

# BUILDING

## *Fulton County's Future*

Investment & Development in Fulton County, New York

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## The Millennials are finally leaving their parents' basements

**A**fter a decade on the sidelines, first-time buyers are rushing to own homes. Historically low mortgage rates, irrationally high rents in urban markets and increased consumer confidence are kicking the starter-home market into higher gear.

Fulton County is the perfect place to build those homes.

With a low investment threshold for land, buildings and labor, as well as a professionally researched and documented demand for new and rehabilitated housing, Fulton County is primed for your investment.



Price escalation in surrounding counties, such as Saratoga, is driving homebuyers to Fulton County, which has a wealth of affordable land, stable property values and a landscape so beautiful it is home to more than 3,400 seasonal retreats.



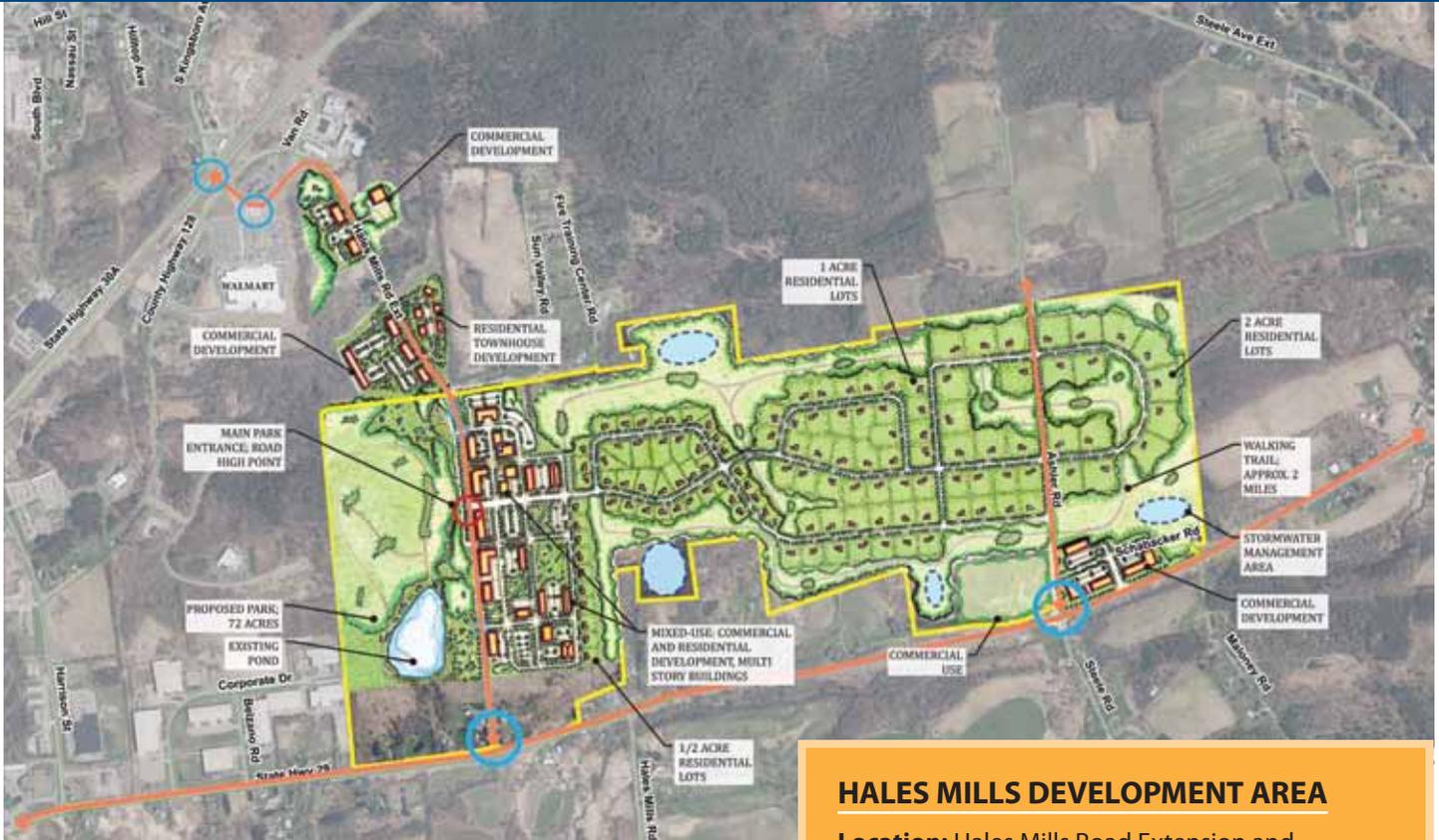
### We're ready to make it happen.

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.**

#### INSIDE:

- Hales Mills, Vail Mills, and Tryon Development Areas
- A Home for Adventure
- Why Senior Housing
- Great Resources for Families

# HALES MILLS DEVELOPMENT AREA



## HALES MILLS DEVELOPMENT AREA

**Location:** Hales Mills Road Extension and NYS Route 29

**Municipality:** Town of Johnstown

**Size:** 490 acres +/- (vacant)

**Configuration:** 4 parcels/2 property owners

**Zoning:** Hales Mills Development District

**Utilities:** Water, sewer, electricity, natural gas & broadband

**Traffic Counts:** AADT of 2,500 on Hales Mills Road & AADT of 6,300 on NYS Route 29

Picture 490 vacant acres with beautiful vistas, studied, zoned and enthusiastically primed for development. Hales Mills, made up of four parcels with two owners, is envisioned as a vibrant, walkable neighborhood featuring housing, retail, service and recreation assets.

The Hales Mills Concept Plan envisions 98 single family homes on 1/2- to two-acre lots, 248 apartments, 86 senior apartments and 36 townhomes. These homes, already adjacent to the Hales Mills Country Club, a premier 18-hole golf course, would benefit from 200 acres of green space, two miles of on-site trails with community links, 105,000 square feet of retail and 100,000 square feet of office/service/commercial space. The plan has been endorsed by the Town and Planning Boards, which are open to considering alternate concepts.

*More households are choosing to own rather than rent for the first time in a decade.*



For detailed reports on the Vail Mills, Hales Mills and Tryon Development Areas, as well as Fulton County's Housing Demand studies, contact Jim Mraz, Planning Director, at 518.730.4412 or [jmraz@fultoncountyny.gov](mailto:jmraz@fultoncountyny.gov)

# A Home for Adventure



Fulton County has world-class assets including the Great Sacandaga Lake, Adirondack State Park, FJ&G Rail Trail, Northville-Placid Trail, Royal Mountain Ski Area, New York State camp sites, Sir William Johnson State Park, Rockwood State Forest, snowmobile trails and 44 lakes.

## Beaches and Boating

The 29-mile long Great Sacandaga Lake is the jewel of Fulton County's 44 lakes. It offers public and private boat launches, as do Canada Lake, Caroga Lake and Peck's Lake.

In addition to lakes, Fulton County offers access to the Champlain Canal, the Mohawk and Hudson Rivers and Lake George.

## Hunting and Fishing

Fulton County is blessed with 74,832 acres of wild forest at the foothills of another 1.2 million acres in the Adirondack State Park. With lands in both the Southern and Northern zones for hunting in New York State, Fulton County offers ample fishing and hunting opportunities for deer, black bear, small game, migratory fowl, trout, bass, northern pike, splicing, chain pickerel and other species.

## Hiking and Biking

Fulton County is crisscrossed with wooded and mountain trails including the paved FJ&G Rail Trail, and the Adirondack Trail Scenic Byway.



**Home values in Fulton County trended upwards 13 percent since 2010 and 60 percent since 2000.**

Affordable cost of living, beautiful vistas, abundant outdoor recreational opportunities and growing number of quality jobs make Fulton County a 180-degree from a high-cost, high-stress lifestyle.

- Ranked #1 in the Capital District for cost of living in Sperling's Best Places
- Low crime rate
- More than half of the county is in New York's Adirondack State Park, which attracts more than 7 million visitors a year.
- Easily accessible healthcare services through a network of seven primary care centers throughout the county connected with community-based Nathan Littauer Hospital.
- Growing local food scene, festivals and farmers' markets.
- Revitalizing downtowns attracting specialty shopping and residential loft development.

**From 2010 to 2014, the median household income in Fulton County rose 10 percent.**



# Why Senior Housing?

- Fulton County has a modest supply of market-rate independent senior housing. Of the 13 developments in the county identified by NYS Homes and Community Renewal, only three are market rate or mixed income. All have significant waiting lists or low vacancy rates year after year.
- By 2020, more than one-third of Fulton County's population and just under half of its households will be over 55 years of age.
- This growing population will need 470 new housing units, including 260 cottages, in-law apartments, and accessible townhomes, and 213 apartments, in addition to the current supply.
- Baby Boomer empty nesters are looking for neighborhoods that are walkable, offer shopping and services, recreation amenities and easy access to quality health care.



The Vail Mills Development Area Concept Plan provides for a convenient neighborhood setting with a wide variety of shops and services within a walkable distance.



Accessible townhomes in the Hales Mills Development Area and potentially around the Hales Mills Golf Course are part of Fulton County's plan to gain a competitive foothold in the growing active adult community model.

Fulton County has commissioned professionally prepared studies documenting the demand for additional housing and retail development. For copies of those studies, contact Planning Director Jim Mraz at 518.730.4412 or [jmraz@fultoncountyny.gov](mailto:jmraz@fultoncountyny.gov).

# TRYON RESIDENTIAL DEVELOPMENT AREA



## TRYON DEVELOPMENT AREA

**Location:** County Road 158 off NYS Route 29

**Municipality:** Town of Perth

**Size:** 100+/- vacant acres

**Owner:** Fulton County IDA

**Zoning:** Business and Technology

**Utilities:** Water, sewer, electricity, natural gas

**Traffic Counts:** AADT of 1,674 on CR 158;  
AADT of 7,057 on NYS Route 29

The Concept Plan for the Development Area identifies 100 acres of the land near the Tryon Technology Park and features 32 single-family homes, 34 family apartments and 18 townhouses, with up to 20,000 square feet of supporting retail and office space. Large lots are available for upscale housing with picturesque views.

A half mile from NYS Route 29, the envisioned community is five minutes from the downtowns of Gloversville and Johnstown and 30 minutes from downtown Saratoga Springs.

*Planned on land owned by pro-development Fulton County, the Tryon Development Area is a unique investment opportunity next door to the 212-acre Tryon Technology Park.*



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# Great Resources for Successful Families

All three of Fulton County’s proposed residential development areas are located in the highly rated Broadalbin-Perth School District, which has an average senior class size of 130 and one of the highest graduation rates in the region.



BPSD offers free half-day and full-day pre-kindergarten, before and after school childcare, 17 college course classes, 10 Advanced Placement offerings and dual enrollment.

Students in the district also have the opportunity to qualify for Hamilton-Fulton-Montgomery Pathways in Technology Early College High School, or PTECH, a new model for high school education that includes college-level, credit-bearing coursework and allows students to choose their own “pathways” to high-skill jobs.

A consortium of HFM BOCES, local school districts, Fulton-Montgomery Community College and regional business partners was one of 16 winners in a statewide competition for funding a PTECH program. The hands on curriculum creates an educational secondary school alternative focussed on focus on skills in four career clusters — business management and administration, advanced manufacturing and clean technology, information technology and health sciences.

Through the program, selected students can earn one of 10 different associate’s degrees at no cost to their families and be considered for jobs with participating companies when they graduate.

Fulton County’s Educated Population	
College Grads	43.6%
Graduate Degrees	14.4%
Bachelors Degree	17.9%
AA Certificate	12.3%
Some College/No Degree	18.1%
High School	25.7%
Less than High School	6.7%



## Your personal wilderness is closer than you think

Each weekend, thousands of people pack up their cars and head to the mountains, the beaches, the woods—anywhere that’s wild. Fulton County brings the peace and beauty of those excursions to everyday, while still offering easy access to the rest of the world.



### How Close is Fulton County?

Schenectady	28 miles
Saratoga	33 miles
Albany	46 miles
Glens Falls	49 miles
Utica	50 miles
Syracuse	108 miles
Binghamton	121 miles
New York City	194 miles
Boston	213 miles
Montreal	216 miles
Buffalo	254 miles

