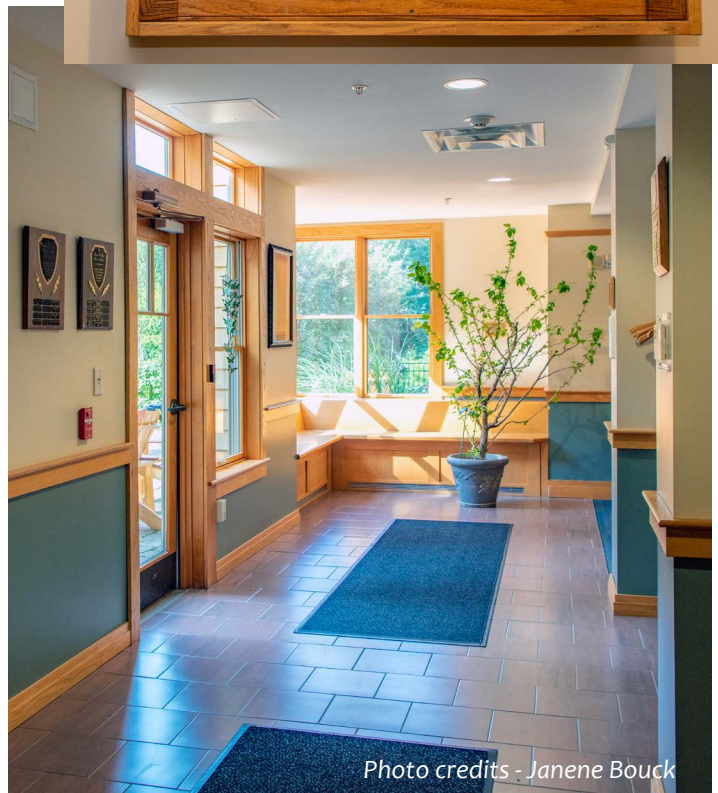


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DREAMROAD FARM CARRIES ON FAMILY TRADITIONS

Rebecca Ferry and her sister, Sandra Scott, were just 7 and 13 when their parents purchased Dreamroad Farm, a dairy farm in Johnstown. They grew up on the farm, working alongside their parents. After high school, each attended the State University of New York at Morrisville to study agricultural business and dairy science, respectively, and then they finished their bachelor's degrees in animal science at Cornell University.

While they both went on to careers in agriculture, the family farm was never far, and when they were home, they helped their parents on the farm. In 2016, their parents were ready to retire. "There used to be a time when you could have 30 cows and milk them and make a living and be able to retire after selling the farm," Ferry said.



Photo credits - Janene Bouck

However, that has changed, and when farms sell, they often go to housing or solar farm developers and do not continue as farms. With it being more difficult to make a good living farming, often younger generations are just not interested in carrying on the family business. In 1995, New York State had 11,000 dairy farms, and today, that number is only 3,600, according to the United States Department of Agriculture National Agricultural Statistics Service.

While other second- and third-generations turned away from farming, that was not the case for Ferry and Scott. "We still wanted the farm to keep going, and we would make it work," Ferry said. They knew they couldn't operate the farm like their parents had to and have it be a viable business.

"Historically, Fulton County used to be, for the most part, a dairy county," said Lee Hollenbeck, president of the Fulton County Farm Bureau. When Hollenbeck left dairy farming in 1989, there were roughly 150 dairy farms in Fulton County. Now there are about 16 farms with a total of 1,400 cows. Despite the drop in farms, New York State's dairy farmers produce over 15 billion pounds of

milk a year, giving New York the ranking as the fourth largest dairy state in the country.

Dreamroad Farm produces 1.1 million pounds of that milk a year from 80 cows. They sell the milk to Agrimark, the owner of Cabot Cheese and processing plants in New England and Vermont. However, to keep the farm going, they knew they could not produce milk alone. “We needed to find other revenue sources,” Ferry said. With that in mind, they increased the number of crops they grow, now producing corn for silage for other farms and hay for small dairies and horse farms. They also raise 10 to 12 pigs for pork and 20 Jersey beef cows.

They opened a farm store where they could sell their own products as well as those of other local businesses. “We carry all the Cabot products, maple syrup, honey, and other stuff that’s all made locally,” Ferry said.

The Fulton County Center for Regional Growth (FCCRG) assisted the farm in applying for a \$75,000 grant offered through the Coronavirus Aid, Relief, and Economic Security (CARES) Act. “It helped to get us back on better footing and make expansion with the store and things like that,” Ferry said. They started out in an Amish-built shed wired with electricity to test out the idea of a farm store which made enough profit in the first six months



Photo credits - Janene Bouck

to pay for the expenses of putting it up. The farm store turned out to be so popular that they were able to repurpose an existing building on the farm to open a larger store.

This is part of the diversification of the farm, which follows the trend in agriculture in general. “In commercial agriculture, unfortunately, consolidation is happening if you’re just trying to stay within that one commodity,” Ferry said. “There are new people coming in, but in a diversified way,” Ferry said, noting that just one percent of the United States’ population are farmers.

With diversification as a key business strategy, the sisters have also added agritourism elements to



the farm. For example, the farm offers two glamping sites outfitted with tents with queen-sized beds, firepits, grills, and an outhouse with solid- and liquid waste-drying bags developed by NASA. There's even a summer shower. Guests can rent kayaks or fish in a stocked pond. "A lot of people once they get here just kind of grill and hang out, and that's it," Ferry said. "They enjoy the fact that they're kind of out in the middle of nowhere, but if they need anything, they can always go into town."

Dreamroad Farm is also a Harvest Host, offering four to five overnight parking spots for recreational vehicles. "We put some on the back side of the farm, and they get to see turkey and deer in the morning," Ferry said.

In July, the farm participates in the Farm to Table Tour in Fulton and Montgomery Counties where people can take a self-guided tour to local farm stands and stores. Hosting birthday parties on the farm, complete with the chance to see the animals, is another revenue source.

Hollenbeck points out that farms are significant economic multipliers. "It will surprise you for every dollar on the farm how much is generated," he said. "It's a ripple effect. For every

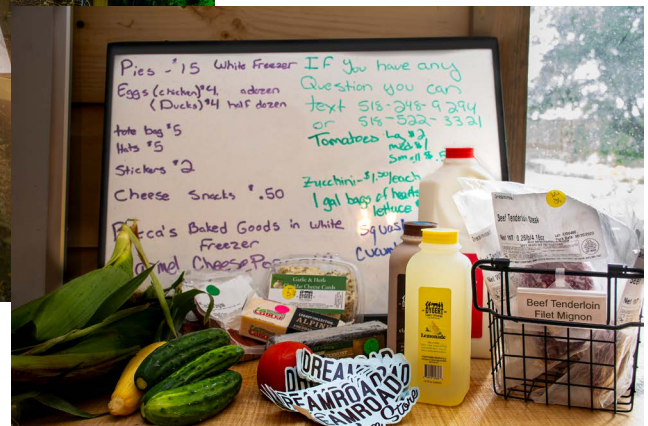


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one farmer, you've got truckers, processing plants, distributors, stores, truck drivers, packaging, machinery dealers, and fertilizer."

What is remarkable about Ferry and Scott is that they both work full-time jobs in addition to operating Dreamroad Farm. "I do it before and after my full-time job and on days off," said Ferry, who works as the agricultural economic development coordinator for Montgomery County. Scott is the County Executive Director for the USDA Montgomery County Farm Service Agency.

They complement each other in the work that needs to be done, Scott with physical work and Ferry on the organizational side, as she lost both legs when they got caught in a power take-off shaft when she was nine years old. "She does the cows and the herd health aspect of it and more of the physical things," Ferry said.

In addition to diversifying Dreamroad Farm's enterprise in the changing landscape of agricultural business, the





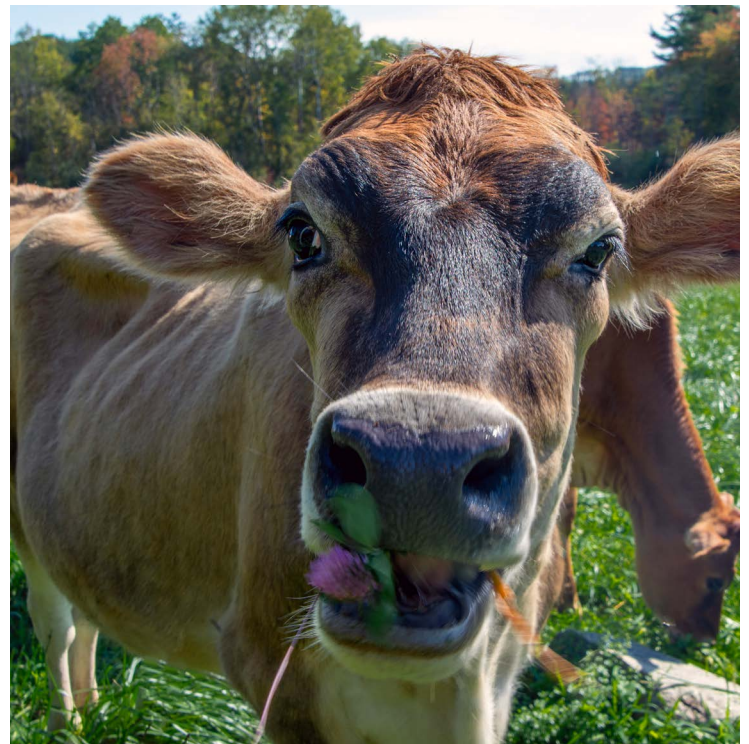
Photo credits - Janene Bouck



sisters also help to educate the public about agriculture and help them become more self-sufficient through homesteading. “There’s no formal aspect to this work, it’s more just people helping people,” Ferry said, noting that they’re working on a series of educational workshops covering such topics as gardening, beekeeping and making soap, butter, cheese, and other products at home. “The good thing about the pandemic is that some people started to realize some different things because they didn’t have food in the stores,” Ferry said. “We’re doing a lot of homesteading, with people wanting to create their own food sources.”

Ferry and Scott serve the farming community beyond the borders of Fulton County. Scott is the president of the New York Jersey Cattle Club, and Ferry fills the role as Director from the Second District of the American Jersey Cattle Association.

www.dreamroadfarm.com





SWANY GLOBAL FORCE IN FULTON COUNTY

When the Japan-based manufacturing company SWANY, founded in 1937 by Tomio Miyoshi, began to expand its operations globally, it started SWANY America Corporation in New York City in 1980. However, it wasn't long before the company moved its North American operation to Fulton County.

As shipping and handling costs from its commercial warehouse in New Jersey skyrocketed, SWANY began looking for alternative locations. Several factors drew the company to Fulton County.

Gloversville's reputation as the glove-making capital of the world in the late nineteenth and early twentieth centuries was one factor. In its heyday, Gloversville was home to 200 tanneries whose employees, representing 80 percent of the city's population, produced or vended 90 percent of all gloves sold in the United States. With that history, Fulton County was a natural location for SWANY.

Financial incentives from the former New York State Economic Development Enterprise Zones program totaled \$2 million. That, along with assistance from the Fulton County Center for Regional Growth's forerunner, the Fulton County Economic Development Corporation, prompted SWANY to build a new distribution warehouse in Fulton County.

Also appealing was the county's reputation for having a skilled workforce with a strong work ethic. "SWANY could secure abundant labor forces, and labor cost at Fulton County was also very low at that time," said SWANY America President Ichiro Kuwahara.

A FOUNDATION ALREADY IN PLACE

It was the third-generation glove-making company Elmer Little & Sons in particular that caught SWANY executives' attention. The company, founded in 1893, had endured the shifting manufacturing landscape in the region, adapting and changing to meet current consumers' wants. Owner Bill Dzierson, an avid skier and grandson of Elmer Little & Sons' founder, had begun developing high-quality ski gloves that provided more warmth and durability than this market had ever seen

before. In 1987, SWANY acquired Elmer Little & Sons. It launched the SWANY Ski Division three years later to continue Dzierson's work crafting high-quality ski gloves.

Even though SWANY's ski gloves cost twice that of competitors', it did not deter skiers from buying them. As part of a robust marketing campaign, SWANY contracted with the Professional Ski Instructors of America and the National Ski Patrol to supply



gloves for the organizations and in 1992, SWANY sponsored gloves and suits for speed skiing teams from the United States, Canada, Great Britain and Switzerland. Speed skiers clad in SWANY's suits and

gloves flew down French mountains at speeds of up to 138 miles per hour at the speed skiing demonstrations of the 1992 Albertville Olympics.

The marketing strategy worked, and SWANY's ski and mountaineering glove business began to grow. SWANY's team continually develops new designs based on changing textile technology and customers' wants. For example, in 2000, the company introduced its crossover gloves, complete with a ventilating system that could serve to cool the wearer on warm days and house a heat pack on cold ones.

Kim Cummings, general manager and controller for SWANY America, has been with the company since 1989. When she first started, the company purchased local leather for gloves, and initial parts were made in the company's Johnstown facility. Since then, the Fulton County location has become the company's warehouse and distribution facility for North America, including its Canadian division, established by SWANY in 1990.

In November of each year, the Johnstown facility places orders to SWANY's factories in China, Cambodia, Vietnam, and Indonesia for the sales it anticipates for the season. A second order follows in a few months, giving the factories a lead time of three to four months to produce the gloves. Then the overseas factories ship the gloves to Canada and truckdrivers transport them to Johnstown. "The ocean time from China or Indonesia is shorter to get up to Canada that way," Cummings said, noting that it takes from 45 to 60 days for Johnstown to receive a shipment.

"By September or October, we hope everything is here for us to ship for the entire year," Cummings said. The facility's 12 employees are busy from September to February packaging and shipping gloves to anywhere from 500 to 600 retail customers in the United States and 125 to 150 in Canada.



Customers can also order from SWANY's website, and the Johnstown facility operates an outlet store from November through February where customers can shop in person.

Retail sales per year are close to \$24 million, Cummings said, between its mainstays, the SWANY brand and its "Hot Fingers" line, a name the company acquired in 2004, plus additional products. During COVID, sales remained constant with no

decline. Cummings attributes this in part to the company's customer service. "Our customers have been very loyal to us, and we try to treat them as we would want to be treated," she said.

During its busy season, it is all hands on deck. "Everybody knows how to do just about everything," Cummings said. "You just pick up another hat, and you just roll." During the off-season, employees take inventory and organize the warehouse, preparing for the next shipping cycle.

The employees are a mix of workers from the local area and Japan, with the two cultures blending together and learning from one another. "In Japan, they're very work-oriented," Cummings said. "Their base is their job. When they become culturally familiar with us, they



Photo credits - Janene Bouck



The Fulton, Montgomery and Schoharie Counties Workforce Solutions Career Centers

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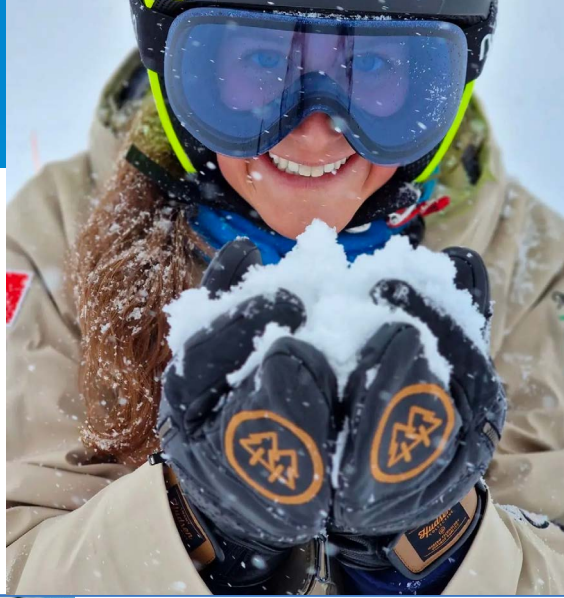
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realize that family is very important to us. I think they learn as much from us as we do from them, I would say.”

The family aspect of her job, which originated from the time of Elmer Little & Sons, is what Cummings enjoys the most. “Everybody’s tight knit here,” she said. “It’s kind of like you’re working with family.”



remained in that position for eight years. After some years in Japan, he returned to Johnstown as president again.

<https://swanyamerica.com/>



SWANY is continually developing products to expand its offerings. “We always try to find a new niche that we can go into,” Cummings said. “They always try to find an expansion of where we can go with our gloves. There’s never a standstill here. There’s always something going on.”

SWANY’s growth may have it adding more employees to its Fulton County workforce. “Based on an increase of online business demand, we may need more labor force for the distributing operation in our warehouse in the near future,” Kuwahara said.

Cummings said that employee retention has been high. There has also been continuity in leadership. SWANY America president Ichiro Kuwahara was in the role when SWANY first started out in the United States and



Photo credits - Janene Bouck



100 WOMEN WHO CARE *of the Adirondack Foothills*



Imagine: No bake sales, car washes, galas, tag sales, gift wrap vending, raffles, or letter-writing campaigns.

Just a group of committed women dedicated to the health and welfare of their communities, their checkbooks, and 60 minutes of their time. The result? Thousands of dollars for a local nonprofit to fund a specific project or program that benefits the community.

This happens four times a year thanks to 100 Women Who Care of the Adirondack Foothills. Since its inaugural meeting in January 2018, the organization has

contributed over \$325,000 to nonprofits in Fulton and Montgomery Counties.

The 100 Women Who Care concept was developed in 2006 by, Michigan resident Karen Dunigan, who initially started the effort when an organization in her community was fundraising for cribs for new mothers. She brought together 100 women whom she knew would write a check for \$100, and by the end of that very first meeting, they had \$12,800 to donate.

By the end of that effort, she realized the potential of this fundraising method. So did others. The idea spread like wildfire. Today, there are over 900 chapters of 100 Women Who Care across the globe, including one in Fulton County.

Amy Karas, one of five founders of the local chapter, learned about the program from a friend who belonged to the Albany chapter. One evening Karas was visiting with friends, Audrey Kline, Pat Beck, Marj Kline, and Holly Chamberlin, telling them about it. It didn't take long before the women concluded that they could do the same in their own community.

Equipped with serious professional skills in marketing, technology, and other areas as well as deep community



Photo credits - Janene Bouck



involvement, the five brought together 80 women to present the simple concept: Women who join agree to write one \$100 check per quarter to a local nonprofit of the group's choosing, according to its selection process. The attendees greeted the idea with great enthusiasm, and 100 Women Who Care of the Adirondack Foothills was born.

Meetings take place in February, May, August, and November at St. John's Church in Johnstown. The group invites members to nominate local non-profit organizations in Fulton, Montgomery, and Schoharie counties, excluding political, religious, and national organizations. Members nominate an average of 12 charities per meeting. The group then draws three names, and the nominating member for each has five minutes to make a presentation about the organization followed by a five-minute question and answer session. After the presentations, the group votes. The

organization with the most votes wins, and each woman writes a check for \$100 directly to that charity.

"The meeting takes exactly one hour," Beck said. "That is the beauty of it." Beck points out other benefits, too. The group has no officers, only a steering committee made up of the five founding members. No additional fundraising is required beyond that 60 minutes, an element that was highly appealing to members, versus the hours spent on traditional fundraisers.

The 100 Women Who Care simply acts as a facilitator to bring together those who want to support nonprofits within the community and offer them a vehicle to do that, which combined, makes a significant impact.

The group has donated to a wide variety of charitable organizations since its inception. These include nonprofits dedicated to helping families, students, animals, veterans, and the terminally ill, to name just a few.



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One caveat is that eligible charities must use the money for a specific program or project and not for operating costs. “We look at what programs are actually going to have an impact on the community,” Beck said.

Fonda, New York-based Haven of Hope was one of the first recipients of donations from 100 Women Who Care. The organization, which provides transitional housing for homeless women and children, received over \$13,000 which it planned to use for a capital project. However, the COVID-19 pandemic postponed that project. Instead, Haven of Hope used the funds to create a family center



by converting its former commercial kitchen space into a two-bedroom family suite with a kitchenette. “It’s just lovely,” said executive director Patricia Brooking. “The family has its own space and mom can take care of her family the way she wants to,” she said, noting that Haven of Hope’s additional seven bedrooms are continually full of women in need of temporary housing.

The pandemic caused the cancellation of only one meeting in May 2020, after which 100 Women Who Care switched to Zoom meetings until the pandemic’s end. “It helped all the feelings that were going on during the pandemic,” Beck said. “We were still able to gather and feel the support of others and still be able to be giving while we were isolated.”

One recipient was the Mental Health Association in Fulton and Montgomery Counties which received \$16,000 in May 2021. The organization used that money to run a behavioral health summer program

that operated three full days per week for six weeks. Students attended cultural outings to places like Fort Ticonderoga and the USS Slater in Albany, and they had recreational trips to the beach, a local zoo, and other venues.

In addition, the association used the funds for staff training for two evidence-based programs. It sent the association’s child advocacy therapist to the Girls Circle training to bring that program, which is designed to help girls develop positive self-images, high self-esteem and healthy relationships, to the Mohawk Valley. There were also funds to send staff to attend a “train the trainer” course for the Teen Mental Health First Aid program that teaches teens aged 15 to 18 how to identify, understand, and respond to signs of mental health and substance use challenges in their peer group.

“These were important pieces to the overall well-being of the children that we serve in the child advocacy center,” said executive director Janine Dykeman. “The CAC works with children who have been physically or sexually abused, maltreated, and neglected. It is really



critical work being done to promote wellness and good health and recovery after some significant and traumatic events that have occurred for these children.”

Dykeman has high admiration for the five founding members of 100 Women Who Care. “They banded together and thought that this was something in the community that could make a difference, and it absolutely has,” she said. “Thousands have been

continued on page 30



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- Current Program ends 03/31/21
- Application and approval are required prior to project start
- All grants are reimbursable after project completion
- Grant amounts listed are the maximum allowable award

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Programming provides specialized assistance to agribusinesses and manufacturers. The Agribusiness Program funds productivity improvements, energy efficiency, and renewable solutions.

The Manufacturing Productivity Program supports "lean manufacturing" and activities that result in top-line growth.

Site Development

A portfolio of urban revitalization, brownfield restoration, vacant building redevelopment and site development programs help make Upstate NY more competitive and "shovel-ready" for new investment.

Energy Infrastructure

Capital Investment Incentive Programs provide funds to help offset qualified customers' eligible costs associated with upgrading utility infrastructure to accommodate a business expansion or new construction project.

The Power Quality Program offers financial incentives for the installation of power quality mitigation equipment and controls.

Innovation / Cleantech

The Cleantech Incubator Program supports the development of self-sustaining entrepreneurial and innovation "ecosystems" that stimulate and support new high-tech businesses.

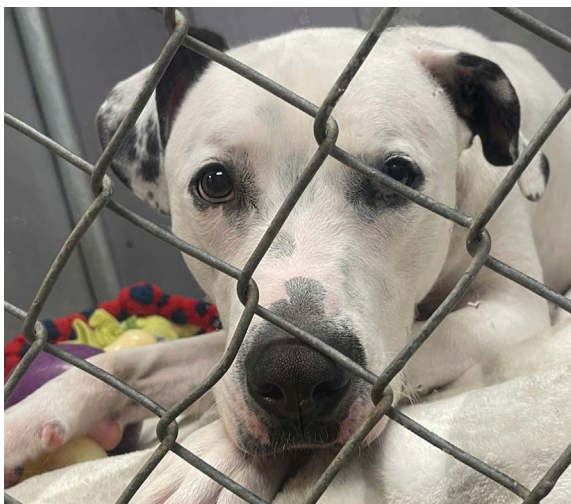
Renewable Energy and Economic Development Programs support a limited number of projects that demonstrate advances in new technology (gas or electric) and deliver significant economic benefit.



positively impacted by the caring that these women have for their community.”

The organization not only impacts the charities it supports, but the members themselves. “What everybody is hearing is that when they come to these meetings, they’re being educated about all the nonprofits in our area,” Beck said. This allows people to take ownership in the community, she said. Another benefit is the new people members get to know. “They meet people whose lives and paths have not crossed.”

Members have found ways for those who do not have the financial resources to commit \$400 per year to participate. “We were looking for something that we could do to get younger women to get involved in the community and take ownership,” Beck said. This came in the form of having women join together in the \$100 per quarter contribution, deciding as a unit on their one vote at each meeting. For example, one group of four young women contributes \$25 each. Another way of involving those who can’t afford it is by finding business people in the community to sponsor members. “If we have somebody that comes to us and says, ‘I’d love to be a part of it, but I just can’t afford it,’” we will find out if we can find a sponsor for them,” she said.



Today, 100 Women Who Care has 180 members, with a goal of reaching 200 so that each quarter, a local nonprofit would receive a \$20,000 donation.

The organization demonstrates the power in commitment and coming together. “I think the biggest part of it is that so many people who want to give can’t afford to write a \$10,000 check or even a \$1,000 check,” Beck said. By becoming one of the 100 Women Who Care, they can help make a significant contribution to the community. “It’s a simple concept with a big impact.”

www.100womenadk.com

Since it began in January 2018, 100 Women Who Care of the Adirondack Foothills has contributed over \$325,000 to community organizations in Fulton and Montgomery Counties. The following is a list of recipients.

- Gloversville Backpack Program
- Haven of Hope
- Ayres Memorial Animal Shelter
- Oppenheim-Ephrata-St. Johnsville Schools Backpack Program
- Hamilton Fulton Montgomery Choices Program
- Captain Community Human Services
- Veterans’ Community Housing
- NOAH Free Community Meals
- Fulton County Regional SPCA
- Mountain Valley Hospice
- Elizabeth Cady Stanton Hometown Association
- Fulton Montgomery County Mental Health Association
- Gloversville School District Backpack Program
- Junior Youth Program of Canajoharie
- Sharon Springs Sharing is Caring
- The Loft
- The Berean Bean Community Coffee Shop

“We’re better together” might be a cliché, but in terms of wastewater treatment in Fulton County, it rings entirely true. The county government is making it happen with a \$30 million sewer expansion project that will open up growth opportunities for the county’s existing businesses as well as infrastructure for new businesses to move into the area.

INFRASTRUCTURE IN THE ADIRONDACKS

The county’s engineering consulting firm, The Environmental Design Partnership, LLP, examined various options in 2021 and in partnership with Fulton County, determined the current expansion and consolidation plan to be the best to serve county residents, businesses, and those looking to relocate to the county.

Several entities within the county are facing significant expenditures or the lack of ability to expand because of their current wastewater treatment systems.

The Village of Mayfield has its own wastewater treatment plant that will require improvements at a cost of \$3 to \$5 million over the next six years, which would increase costs to users.

The Sunset Bay Vacation Resort in Mayfield with a recreational vehicle (RV) park and marina maintains its own wastewater treatment facility at present. However, a planned major expansion in response to consumer demand for RV parks and increased tourism to the area would require extensive and costly work on that privately owned treatment plant.

Also in Mayfield, Lanzi’s on the Lake Restaurant & Marina wants to create a larger venue with additional hospitality services, but its location with the Adirondack Park dictates that project would need to be on a municipal sewer system. “Lanzi’s is on hold waiting for



Photo credits - Janene Bouck

something to happen,” said Scott Henze, Director of Planning Tourism for Fulton County.

The New York State Department of Environmental Conservation’s (DEC) Northampton Beach Campground



lacks its own wastewater treatment facility. Instead, the campground collects wastewater in a series of holding tanks that are pumped weekly during the summer season. In addition, without increased capacity to handle wastewater, the DEC has been unable to add additional campsites with full hookups for RVs, something that is in demand these days.

The Town of Northampton uses a 19th-century wastewater treatment facility built by the FJ&G Railroad in the late 1800s. The aging treatment plant, which services about 90 customers, needs \$5 to \$6 million in improvements. As it stands now, there is no way to expand the facility within DEC guidelines. “I’m excited because it’s going to replace my sewer plant that is very, very old,” said Jim Groff, Supervisor of the Town of Northampton. Finding the funding for a plant that serves so few customers would have been a challenge, but it will be solved by Fulton County’s sewer expansion project.

The Village of Northville wants to have municipal sewer in its core business area, replacing the individual septic systems that today’s businesses must use. With no vacant lots available, business owners who want to expand have been unable to do so because on-site septic systems get in the way. “By hooking into the county’s sewer, they could remove the septic systems and have those areas for expansion,” Henze said.



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In addition, the Northville Central School has its own large septic system that is likely to need replacement in a decade or so at a significant cost.

Fulton County's extension of its sewer system will alleviate all these issues while protecting the Great Sacandaga Lake and helping the Gloversville-Johnstown Joint Wastewater Treatment Facility (GJJWTF) to operate closer to capacity. Everybody wins.

Within five to seven years, the county plans on completing this massive infrastructure project involving the installation of 15 miles of sewer line along Route 30 from Gloversville to the Village of Northville. This immense undertaking and investment in the county will allow several municipalities, state government



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facilities and private enterprises to switch to a municipal system rather than maintaining their own aging wastewater treatment facilities or collecting and trucking wastewater elsewhere. This consolidation and sharing of services will facilitate business expansion as well as encourage new businesses to move in along this heavily trafficked Route 30/ Route 30A corridor.



Photo credits - Janene Bouck

“This is an economic development initiative in that the county is providing municipal sewer systems along this tourism corridor to hopefully spur some growth related to various tourism businesses,” Henze said. “It’s also an initiative of consolidation of services and sharing of services and the protection of the county’s greatest asset of tourism which is the Great Sacandaga Lake.”

Protecting the Great Sacandaga Lake is the sustainability aspect of the project. Presently, treated

wastewater from the Village of Mayfield’s, the Town of Northampton’s and the Sunset Bay Vacation Resort’s wastewater treatment facilities all flow into the area’s greatest natural resource and tourist asset, the Great Sacandaga Lake. Fulton County’s regional approach to wastewater treatment would protect this great resource.

The wastewater from the sewer extension would flow to the GJJWTF, a state-of-the art wastewater treatment

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Distance:

15 miles between City of Gloversville and Village of Northville

Sections:

- 1 - Route 30A Johnstown
- 2 - Route 30 Mayfield South
- 3 - Village of Mayfield
- 4 - Route 30 Mayfield North
- 5 - Sunset Bay
- 6 - Route 30/CR152 Northampton
- 7 - Northampton Campground
- 8 - Sacandaga Park
- 9 - Village of Northville Partial

Notable Potential Connections:

- Connection to City of Gloversville Collection System
- Village of Mayfield WWTP (125,000 gpd)
- Sunset Bay RV Park WWTP (20,000 gpd)
- Northampton Beach State Campground (223 campsites)
- Sacandaga Park WWTP (75,000 gpd)
- Northville Central School and Portion of Village of Northville
- State Boat Launch in Northville



Fulton County Route 30 / 30A Sewer Initiative

Map Date 2020-05-27





Photo credits - Janene Bouck

plant that is the first and only wastewater treatment plant in the United States that produces 100 percent of its own electrical power needs and sells power to the grid. The plant has a design capacity of 13.8 million gallons a day of combined commercial and residential wastewater, but it does not currently operate at capacity.

continue with additional phases until the entire project is complete, opening up myriad opportunities for new economic development.

The county expects to begin construction for Phase I of the project by the first quarter of 2024.

This will involve installing the sewer infrastructure to include sewer mains as well as the installation of a wastewater pump system at the location of the Village of Mayfield’s wastewater treatment plant which will be taken offline once the new system is in operation.

Fulton County dedicated \$8.5 million of the \$10.5 million of funds it received through the American Rescue Plan Act of 2021 to carry out Phase I of the project. Through a capital plan and grant money, the county plans to



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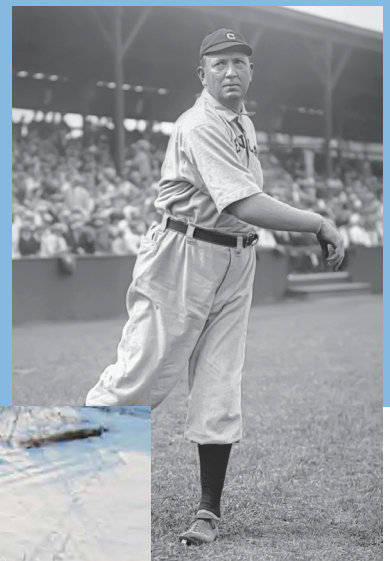
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Build it, and they will come. That was the idea behind the creation of the Parkhurst Field Foundation in 2014, whose mission is to turn the Gloversville Little League ballpark into a premier destination for teams from all over the country.



Why Parkhurst? Foundation executive director Dave Karpinski, who played Little League there as a kid, stumbled on some long-forgotten history of the field when he was looking into raising funds to improve the ballpark's aging infrastructure. What he discovered is that generations of Little Leaguers had been unknowingly playing ball on the same hallowed ground that hosted early 20th century baseball giants including Cy Young, Honus Wagner, and Archibald "Moonlight" Graham. The project that started out as a simple one to update the ballpark transformed into a colossal undertaking to restore the park to its original 1906 glory, creating Gloversville's own "field of dreams."

Nine years later, they have come... in droves.

Legends Park at Parkhurst Field is on its way to becoming an economic goldmine for Fulton County. The county contributed \$1 million to the foundation's Phase One capital campaign with funds it received through the American Rescue Plan Act of 2021. That, added to donors' gifts, allowed the Parkhurst Field Foundation to construct a premier playing field, grandstands, a

concessions stand and a temporary secondary regulation field so that two games can take place at once while the foundation raises funds for Phase Two. This includes the construction of two additional fields with dugouts and lights. During Phase One, the foundation also built all the infrastructure it will need for future phases of the project.

Since the premier field opened in April 2023, travel teams from all over New York State have been playing games there on Sundays, and in July, the field hosted the All-Star games for Little League International's district tournaments. "It has been used extensively already even with the limited capacity," Karpinski said.

To make Gloversville an even more attractive venue for baseball fans and teams, the New York State Baseball Hall of Fame opened across the street from Parkhurst Field on July 29 with former New York Mets first baseman, outfielder, and World Series winner Ed Kranepool there for the ribbon cutting. Founder and executive director Rene LeRoux was particularly interested in Gloversville because of its proximity to the

National Baseball Hall of Fame in Cooperstown, but being only feet from Parkhurst has its benefits, too. “I wanted to be near Parkhurst Field because they have a tremendous history of baseball,” LeRoux said. “When they have tournaments and Little League games, parents can take their kids and their families right across the street and visit our museum,” he said, emphasizing that the admission is free. “I’m hoping it will be a lifelong memory for those kids and their families.”

Another addition to Fulton County’s rich baseball heritage is its history as the glove-making capital of the world in the early 1900s. J.A. Peach Company started making baseball gloves in Gloversville in 1898, followed by M. Denkert & Company in nearby Johnstown in 1909 and Ken-Wel in Gloversville in 1914. All three companies were major players in the baseball glove manufacturing scene and designed improved models that major league players wore.



Rene Leroux and David Karpinski - Photo credits-Janene Bouck



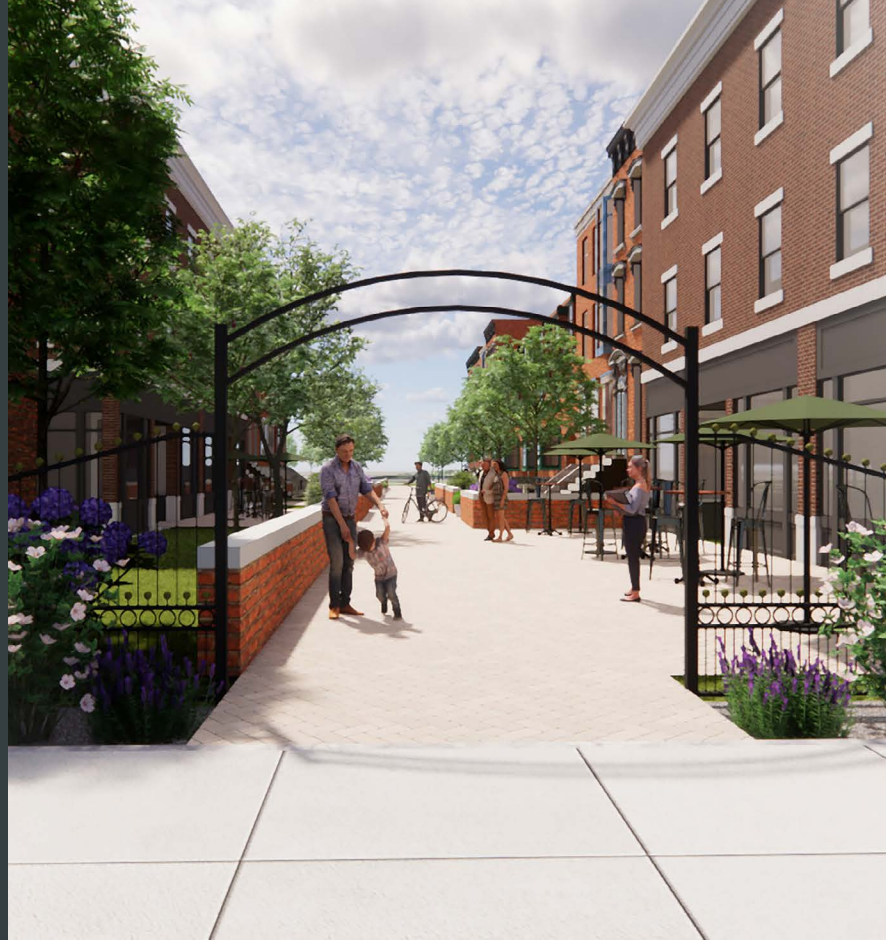
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Rene LeRoux, Executive Director, New York State Baseball Hall of Fame, Ray Negron, Yankee's Batboy, Author, and Celebrity, and the Sportscaster and Master of Ceremonies Brian Kenny



Dom Scala instructs at free Youth Baseball event at Parkhurst Field



Karpinski started the Parkhurst Field Foundation after he studied the impact such a project could have on the community. He points out that according to statistics from the National Association of Sports Commissions, nearly 70 percent of children ages 6 to 17 play a team sport, and parents spend nearly \$7 billion per year on youth sports-related travel. During a baseball tournament, families spend an average of \$1,000 on lodging, groceries, entertainment,

shopping and eating at restaurants. Karpinski is already working with Little League International and an organization that manages over 200 travel teams to ensure that the fields are booked to capacity. Once finished, Parkhurst Field could host 16 teams a week with 13 kids per team. This accounts for at least 445 attendees per week coming for three- to four-day tournaments for a total of 10 weeks. "That has a \$1.8 million direct spend to the local area," Karpinski said.



Rene LeRoux at the NYS Baseball Hall of Fame Ribbon Cutting - Photo credits-Janene Bouck





Brian Kenny signs a ball

The construction of Phase One at Parkhurst has already had a ripple effect in the surrounding area. For example, Creg and Jacki Reid, who grew up in Texas and spent the last seven years in Colorado, relocated to Gloversville and opened the Tex-Mex restaurant Mountain Mama's Cantina just around the corner from the field in June 2023. "Parkhurst Field definitely made it more appealing," said Jacki of the decision to locate their business in Gloversville. "We probably would not have purchased the building if all that stuff had not been going on. It definitely pushed us to make that decision." The couple is looking forward to connecting with the baseball venues. "We want our business to be successful enough that we're able to give back to the community," she said.

A developer is looking at redeveloping the nearby site of the former Leader Herald newspaper building, and the City of Gloversville is working on the redevelopment of a potential brownfield site across the street from that building.

"Parkhurst Field is working great for tourism and economic development because it's spurring more businesses to come into the area, and that's going to build up that area," said Ken Adamczyk, economic development specialist at the Fulton County Center for Regional Growth. "When you have one cornerstone, everything starts to fall into place."

The next step for the Parkhurst Field Foundation's all-volunteer board is to raise the funds for Phase Two construction. "I encourage people to get involved, to join our board, to spread the word and to donate to get us to the next level," Karpinski said.

Learn more about Gloversville's own Field of Dreams at www.parkhurstfield.org.



Former New York Yankee World Champion, Dom Scala and Rene LaRoux - Photo credits-Janene Bouck

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A MESSAGE FROM THE CHAMBER

Welcome to Fulton County!

The Fulton Montgomery Regional Chamber of Commerce has always recognized the importance and value of small business, not only to our State's development, but more importantly to our regional economy. Small businesses are the backbone of our financial success as a community, employing over half of New York State's private-sector workers. This directly reflects our Chamber's make-up, with the bulk of our membership made up of small, locally owned businesses, many of which are retailers or service-based.

We are proud to work with the Fulton County CRG, Fulton County IDA, Fulton County Officials, The Board of Supervisors, and our County, State and Federal representatives. These partnerships play a vital role to support regional growth and stability.

Fulton County Visitors' Bureau and Chamber Continues to Achieve Goals and Initiatives: Together

In 2022, The Fulton County Board of Supervisors created The Fulton County Visitors' Bureau, a new division within the County Planning Department to coordinate and manage Tourism Promotion. Scott Henze, a 22-year veteran with the County, is the Director of Planning and Tourism, with Carla Kolbe hired in March of this year as the County's Tourism Coordinator.

The Fulton County Visitor's Bureau and the Chamber's goals align, as all entities wish to expand tourism revenue and economic opportunities together. For more information on the Fulton County Visitor's Bureau, please email ckolbe@fultoncountyny.gov or visit our website: www.44lakes.com

Workforce Development: Members Collaborate and Mentor Young People Through Our Business Education Partnership

In 2013, The Fulton Montgomery Regional Chamber of Commerce and HEM BOCES (Hamilton-Fulton-Montgomery Board of Cooperative Educational Services) collaborated to form the BUSINESS EDUCATION PARTNERSHIP (BEP). The BEP connects HEM BOCES school districts and programs with our regional businesses to help support a well-prepared, capable, and adaptable workforce. The Chamber serves as a conduit between business and education.

Initially, the Chamber was contracted to support Pathways in Technology Early College High School (PTECH) to provide real-world opportunities and help regional businesses fill positions.

We've since expanded to support programs such as Career and Technical Education (CTE) and Pathway Programs within regional school districts. This expansion has gone even further through a partnership with Canajoharie Central School District to support their groundbreaking Educator Residency Program.

The Chamber also works closely with SUNY Fulton-Montgomery Community College and FMS Workforce Solutions.

Anne M. Boles

Executive Director

Fulton Montgomery Regional Chamber of Commerce

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Creative Reuse to Beautify Downtown



With its rich history and stately Romanesque Revival architecture, it is no wonder that Gloversville residents are determined to give new purpose to the former First United Methodist Church at 7 Elm Street. This is good news for Fulton County's economy because of the building's central location. "It's literally in the heart of everything," said architect Tom Politi of the New York City-based firm Politi + Siano Architects, PLLC who began work on the project in January 2023.

Designed by then-prominent Syracuse-based architect Horatio Nelson White, the 1870 building will have a new life, making it a significant addition to the renaissance of downtown Gloversville. "It's located in the downtown core right off of Main Street between several DRI [Downtown Revitalization Initiative] projects, so it's feeding off the synergy that's going on with the DRI," said Jennifer Donovan, the Fulton County Center for Regional Growth's Gloversville Downtown Development Specialist.



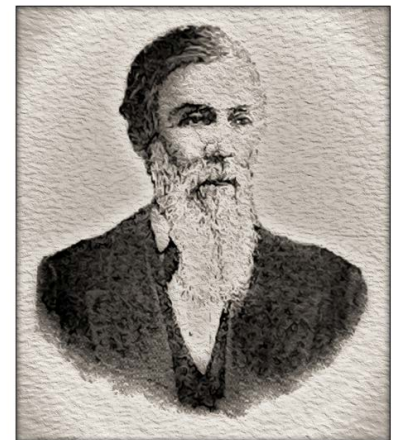
Left abandoned for at least a decade due to the changing cultural landscape, the building had begun to deteriorate. Thieves stole the former church's massive stained glass windows, leaving the interior vulnerable to decay, vandals took their toll, and birds moved in to nest. "We have to move as fast as possible," Politi said.

The project requires certain expertise; The building was added to the National Register of Historic Places in 1998, so its restoration plan requires approval from the New York

State Historic Preservation Office. Politi's job is to create a design for the building's adaptive reuse that ensures the preservation of the structure's original architecture. Politi estimates that the project will take at least three years and perhaps a bit longer to complete.

He began by having the interior of the building scanned using new technology. The scan allowed for the creation of a 3-D model which he converted to drawings. The same process will be used for the building's exterior.

A Phase I study will help determine how they can create a new use for the building that will fit in with



Horatio Nelson White
1814 - 1892



Gloversville’s downtown, complementing other projects and areas of the city. “This Phase I study is basically telling us what the best thing is that we can do for the building as far as function and program,” Politi said.

Owner Hemerode Lorzemé pictures the chapel space in the front of the building being converted into a reception hall for wedding receptions and other large events. The back half of the structure is an addition that

the church built in the early 1900s. That space could be converted into a fine dining restaurant. The downstairs of the building could have flexible uses, Politi said, such as a place for entertainment and a restaurant that serves light, late-night fare, an element now absent in the downtown area.

Those working on the project are considering a new entrance for the back of the building and a

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transformation of the exterior space to include a veranda or garden terrace, possibly a biergarten. This area would complement a DRI project that is making St. Thomas Square into a year-round area for activities. “As Tom’s working on it, he’s looking at what the overall atmosphere will be, not just for their project, but for the whole community,” Donovan said. “It’s a wonderful testament to how they want to be a team player in Gloversville. It’s great to have this team effort and this synergy that’s going on between everyone.”

Currently, all of these possible reuses are in the very preliminary investigatory phase. “We’re going to do a performance survey to see which of all these items we’re thinking about will bring in enough projects to pay for the building’s renovation and operation costs,” Politi said.

While the building’s exterior will be restored to its original look, its interior systems are where big modernization will happen, specifically relating to sustainability. Politi is looking for where the project might employ photovoltaics to generate power for the massive 30,000 square-foot space with 35-foot vaulted ceilings. “The volume of the building is so large,” Politi said. A geothermal system for heating and cooling is

“We’re just trying to figure it out,” said Politi, who has 24 years of experience working on the massive buildings of colleges and universities as well as the United States Embassy in Italy. “There’s a lot to this puzzle. It’s a huge challenge for my office, which I enjoy.”



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another idea he is considering. In addition, the building will meet the 2023 Americans With Disabilities Act (ADA) Standards for Accessible Design.

Donovan and her colleagues at the FCCRG stand ready to assemble a plan that incorporates the various avenues of funding available for the project, which has generated a great deal of enthusiasm and is warmly supported by Gloversville Mayor Vincent DeSantis. “What they’re planning and anticipating is going to be great,” Donovan said. “It really works well for what is coming to Gloversville and what is already there.”



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Top Business Question Today – “Got Sites?”

The Fulton County Center for Regional Growth (FCCRG) isn't waiting for the completion of the high-tech industry's expansion in New York's Nanotechnology Triangle to act. Anticipating the needs of the supply chain businesses that will move into the county to take advantage of its prime location in the center of the triangle, its affordable commercial real estate sites and buildings, and the tailor-made educational programs that supply a skilled workforce, the FCCRG is working now to provide shovel-ready sites.

With grant funding, the organization hired Sandy Mathes of Mathes Public Affairs in Coxsackie to do a county-wide analysis of sites that could be transformed into shovel-ready locations to facilitate any business' entrée into the area. He found over 200 sites. “There are extensive opportunities and availability of quality sites throughout the county,” Mathes said.

The FCCRG's shovel-ready sites preparation initiative goes far beyond identifying potential sites. The organization's efforts will result in quick and easy access for businesses relocating to the area.

Mathes narrowed his list down to the top 20 potential development sites, providing FCCRG President & CEO Ron Peters and his team with an immediate starting point for their development efforts. “They've identified the top site that they're going to be working on,” Mathes said. “They're advancing their top site to a more predictable time frame and being proactive with approvals at the state and local levels,” he said.

The site's high level of power availability was one attribute that catapulted it to the top of the list. “Right now, this site has been earmarked as the top site in Fulton County to advance toward an industrial park because of its attributes and amenities,” said Peters.



Photo credits - Janene Bouck

He has been monitoring the trends in the past five years of the growing requirement for high levels of electric power. “The need for power has been increasing, and companies need sites like this with a lot of power provided to them. This site is positioned well as an industrial park and also a place for advanced manufacturing.”

Peters estimates that it will take roughly 18 months to get this top choice ready for companies to move in. The FCCRG plans to take title first quarter of 2024, to the 240-acre parcel in the third quarter of 2023 and finish



the engineering process by year’s end. This Phase I project includes identifying at least five sites that the FCCRG will develop into industrial sites within the 97 acres of the parcel located in Fulton County.

Peters and his team of economic development specialists will also be obtaining certification of the site from New York State as

a shovel-ready site, taking advantage of Empire State Development’s FAST NY Shovel-Ready Grant Program which provides up to \$200 million in grant money to prepare and develop sites to shovel-readiness. This will allow the FCCRG to make any necessary infrastructure

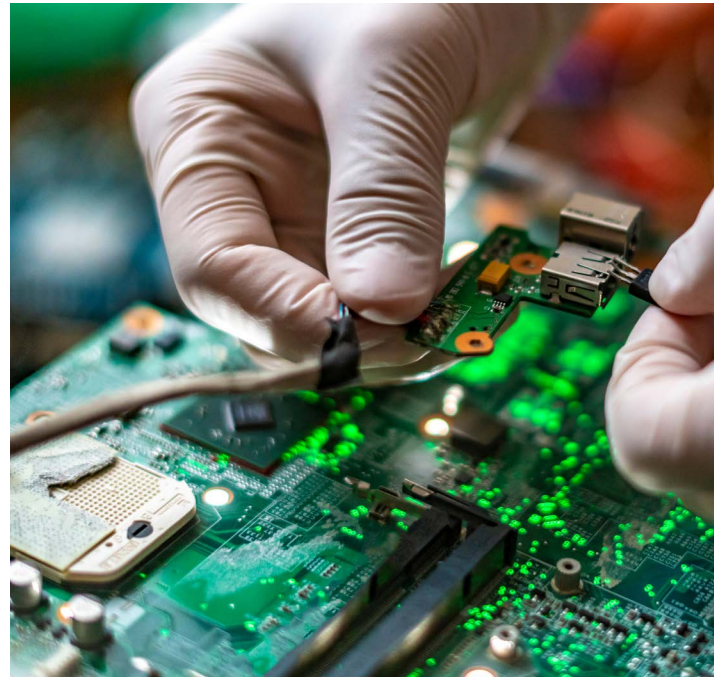
improvements including public water and sewer, electric power, natural gas, fiber optics for broadband capabilities, and roads.

“In the ever more competitive practice of economic development, having a place where a business can locate without having to invest heavily in site improvements definitely gives a community an edge up,” said Jeff Janiszewski, Senior Vice President of Strategic Business Development/Global NY at Empire State Development.

The FCCRG also stands ready to assist incoming companies in formulating funding plans for their desired projects.

PRIME LOCATION

Fulton County is an ideal location for companies that supply the high-tech industry. “The cluster for advanced manufacturing has grown,” Mathes said, referencing computer memory chip specialist Micron’s plan to build a \$100 billion semiconductor chip plant with four 600,000-square-foot clean rooms in the town of Clay, north of Syracuse and GlobalFoundries’ 800-acre



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expansion of its \$15 billion chip plant in Malta, New York. This is in addition to Wolfspeed's \$1.2 billion fab near Utica and NY Creates' research, development, and commercialization facility in Albany.

"Fulton County has excellent power capacity and access to major thoroughfares in New York State," Mathes said. "Now that the cluster has gotten stronger, it is more enticing for supply chain companies to come into the area."

Fulton Montgomery Community College also continues its rigorous workforce development efforts to meet Fulton County employers' needs for specially trained workers. The college partners with employers to create unique certificate, microcredential, and degree programs that provide the education and training required for rapid employment at specific companies.

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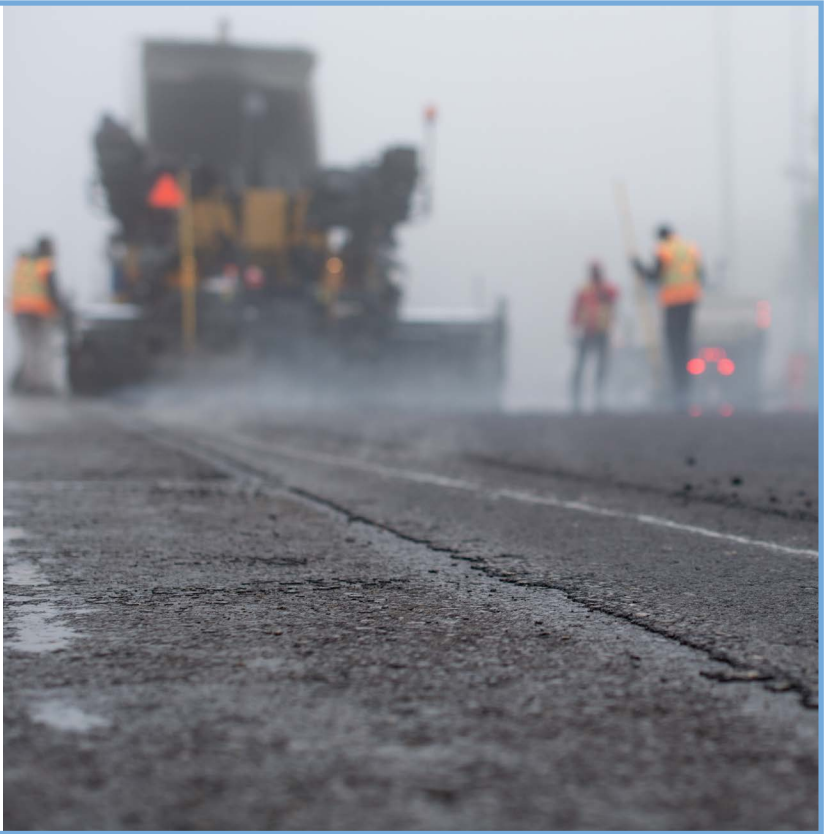
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When businesses are ready to take advantage of what Fulton County has to offer, the county is prepared, with the FCCRG paving the way—literally and figuratively—something that differentiates the county from other areas. “Most counties do not make the investment or implement this aggressive strategy of proactive readiness.” Mathes said.



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