

BUILDING FULTON COUNTY'S FUTURE

Investment & Development in Fulton County, New York

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A Pro-Development County that Means Business

*Fulton County isn't waiting and hoping for change.
We're making progress come to us.*

Fulton County is a great place to live and do business. It is 533 square miles of potential. Our County is enjoying a renaissance of investment and interest from companies who appreciate our pro-development attitude, natural resources, shovel-ready land and commitment to getting it done.

There are fresh opportunities for developers, investors and builders sparked by our pro-active efforts. Look inside this issue for specific sites and projects that might suit your company's goals, as well as examples of businesses that have already profited from Fulton County's advantages.

To find out more, contact Fulton County Planning Director Jim Mraz at 518.730.4412 or jmraz@fultoncountyny.gov.

Fulton County NY
POSITIVE

Where the living is easy...

...with 44 lakes, breathtaking Adirondack Mountain views, lush and plentiful natural resources, close-knit community, low crime rate, easy access to transportation routes...

...and accessible.

Our long, rolling vistas are rural, but our location is central. With daily commutes of 30 minutes to an hour to Saratoga Springs, Schenectady, Glens Falls, Albany and Utica, living and/or working in Fulton County is a 180-turn from a high-cost, high stress lifestyle. (See Page 3 for more details.)

We're ready to make it happen.

We've completed retail and housing demand studies, infrastructure projects and groundwork for the multi-use communities and commercial projects we need to accommodate growth in the short and long term. Fulton County is in the market for profit-savvy investors and developers to get in on the ground floor of a well-planned and orchestrated building boom.



Fulton County needs home builders

The demand for new housing currently exceeds our supply given population and employment trends. At least 900 new single-family homes and 650 apartment units will be needed by 2020.

Fulton County has carefully studied where new housing would be most successful and identified three primary development areas. The 490 +/- acre Hales Mills Development Area in Johnstown will be a dynamic mixed-use community with an unmatched quality of life. This potential vibrant, walkable neighborhood would feature 180 single-family homes on 1- to 2-acre lots, plus townhomes and apartments, interspersed with retail, commerce and recreation.

The Vail Mills Development Area offers premier infill development for single-family homes and apartments, as well as retail and a new hotel in the picturesque Town of Mayfield.

The Tryon Residential Development Area, which is shovel ready today, features 100-acres for housing and retail with beautiful vistas and easy access to Fulton County's newest Technology Park. (See page 7 for more on Tryon Residential Development Area.)

For a more in-depth look at Vail Mills and Hale Mills Development Areas, keep an eye out for the upcoming Fulton County Investment Opportunities bulletins, or call Planning Director Jim Mraz at 518.730.4412.

SUCCESS STORIES



No.22 Bicycle

When this high-end Canadian bicycle builder moved its production facility into one of Johnstown's former knitting mills, it found the skilled workforce, low overhead and access to international shipping that help the company reach the next level.



Fage USA

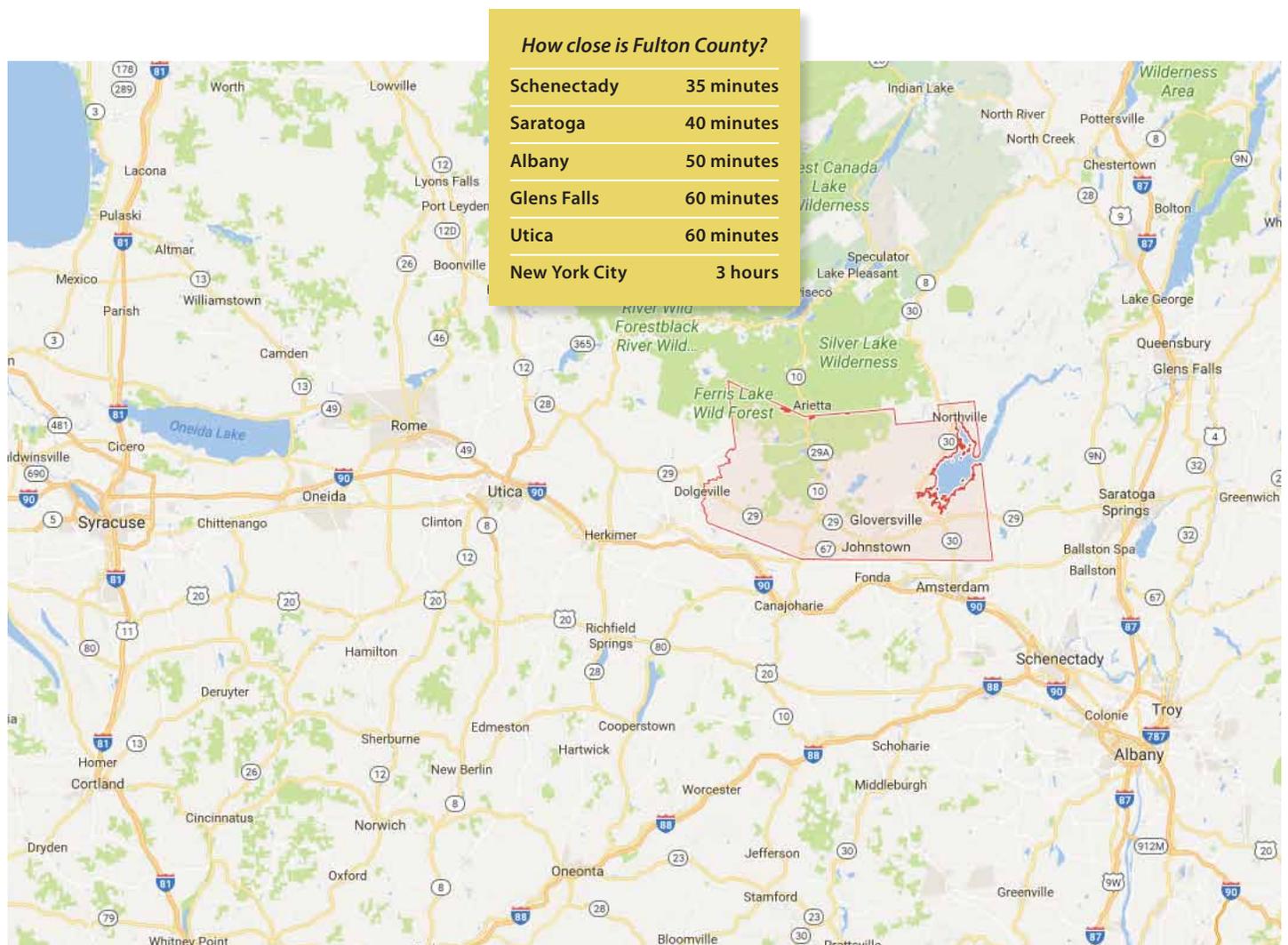
Affordable land, available wastewater capacity, abundant agricultural products, clean water, easy shipping access and 21st-century infrastructure inspired Fage to build its USA production facility in one of Fulton County's shovel-ready industrial parks. The \$300 million investment has so far added 300 new jobs to Fulton County.





The new frontier, centrally-located

When you're standing in Fulton County's lush, rolling countryside at the foot of the Adirondack Mountains, it's easy to forget how accessible we are to all the places you want to visit. With easy access to two Thruway exits and multiple state and county highways, Johnstown residents can drive to Schenectady's Proctor's Theater or Rivers Casino & Resort in about a half hour, to Albany's Crossgates Mall or Saratoga Race Track in 40 to 50 minutes and downtown Troy or Six Flags Great Escape in an hour. Boston and New York City are just 3 hours away.



SUCCESS STORIES



■ Pioneer Window

Pioneer's 175,000-sf state-of-the-art manufacturing facility in Johnstown is strategically located within a four-hour drive to NYC, Philly, Boston and other Northeast markets. That prime location makes Pioneer the go-to full-service supplier along the East Coast for architectural windows, doors and curtain walls for every type of building from homes to luxury high-rise apartments, schools, universities, hospitals and libraries.



■ Mohawk Harvest Cooperative Market

Mohawk Harvest, located in downtown Gloversville, supports local farmers and is a key component of the ongoing revitalization of the city's historically significant downtown. The expansive space brightens and anchors Main Street, featuring a deli, coffee house and the Micropolis Art Gallery.



We've been preparing for you

Over the past decade, Fulton County has invested heavily in developing world-class infrastructure.

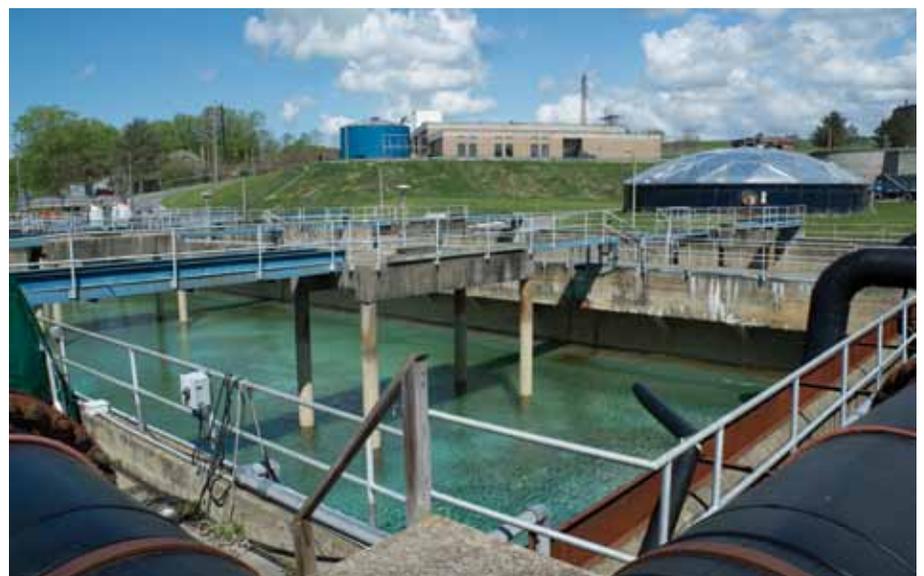
The Gloversville-Johnstown Joint Wastewater Treatment Plant has been recognized internationally as a model for innovative and environmentally sustainable technologies, specifically for the way it makes electrical power from whey, a byproduct of local dairy product manufacturers such as Fage USA. Capable of treating up to 13.8 million gallons a day of domestic sanitary sewage and industrial wastewater, the facility handles all wastewater generated by the 25,000 residents of the cities of Gloversville and Johnstown, plus two dozen industries and about 100 users outside the corporate limits of the two cities. After an \$8 million upgrade a few years ago, the municipalities continue to fund engineering improvements to make waste disposal more efficient and economical.



The five existing municipal water systems operating in Fulton County have excess capacities to service planned real estate development opportunities and new businesses.

The county's sanitary landfill was the first landfill constructed under the NYSDEC's stringent Part 360 regulations. The County's foresight to build a new landfill in the 1980's allows it to offer the lowest tipping fees around.

The shovel-ready sites in our four business parks all feature top of the line infrastructure. Tryon Technology Park boasts high-speed internet, 3-phase power, a 12-inch waterline, an 8-inch sewer line and a 6-inch gas main with 99 psi.





OUR VISION:

Fulton County will be the place every other place wants to be.

By 2026, Fulton County, New York is POSI+IVE it will be a premier place to invest, work, start a business, own a home, raise a family, vacation and retire. Our extraordinary and enviable quality of life, vibrant atmosphere, healthy lifestyles, friendly neighborhoods and scenic lakefronts will appeal to young people, families, empty-nesters, artists, entrepreneurs, local employees and downtown professionals. Fulton County will continue to be a place where one can take a 180-degree turn away from a high-cost and high-stress way of life toward a relaxing lifestyle with a reasonable cost of living, quality housing and well-paying jobs. Our 44 lakes, featuring the Great Sacandaga Lake, our memorable Adirondack vistas, Mohawk Valley history and diverse four-season recreational opportunities will appeal to residents and be destinations for visitors.

The Cities of Gloversville and Johnstown will be safe, welcoming and energetic places, alive with restaurants, shops, galleries, museums and entertainment venues, parks and farmer's markets. We will live, work and enjoy life together along bustling streets lined with preserved historic buildings with magnificent architecture that offer a variety of reasonably priced housing for residents of all ages, abilities and incomes. Outside of the cities, our towns, villages and hamlets will represent all that is good about "small town America," boasting convenient community centers and neighborhoods that are compact and walkable.

Fulton County will remain a close-knit and connected community with a deep personal stake in our excellent schools, accessible health care, community services and well-maintained public infrastructure. Our dedicated community leaders will work cooperatively to create sustainable revenue streams that keep our County affordable, promote an enviable quality of life, conserve natural resources, encourage investment, advance government efficiencies, create jobs and fuel positive change.

Named after the famed inventor Robert Fulton, the County will continue its proud history of making and growing things people need. Our diverse economy, with a globally competitive workforce and creative-economy talent, will speed innovation, expand technology, leverage private capital, engage higher education, expand local companies and grow our tax base. Strategic Development Areas have attracted high-value companies and spurred housing and retail growth, while local farms and agri-businesses drive a thriving agricultural economy. Our modern infrastructure and abundant water and wastewater capacities promote Fulton County as a smart place to invest.

SUCCESS STORIES

Vireo Health Solutions

Vireo's pharmaceutical manufacturing facility is the first tenant in the Tryon Technology Park, a secure, wooded campus with 213-acres of shovel-ready land available. "Fulton County has been a terrific partner for us," says Vireo Chief Executive Ari Hoffnung.



Easterly Woodwork & Design

Designer and craftsman Susy Easterly's woodshop in a reclaimed downtown Gloversville factory has become a go-to resource in the region for all things custom, including doors, cabinets, furniture, millwork and accessories.



SUCCESS STORIES



■ Epimed International

Epimed's corporate headquarters in Gloversville develops, designs and manufactures medical devices, primarily for pain management, distributing to a worldwide customer base.



■ Euphrates Cheese

Euphrates combines old-world cheesemaking techniques with advanced technology at its state-of-the-art factory. Local dairy resources, plentiful fresh water and easy shipping access have helped this Johnstown company



become the largest manufacturer of domestic feta cheese on the East Coast.



How fast can you get a shovel in the ground in Fulton County?

Fulton County's expedited and predictable process for securing local project approvals is driven by our pro-progress POSI+IVE attitude and a clear, data-driven vision of appropriate future development in the county. The county has laid the groundwork for mixed-use communities and campuses, making it easy for builders and developers to know exactly where they stand and what it will take to get a project underway.

For example, in the Tryon Development Area (See Page 7), our streamlined process results in projects receiving local approvals in 30 to 60 days at no cost to the applicant.

The only approvals needed to build at Tryon are

1. Site plan/SEQRA by the Town of Perth Planning Board
2. Building design plans by the IDA.

The campus-like setting is zoned for mixed uses ranging from high-tech information and manufacturing, research and development to retail, commercial and housing.



SUCCESS STORIES



■ Espuna LLC

Espuna makes Old World style chorizo from a state-of-the-art, USDA-approved 23,000-sf facility that once was a leather factory in Gloversville. The space has been customized and outfitted to suit the rigorous methods used to create Spanish-style sausage, including a newly renovated drying room with strict humidity and temperature controls.



■ EMVI Chocolate

Victor and Irina Gelman started crafting inventive, humorous chocolate figurines in Bensonhurst, Brooklyn. As their family grew, they were drawn to the laid-back lifestyle, gorgeous scenery and affordable properties available for home and chocolate factory in Fulton County. EMVI chocolates are available at the store in Broadalbin, online and in finer shops across the country.



What millennials want

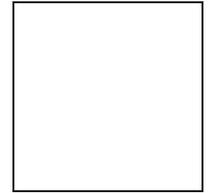
Homeownership decisions by younger households have much more to do with affordability than location and lifestyle preferences, according to a recent report by the Harvard Joint Center for Housing Studies. The study poos previous stereotypes about millennials – that they don't want to assume the risks of homeownership, prefer to rent and only want to live in urban areas.

The researchers found that the majority of millennials — the oldest of whom are about 35 — want to live in areas where they can afford to have yards and easy access to greenspace for dogs and future children. This target market has already started buying outside urban areas, and bases its home-buying decisions mainly on affordability.

As the most affordable place in the Capital Region, Fulton County is a great place to build for these aspiring young homebuyers. Life in Fulton County costs 93% of the national median, compared to 116% for Saratoga and 108% for Albany, as ranked by Sperling's Best Places. That's like a \$10 burger costing \$11.60 in Saratoga Springs and \$9.30 in Gloversville.

Fulton County is marketing 100 acres of affordable residential, retail and commercial land near the new Tryon Tech Park as the Tryon Development Area. Owned by the Industrial Development Agency, this prime, scenic tract is immediately available for sale and development. The County's concept plan calls for residential lots, apartment buildings and townhouses, as well as two-story office and commercial buildings. Walking trails would connect the Development Area to the Tryon Technology Park campus.

To get a copy of the concept plan and housing and retail demand studies for Tryon Residential Development Area, contact Fulton County Planning Director Jim Mraz at 518.730.4412 or jmraz@fultoncountyny.gov



FULTON COUNTY

Where business meets beauty

Fulton County's gorgeous landscape and recreational assets are a built-in sales pitch for employers to develop a stable, qualified workforce and for marketers of residential properties.

Occupying 533 square miles at the southern foothills of the 6-million-acre Adirondack State Park, Fulton County is graced with 44 lakes, seven unique golf courses, miles of biking, hiking and cross-country skiing and snowshoeing trails and 74,832 acres of wild forest.

Fulton County hosts eight forested miles of one of the Adirondack's last mountain biking dirt trails, the Powley-Piseco Road, considered among the best of the seasonal mountain biking roads in the Adirondacks.

Of the 37 square miles of lakes, streams, ponds and tributaries in Fulton County, the 29-mile-long Great Sacandaga Lake (GSL) is the largest. Well-loved by boaters, rowers, sailors, swimmers and anglers, it is where the largest



northern pike in United States history—46 lbs., 2 oz. — was caught. Each January, thousands of fishing enthusiasts converge on the GSL for the Great Walleye Challenge— a crowd so enthusiastic that when the event was cancelled this year because of fractured ice after a warm spell, 1,750 anglers still showed up.

In addition to pike and walleye, the streams, ponds, lakes and tributaries throughout the county offer rainbow, brown and brook trout, smallmouth and largemouth bass, splake and chain pickerel.