

CITY OF GLOVERSVILLE



Downtown Revitalization Initiative



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Table of Contents

Downtown Description	1
1) Boundaries of the Downtown Neighborhood	2
2) Size of Downtown	3
3) Past Investments and Future Investment Potential	4
4) Job Growth	17
5) Attractiveness of the Downtown	20
6) Policies to Enhance Quality of Life	24
7) Local Support	26
8) Other Considerations	27

Exhibits

Exhibit A - Map of Downtown Target Area	28
Exhibit B - Chart of Downtown Development Projects	30
Exhibit C - Letters of Support	34

DOWNTOWN REVITALIZATION INITIATIVE – DOWNTOWN TEMPLATE

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THIS TEMPLATE IS PROVIDED AS GENERAL GUIDANCE OR THE MINIMUM CRITERIA NECESSARY FOR THE REDCs TO EVALUATE AND SELECT A DOWNTOWN NEIGHBORHOOD. INDIVIDUAL REDCs MAY REQUEST ADDITIONAL INFORMATION AS PART OF THEIR SELECTION PROCESS. PLEASE CHECK YOUR SPECIFIC REGIONAL COUNCILS WEBSITE FOR ADDITIONAL CRITERIA.

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BASIC INFORMATION

Regional Economic Development Council (REDC) Region: Mohawk Valley

Municipality Name: City of Gloversville

Downtown Name: Downtown Gloversville

County: Fulton

Downtown Description - Provide an overview of the downtown and summarize the rationale behind nominating this downtown for a Downtown Revitalization Initiative (DRI) award):

History

The story of Gloversville’s Downtown is deeply engrained in the City’s history as an industrial town. It grew from a tiny frontier village in the 1810s to a booming industrial city of 25,000 people in the early 20th century. Until the early 1960s it produced up to 90% of the leather dress gloves in North America with over 13,000 people employed in the leather and glove industries and related enterprises. As glove manufacturers steadily moved their labor-intensive operations to the Philippines and Taiwan, the City declined in wealth and population. Moreover, the fact that the decline spanned several decades reinforced an attitude of nostalgic despair that made it difficult to effect positive change.

In the first years of the 21st century, population decline ceased and began a slight rebound. New enterprises provided some stability and a healthy move away from the mono-economy of the leather business. But the city waited, seeming to hold its breath, for the first signs of rebirth. Today its population remains at about 15,500 in a county with a population of 55,500. Its downtown is compact and full of magnificent 19th and early 20th century architecture, much of it well preserved. Its traditional street grid remains with its Victorian walkability and intimacy with surrounding residential neighborhoods. All of its essential public institutions — hospital, public library, school system — remain intact and well managed.

A New Awakening

Within the past three years something profoundly significant has happened to Gloversville and its people. It is difficult to say what sparked this new attitude, and it is likely a combination of events, but the city is experiencing what can only be described as a transformative awakening. There is a new awareness among a significant percentage of its population of the principles of new urbanism and the central, leading position a vibrant urban center must assume in the building of a dynamic 21st century community. Much of this change is owed to the opening of Mohawk Harvest Cooperative and the spin off initiatives it fostered. It is also the likely result of the well-attended public hearings on the city's new comprehensive plan held in 2014 and the change of leadership direction from newly elected City Council members.

Today, this new positive spirit is manifesting itself in the form of major private investment in downtown and plans for much greater investment in the near future. The possibility of building a sustainable and vibrant 21st century city upon the architectural heritage left to us by our forebears has ignited the imagination of business leaders, political office holders and the community at large. This has fostered partnerships and the establishment of common goals among disparate entities that only a few years ago would not have been possible.

Though struggling under the weight of abandoned factories, disinvested neighborhoods and a high tax rate, Gloversville is uniquely poised for a transformation that will make it a sustainable economic engine for the 21st century.

DOWNTOWN IDENTIFICATION

This section should be filled out with reference to the criteria set forth in the DRI Guidelines.

- 1) Boundaries of the Downtown Neighborhood.** Detail the boundaries of the targeted neighborhood, keeping in mind that there is no minimum or maximum size, but that the neighborhood should be compact and well-defined. Core neighborhoods beyond a traditional downtown or central business district are eligible, if they can meet other criteria making them ripe for investment.

Boundaries of the Target Area

The boundaries of the Gloversville Revitalization encompass the central business district, the immediate surrounding neighborhoods, and South Main Street to its intersection with the arterial, Route 30A. A map of the target area is enclosed as Exhibit B of this application. The area is bounded by Harrison Street, South Main Street, Broad Street, Orchard Street, Grand Street, Third Avenue, Judson Street, Steele Avenue, and East Pine Street.

Rationale for Selection of the Target Area

The central business district was a natural choice, as it is not only the heart of the City, but has a wide variety of mixed uses, consistent with the concepts of the Downtown Revitalization Initiative. These uses include commercial, retail, business offices, professional offices, residential uses, a library, a theater, and a host of other activities. Most of these uses are in mixed use buildings in the Central Business District, with many buildings having commercial activity on the first floor, and offices or residential uses on the upper floors. This area is served by a Business Improvement District (BID) which has been active in promoting the interests of downtown Gloversville.

The immediate surrounding neighborhoods were included for several reasons. The primary reason is that the downtown draws heavily on those neighborhoods for its vitality. Improvement of the housing stock in the central business district, as well as in the immediate surrounding neighborhoods will have positive long term impact, and will bring vitality and add to the success of the Downtown Revitalization Initiative. In addition, the City has several major projects in the planning stages for the residential neighborhoods surrounding downtown Gloversville, and financial assistance under the Downtown Revitalization Initiative would be of tremendous benefit to those projects.

South Main Street from the central business district to Route 30A was included in the target area because it is the primary entrance to the City. The creation of a positive impression is of vital importance to the image and success of a community, and the vast majority of the people who enter Gloversville, enter by means of South Main Street. Gloversville has several major projects in the planning stages along South Main Street, which will have a huge impact on the overall success of the Downtown Revitalization Initiative. These include a major upscale housing development, a recreational project with regional impact, and supportive public improvements to make the City's "front door" an attractive and welcoming one.

- 2) **Size.** Outline why the downtown, or its catchment area, is of a size sufficient to support a vibrant, year-round downtown, with consideration of whether there is a sizeable existing, or increasing, population within easy reach for whom this would be the primary downtown.

Gloversville - The Awakening of a Micropolis

1. **Gloversville is a compact walkable city – a micropolis.** Micropolis is a modern word derived from the Greek to denote a small city. It is analogous to the ancient Greek polis which had tens of thousands of people, not hundreds of thousands. It is not a metropolis but a small cohesive city of more than 10,000 but substantially less than 50,000 people. It has the essential public institutions and the integrity to stand alone as a cohesive social and economic unit. As such, it serves as the defining hub of community life for the surrounding countryside.

The micropolis is the ideal human habitat by virtue of its size. It is small enough to be socially familiar, naturally forming a communal support system that encourages and supports healthy individual development. Yet it is large enough to support a diverse and interesting culture. It must possess the essential public institutions that provide opportunity for greater human expression and the full benefits of the wider civilization. Gloversville is the quintessential micropolis.

2. Gloversville has a population base to support a vibrant year round downtown and is a regional urban center. It has a permanent population of 15,500 in a relatively compact, walkable area of about four square miles. It is located in south central Fulton County which itself has a total population of 55,500. The county has several small villages, but no other major population centers with the exception of Johnstown to the south with a population of 8,000. To the north lies Hamilton County in the heart of the Adirondacks with no large population center. It has a total permanent population of less than 5,000 scattered over a vast mountain wilderness. In the summer season the population of Hamilton County and northern Fulton County increases dramatically as lakeside cottages fill with part time residents and tourists. For all of the 533 square miles of Fulton County plus 900 square miles of the southern half of Hamilton County as well as certain parts of western Montgomery County, Gloversville is a principal urban center. Its catchment area therefore comprises a total of nearly 1500 square miles and a population in the range of 75,000 — 80,000 people if averaged over an entire year.

3. Gloversville offers a range of range of urban amenities. Gloversville is a true, cohesive, stand alone city. It has museums, art galleries, a theater, supermarkets, a general hospital, a library and many other such urban amenities. It has an historic and extensive urban center full of three and four story Victorian buildings set in a remarkably well preserved traditional and walkable street grid. Its range of cultural amenities is unique to the area and includes three separate art galleries, two professional orchestral organizations and the only live performance theater in three counties. It has a general hospital with extensive surgical and emergency services and a wide range of specialized medical services. It has a magnificent public library which will break ground this year on a \$9 million state-of-the-art transformation. It has three large supermarkets and one food cooperative in the center of downtown specializing in local, organic and gourmet offerings. Moreover, it is ideally located between Adirondack lakes and forests to the north and the bucolic opulence of Mohawk Valley farmland to the south.

But most importantly, in the last few years a substantial segment of its population has awakened to the city's potential to become the premier place to live, work, raise a family and start a business in the entire region. In spite of its burden of vacant glove factories and certain disinvested neighborhoods it is seeing new interest and substantial private investment in its urban center. Its people anticipate the breakthrough that will spark the renaissance.

3) Past Investments & Future Investment Potential. Describe how this downtown will be able to capitalize on prior, and catalyze future, private and public investment in the neighborhood and its surrounding areas.

Investments in Downtown To Date

The downtown Gloversville area has seen an upsurge in investment over the past several years. These recent investments indicate that the City of Gloversville is poised for a major renaissance in the coming years. Below is a sampling of projects and investments that are already underway or completed in downtown Gloversville.

1. Susan Casey began acquiring and restoring buildings in downtown Gloversville several years ago with the purchase of what had been for decades a large hardware store. The three story 19th century Italianate was vacant and deteriorating. She created eight loft style apartments on the second and third floors, exposing brick walls and refinishing original plank floors. She was one of the first to see the potential of Gloversville as a livable walking community with a vibrant restored downtown. She has continued from that time with the restoration of four other buildings in downtown Gloversville creating 21 residential units and 7 commercial spaces. Her total investment to date is nearly \$4,000,000. The Knox Building which is currently under construction will be the largest single project to date.

2. The Law Firm of Ernest and George Abdella occupied the second floor of a classic Victorian building in the very center of downtown for decades. This building is located at the northwest corner of Main and Fulton Streets known locally as “the four corners”. Ernest Abdella, the founder of the firm, always owned the building, leasing the ground floor spaces to retail businesses. After the retirement of Mr. Abdella, his son, George, and grandson, Robert, continued the law practice and began the full restoration of the entire structure. Today, after an investment of over \$1,000,000, the firm occupies nearly the entire building from the ground floor upward. It serves as an example of appropriate historic restoration of a 19th century gem.

3. Scott Hohenforst is the owner of Empire Chemical Company which distributes automotive cleaning supplies to dealerships all over the United States. Over the past several years he has established the home offices of the company here in downtown Gloversville and continues to expand his operations. He originally purchased the facility of a defunct auto dealership on Washington Street just east of South Main Street which has been surrounded by a collection of deteriorating buildings. He has made major investments over the years which have changed the entire vicinity. It is now a functional, aesthetically pleasing corporate headquarters with 12 full time employees. His investments to date total nearly \$900,000, and his plans for major investment in the future include further acquisitions along East Fulton Street. He has also invested approximately \$700,000 in two buildings on Cayadutta Street which is only one block west of South Main Street. Moreover, his purchase of the former City National Bank complex from NBT Bancorp this past December with plans for a mixed use development there demonstrate his continued faith in the future of downtown Gloversville.

4. The Fly Shack on East Fulton Street is an example of a new internet based business that has chosen to locate in downtown Gloversville. It started several years ago in a rented space on West Fulton Street one block west of Main Street. About four years ago, its owner purchased what was originally the Jewish Community Center on East Fulton Street and began the gradual expansion of the enterprise. He now employs eight people full time in downtown doing marketing, sales,

repackaging and shipping fly fishing equipment and clothing internationally. His investment to date in the business is approximately \$200,000 and his plans are to continue the gradual expansion of the enterprise.

5. Schine Memorial Hall, LLC. is a for profit corporation formed by a disparate group of mostly Gloversville citizens who were inspired by the success of Mohawk Harvest Cooperative Market, which opened in downtown in 2009. When the co-op moved to its current location in May of 2011, it was perceived by a few of its members that its new store was the perfect place to anchor the downtown and begin its revitalization. This new location was in one of the most iconic architectural gems in the city, Memorial Hall, built in 1881 as an opera house and used since 1922 as the home offices of Schine Enterprises. When the Co-op moved in, the building had been taken in foreclosure by Fulton County Community Incubator Corp (CIC) and was being marketed for sale at a very low price. Since many in the Gloversville community saw the Co-op as the first living example of a new Gloversville, and realized that Memorial Hall was an opportunity to expand that example, they took action. The LLC was formed and 100 shares were offered at \$5,000 each. To date the LLC has sold 99 of the 100 shares, has purchased the building and invested in its systematic restoration. All of the ground floor spaces are currently rented to businesses with the Co-op as its anchor tenant. The second and third floors are partially rented with some areas still in need of restoration. Thus far the LLCs 47 owners have invested over \$500,000 into the building solely on their equity contributions plus sweat equity. It, therefore, has no debt and has been operating in the black since shortly after its formation. It is now contemplating raising additional funds for substantial upgrades by offering additional shares in the corporation.

6. David Eger, several years ago consolidated ownership of several buildings on South Main Street and West Fulton Street near the four corners. Many of these structures have historic significance and most were vacant at the time of his purchase. Over the years he has invested over \$1,500,000 into stabilization and restoration. One of the buildings on West Fulton Street is fully restored and almost fully occupied with commercial or professional office uses. The properties on South Main Street are mostly still vacant with the exception of a large antique emporium on the ground floor at the four corners itself. David has done extensive interior framing. His plans call for mixed use development.

7. Mohawk Harvest Cooperative Market has invested \$500,000 to date in its facilities. It now provides 6 full time jobs and is planning expansions that will together provide 9 more full time positions. Its story is truly remarkable, and is indicative of the new vision and energy that is currently in the air in downtown Gloversville. Since that story is presented in other parts of this grant, it will not here be repeated.

8. Timothy Tessiero is the owner of **Avanti Control Systems, Inc.** which designs and builds high tech control systems for industrial and municipal applications. It also designs and builds high tech panels for a variety of industrial applications. Though currently in its infancy, Avanti has plans for major expansion. Tim has recently purchased a former department store building at 91 North Main Street and has begun investment in retrofitting it to create a technological hub. He has \$100,000 invested to date and will be investing an additional \$700,000 in the full buildout. Though he only employs 4 engineers and one clerical staff currently, he has the capacity to build

a staff of over 20 highly paid professionals. He has recently purchased a building on South Main Street two blocks south of the four corners which he plans to occupy while 91 North Main Street is being rebuilt to serve as his headquarters. Offices on the second and third floors with technical production on the ground floor will make this a premier jobs creator and magnet for engineering talent in the heart of downtown.

9. Mike Teetz is a realtor and owner of Glove City Realty. He purchased a building on South Main Street several years ago and renovated it beautifully. The first floor now houses two businesses, Adirondack Wood Flooring and Darrin Romeyn's firm, DMR Engineering. His own real estate office occupies the second floor. His investment to date is over \$150,000 and he is extremely enthusiastic about the future of Gloversville.

10. In March of this year, the **Fulton County Center for Regional Growth** took title to an extensive facility on West Fulton Street and has invested \$40,000 thus far. This will be its home offices and serve as a business incubator. Major investment in both staff and physical renovations are planned.

Future Investments

The City of Gloversville, the Gloversville community and the downtown business community have made major investments over the past several years and are poised to make far more substantial investments in the near future. Below is a summary of many of the projects and initiatives which are being undertaken in downtown Gloversville. A matrix of development projects under the Downtown Revitalization Initiative is provided in Exhibit B.

1. The Fulton County Center for Regional Growth (CRG) – CRG has expanded its focus to make downtown development one of its priorities. In March of this year it received title to a former pharmaceutical manufacturing facility on West Fulton Street in downtown Gloversville. The building had its genesis in the 1930s as a Sears & Roebuck Department Store, but has since been fitted out with a variety of types of spaces. Pharmaceutical manufacturing requires a “clean room” and extensive electrical and plumbing installations which are all still intact and well maintained. CRG has already expended approximately \$30,000 in upgrading interior office space and has moved its offices into the building. Over the next 12 to 18 months it will be investing an additional \$400,000 into the building and parking area. The goal is to develop the building as an extensive business incubator in the center of the county's largest city.

2. Downtown Development Specialist (DDS) - A DDS will be hired this year. The Fulton County CRG has also initiated the creation of this key new position for downtown revitalization. This person will be charged with marketing, grant writing and coordinating with other existing agencies to attract new enterprises, enhance existing businesses and generally build a more vibrant urban center. His or her work will focus exclusively on downtown Gloversville. This position will serve as a one-stop-shop. A nucleus where grant opportunities, financing options, business plan development and a mentoring network can all be accessed by aspiring entrepreneurs as well as developers. The cost of the position is expected to be approximately \$100,000 per year. The DDS will be contracted for a three year period. CRG has secured pledges from several local agencies plus private business and professional leaders to help underwrite the

three year cost. This is indicative of the high level of cooperation and positive spirit now prevalent in Gloversville. Though the projected cost of \$300,000 is contemplated to fully fund the position for three years. It is planned that administrative portions of grants supplemented by a partnership among CRG, the City of Gloversville and Gloversville's downtown Business Improvement District (BID) will sustain this crucial position permanently.

3. Upper Story Downtown Redevelopment Incentives – Downtown Gloversville has approximately 85% of its second and third story spaces vacant. These are typically walk-up, narrow (20 foot, shotgun) residential apartments above first floor commercial businesses. A few are large, open floors that were an extension of the once-vibrant businesses on the first floor or were meeting halls to support fraternal or business related organizations. It is our belief that the commercial renaissance of the city cannot be accomplished without people in residence downtown. In fact, that renaissance will likely fail without residents. So, in order to promote the development and occupancy of these upper story spaces, we propose a short-term subsidy to the building owners. This subsidy will grant 20% more than the negotiated lease value for previously unoccupied space above the first floor for a period of three years. The intent here is not to reduce rents but to entice owners to make improvements to the property so that normal market rate rents can be levied. We expect that the program will be reviewed and the intent insured by a board consisting of real estate and lending professionals aided by members of the city council. The Gloversville Economic Development Corp. (GEDC) currently administers a high risk loan pool with a mission of incentivizing business start-ups and expansions. It is governed by such a board. This program will be administered by a cooperative partnership among GEDC, the Downtown Development Specialist and the City of Gloversville. Owners of downtown buildings will contribute substantially to the improvement of their own facilities. The incentives will leverage their investments and provide attractive options for new residents and enterprises.

4. National Internet Marketing Campaign - We believe that Gloversville is uniquely positioned to host businesses whose retail model is to use the internet for sales. Already two of these entities have sprouted here on their own. We have very inexpensive real estate for purchase or lease to house these businesses and a fiber optic infrastructure in the downtown corridor that is begging to be filled with a flood of digits. We propose to advertise these amenities through several tech-oriented national publications and on the internet itself. We will catalog the downtown real estate that is suitable for the purpose. We will develop a plan in conjunction with the local community college to supply tech-savvy millennials to employers. Our new Downtown Development Specialist will be charged with fielding calls, marshaling real estate agents and facilitating the experience for new business arrivals. We expect the total cost of the project to be \$240,000, half of which will be provided by the City of Gloversville.

5. The Glove Theatre – The Glove is currently a live performance cultural and community venue in the heart of downtown. After having been closed and suffering deterioration for 20 years, it was saved from imminent demolition in 1996 by a committed group of community activists. Since that time, largely through sweat equity and in kind donations from local businesses, it has remained open hosting live performances, films, concerts and community events. It remains open and operating

entirely due to the work of volunteers. The value of the physical stabilization and major improvement to the building over the past 20 years is easily in excess of \$2,000,000. This figure is exclusive of the value of volunteer time and labor which has been nothing short of heroic and continues to this day. A major restoration of the interior would bring the house to a new level of operation, creating 5 full time jobs and realizing its full potential to serve as an anchor for downtown and as a cultural hub for the region. Installation of theater seating, cosmetic restoration of the house, HVAC improvements, dressing rooms and restoration of the marquis and entrance would cost \$2,500,000 of which \$1,500,000 could be raised in private donations through a capital campaign.

6. Mohawk Harvest Cooperative Market – The Co-op is currently the anchor business of downtown Gloversville. It is a full service grocery store selling fresh produce, meats, seafood, dairy, bulk foods such as dried fruits, nuts and nut butters, grains, flour, soaps, health care products and household supplies. It also has a related coffee roasting operation in house as well as a cafe and deli with a daily breakfast and lunch menu. Sourcing as much as possible locally is a central aspect of its mission. It pays over \$200,000 per year to local farmers and producers for everything from milk and yogurt to eggs, meats and produce. It has nearly 600 member families but welcomes all customers regardless of affiliation. It is one of a very few food cooperatives that is WIC certified. The organization is a non-profit cooperative corporation. In July of this year, it will have been in existence 7 years. The investment it has made in its own operations to date is well over \$500,000. It has paid over \$550,000 in salaries, generated more than \$43,000 in sales tax revenue and received approximately \$85,000 worth of investment from its member - owners. But the benefits it has conferred on the downtown, the city and the entire region have been many times that. It has created 6 full time positions plus an unknown number of additional jobs with local farmers and producers by marketing their products. It has become the principal anchor of downtown Gloversville. It has demonstrated by example what a walkable, livable, high quality downtown could look and feel like. But most important of all, by its very existence as an organization and a social rendez-vous, it has fostered a close knit community of positive, healthy, forward thinking people who are keen to build a sustainable 21st century community. It is currently planning an expansion which consists of adding a full bakery in an adjacent storefront. This would require creating an opening in the common wall, appropriate build-out in the adjoining storefront plus equipment purchase and installation. The total cost will be \$100,000. The expansion would add 4 additional full time jobs, increase demand for locally produced grains, flours and other ingredients and increase sidewalk traffic downtown. By increasing Mohawk Harvest's annual gross receipts by nearly \$200,000, broadening its customer base and increasing its buying power, the expansion will increase the co-op's power to build a local food economy.

7. Mohawk Harvest Food Processing Facility - In recent years Mohawk Harvest Cooperative Market has been planning to expand its operation to include a food production facility. The facility would produce a line of shelf stable food products using locally produced fruits and vegetables. This project would likely triple co-op's demand for locally produced fruits and vegetables. It would also make the market for those products more predictable for local farmers. Moreover, these products could be marketed to stores regionally and even nationally bringing money into the community. Fortunately, the CRG's new facility, only two city blocks from Mohawk Harvest Market, was recently used for pharmaceutical manufacturing. It is equipped

with a clean room with all appropriate water and electrical infrastructure. This would make FDA approval for food production much easier. Over the past several years Mohawk Harvest has cultivated extensive and ever expanding connections with many local and regional farmers and understands their challenges. Once established this facility would be a significant economic boost to the Mohawk Valley region. It would create 5 permanent full time jobs in the production facility alone plus an unknown number of agricultural jobs regionally. The total cost of buildout and equipment would be \$250,000 of which \$150,000 would be raised by Mohawk Harvest in the form of equity contributions plus some borrowing. The sum of \$100,000 is requested from the DRI.

8. Schine Memorial Hall – This building of one of the most iconic buildings in downtown Gloversville. This “second empire” gem was purchased in 2011 by citizens of Gloversville who formed an LLC purchase and restore the building and raised nearly \$500,000 in equity shares. Citizens bought shares for \$5,000 each and used the funds to stabilize and improve the building. Much additional work was accomplished through in kind donations of labor and materials from many of its owners. It is now stable, operating in the black and a credit to downtown with occupants on every floor. Mohawk Harvest Cooperative Market is its anchor tenant. In fact, it was the energy of the co-op that provided the inspiration for the formation of this LLC. One of the main purposes of the investors was to protect and nurture Mohawk Harvest in this optimal location and also to expand the positive atmosphere of the co-op to the rest of downtown. Schine Memorial Hall could be a much more powerful engine for downtown with certain capital improvements, all of which are part of its strategy to achieve full occupancy of all three floors. Its owners would like to redesign the entrance lobby, enhance access to its upper stories, complete renovations of the unimproved parts of the 2d and 3rd floors, improve the rear parking area and enhance the electrical service. Total cost would be \$500,000 of which \$200,000 could be raised through additional equity contributions from several of its owners. The sum of \$300,000 is requested from the DRI.

9. The Blecker Square - Market Square redesign and the East - West Cycling and Pedestrian Link - This initiative will transform an area once devastated by urban renewal into a traditional urban square capable of a variety of commercial and community functions. The area is perfectly positioned one block west of Main Street and one block north of Fulton Street to add depth and interest to the business district. The Farmers’ Market Pavilion will be the central feature of Market Square and be surrounded by a well landscaped plaza capable of accommodating parking when needed but attractive enough to host community events. The plaza is bordered on the south by the back of the historic church whose convex configuration could easily accommodate a row of market stalls and an entrance to the interior of the church. The office portion of the church, which faces a small lawn on its southeast side could host a restaurant with outdoor seating. The expansive interior could host concerts, auctions, a winter market or flea markets and any number of commercial or community uses. The pavilion itself currently has a small paved plaza to its east which is directly in line with Castiglione Park further east which in turn meets the sidewalk on North Main Street. The City’s plan calls for redesigning and extending Castiglione Park westward to cross Elm Street and meet Market Square with its central pavilion. This will form an attractively landscaped corridor from Market Square and its pavilion to Main Street. It will make activities at the square much more relevant to the rest of downtown and its attractions and businesses. This one block long 30 foot

wide park will also be a perfect setting for outdoor fairs, flea markets and holiday displays. It will also provide space for the summer farmers' market to expand in the direction of Main Street.

The west boundary of Market Square, the Bleecker Square Church and the former Grandoe building is formed by Bleecker Street. On the opposite side thereof is a two block open parking lot with a row of one story commercial buildings to the north. This is one of the few areas in Gloversville's downtown that was devastated by urban renewal in the early 1970s. It was then named "Midtown Plaza". Today, half of the commercial space in the low rise row is vacant and the parking lot is extremely underutilized. Bitter wind in winter and blistering heat in summer make this area a ghost town except for the few unfortunate souls who have no choice but to cross it on foot. The west boundary of this asphalt desert is formed by Frontage Road where City Hall is situated. The front entrance of City Hall faces the old church and Market Square across this yawning vacuum. City Hall and its grounds, however, are attractively maintained and landscaped, and just behind it is Trail Station Park which is separated from City Hall by the Cayadutta Creek. This park is a principal attraction on the F,J & G Rail Trail which is a well landscaped, paved recreational trail running north and south for 12 miles through both cities of Gloversville and Johnstown. Linking the recreational trail to the center of downtown with a bike and pedestrian corridor would be a major improvement to the quality of the downtown and the entire community. It would also begin the process of redesigning and in-filling the former Midtown Plaza which is a must. To these ends an attractive, tree lined cycle and pedestrian corridor will traverse Midtown Plaza. This will link the front entrance of City Hall to Market Square and the Bleecker Square Church. The corridor will also continue across the Creek and connect with the F, J & G Rail Trail. To the south of this corridor a skate park will be built on the southeast corner of the parking lot. This makes it a part of Bleecker Square and directly across Bleecker Street from the church. The west margin of the skate park will host a structure to house concessions for users of the park. These projects link the recreational assets of the community together and make them all a part of the energy of downtown. It also opens the door to the development of additional recreational amenities close to downtown. It is estimated that all of the above landscaping and infrastructure improvements would cost \$1,150,000, of which 400,000 could be provided by the City of Gloversville in the form of both funds and in-kind site work.

10. The Church at Bleecker Square – This historic church is a key component of this plan in terms of the city's architectural heritage. It has enormous potential as a vibrant multi-purpose commercial and cultural hub hosting auctions, concerts a winter market, etc. It has recently been placed on the market by its current owners and has attracted some attention from private developers. Due to the increasing interest in downtown, it may well become a significant project very soon. If so, it would serve as a powerful anchor, adding depth and interest to the downtown. To incentivize private investment in this key asset, the City of Gloversville will earmark \$20,000 of its own funds to help defray the cost of stabilization and essential preservation. It requests an additional \$20,000 from the DRI to augment this reserve.

11. Public Spaces in the Urban Center – These spaces are critical to the livability and popularity of downtown. Gloversville has two attractive possibilities: 1) In the very center of downtown at the southeast corner of Main and Fulton is a vacant sand lot currently used for parking by employees of The Leader Herald, the local daily newspaper. Fortunately, there is a

landscaped area separating it from the sidewalk. This will become an attractively designed public plaza with two entrances — one from East Fulton and one from South Main. The greenspace along the sidewalk will be re-landscaped with the plaza at the same level. The plaza will be used for public parking most of the time, but will be outfitted to double as a venue for concerts, outdoor films and a variety of community events. 2) Two blocks to the north at the southeast corner of North Main and Prospect Avenue is the graceful front lawn of the former Gloversville High School. The property itself will ultimately be the site of a new housing or mixed use complex. But the lawn fronting on North Main Street is graced by two bronze sculptures. One is of the Doughboy, a World War I memorial. The second is of Lucius Littauer, who was a glove manufacturer and historically Gloversville's greatest benefactor. This will be developed into a stately and inviting public space with a level plaza and landscaping enhancements of the historic sculptures. Both of these projects together would cost approximately \$350,000. The city requests \$250,000 from the DRI.

12. Downtown's Entrance Corridor – This corridor is extremely important in that it is, for most visitors, the front door to the community. Harrison Street leads westerly from NYS Route 30A to South Main Street at a point which is very close to the city's south boundary. From there one turns right and proceeds northward to downtown. The city will invest in a long term project to upgrade this entire corridor with new sidewalks, curbs, street trees and paving to accommodate a center turning lane. Utility lines will be placed below grade to eliminate overhead wires. This will be an expensive project which will be a long term goal of the city. It can only be accomplished over a period of several years with appropriate applications for federal transportation funds and the cooperation of National Grid. It will therefore be accomplished in phases over a number of years. The anticipated overall cost will exceed \$8,000,000. The sum of \$2,000,000 is requested from the DRI to allow the initial phase of the plan to be implemented in 2017.

13. Gloversville Housing and Neighborhood Improvement Corporation – This organization is a 501 (c) (3) non-profit established in 2013. Since its inception it has instituted a three pronged approach to housing and neighborhood redevelopment focused on the urban core neighborhoods immediately surrounding downtown Gloversville. In the short time since its inception:

- a. It has applied for, received and successfully administered two CDBG grants of \$250,000 each, distributing grants for necessary home improvements to 42 income qualified homeowners in its target urban core neighborhoods.
- b. It has established and operated an extremely successful community garden in the Fremont Street neighborhood which has engaged residents in a general spirit of self improvement, increased social interaction and increased the availability of fresh vegetables in season.
- c. It has established a community land bank by partnering with the County of Fulton. It has already taken title to 9 vacant parcels in its primary target neighborhood and will be acquiring 5 more this year. With sufficient site control it will be able to move forward with the holistic redesign of the Burr Street neighborhood.

The Burr Street neighborhood was chosen for redevelopment because it is one of the city's poorest and most disinvested areas. Moreover, it borders South Main Street just two blocks south of the very center of downtown. It's high visibility and the fact that its redevelopment would foster an increasing population of stable families very close to downtown makes it perfect for creating the classic residential commercial synergy. The new neighborhood will have a mix of affordable housing, student housing and market rate single family houses. It would include well designed green spaces and public areas as well as an attractively designed pedestrian and cycle corridor to and from the downtown. Once established, the reborn Burr Street neighborhood will foster further development in adjoining neighborhoods. The total cost would be \$21,500,000 and would depend on grants and tax credits for a large portion thereof. This project would create 50 to 60 temporary construction jobs, plus at 12 to 15 permanent maintenance positions and dramatically increase the city's tax base and population. The sum of \$1,000,000 is requested from the DRI.

14. The City National Complex was once the home of Gloversville's locally owned bank from 1887 to 2006. It consisted of 4 adjacent buildings merged together. The bank's presence on North Main Street in the heart of downtown provided a strong element of stability and decorum for decades. It merged with NBT Bank which operated the site as a branch for a few years and then closed its doors. In December of 2015 all 4 buildings were purchased by Scott Hohenforst who owns Empire Chemical Corporation, a nationwide supplier of cleaning solutions for automotive dealerships. Scott is a lifelong Gloversvillian and was inspired by the atmosphere created by Mohawk Harvest and the new spirit for the city's rebirth. Since the complex is adjacent to Schine Memorial Hall and Mohawk Harvest, Scott's vision is to expand on its atmosphere. He has already invested considerably in cleaning and upgrading. He has divided them into three stand alone buildings with new heating, air conditioning and electrical upgrades to each. The City National Commons consists of the main edifice plus one small building which remain connected and will be developed into a dining facility and pub. The other two will be independent mixed use buildings with high end residential on the upper floors with businesses that complement the downtown at sidewalk level. His investment to date is approximately \$200,000. The full build out will require an additional \$2,200,000 of which \$500,000 is requested from the DRI.

15. Happy Jack's Bean Roasting Company is owned by Christopher Curro who is also the General Manager of Mohawk Harvest Cooperative Market. He has already invested in a coffee roaster which is installed within the store on North Main Street. For the past few years he has ordered a variety of fair trade beans in bulk and custom roasts them on premises for transfer to the co-op at wholesale to be re-sold by the co-op at retail to the general public. Chris' personal investment to date is approximately \$12,000. Lately, Regional Access, a food distributor which services Mohawk Harvest, has offered to distribute Happy Jack's beans to stores in the wider region. This would exponentially increase the roasting operation which has up to now been a one man effort. The upgrade would require the purchase and installation of additional roasters, developing a packaging and labeling operation and a sales management system. The total cost of the upgrade will be \$40,000 for additional equipment plus \$15,000 for buildout for a total project cost of \$55,000, of which \$35,000 is requested from the DRI. The expansion would create 4 permanent full time jobs.

16. Anthony and Jenny Cerasia are owners of Cerasia Holdings. To date they have made major investments in residential properties in Gloversville and are currently investing in large scale upgrades to several downtown apartment complexes. Within the past 24 months they have acquired title to two buildings at the intersection of North Main Street and Prospect Avenue. North Main Street is a 3 story building with a storefront office space at sidewalk level. Prospect Avenue is a 4 story purely residential building. Together they contain 21 residential units and 2 commercial spaces. The Cerasias have to date made major investment in interior upgrades to all of the units plus significant exterior cosmetic improvements which include new sidewalks, landscaping and parking lot resurfacing. Appearance and good tenant management have been the hallmarks of their success to date and these recent acquisitions have been no exceptions. Their investment in these two buildings to date is in excess of \$200,000. They will invest at least an additional \$20,000 in the next few months in further upgrades. In 2015 Anthony and Jenny acquired the former headquarters of the **Grandoe Glove Company** just two blocks to the west of North Main Street. This is a significant acquisition due both to its history and its location. Built in the late 19th century, it served as a glove factory for many decades. In the more recent past, as Grandoe manufactured its gloves overseas, it still served as its corporate headquarters. Its location forms the northwest boundary of what will become Market Square with the Farmers' Market Pavilion at its center. Just to the south of this square is one of downtowns most architecturally significant structures, the church at Bleecker Square, referred to above in #10. The Cerasias plan to convert Grandoe into 32 luxury apartments which would make it an enormous enhancement to Market Square and its development as a vital community asset. To date they have invested \$110,000 in acquisition and initial work. The total cost of the Grandoe redesign will be an additional \$1,100,000 of which \$350,000 will be requested from the DRI.

Two private projects along the entrance corridor are extremely significant for both the downtown and the entire city.

17. Parkhurst Field is on Harrison Street and has been used since the 1950s as a Little League Baseball park with three baseball diamonds and modest grandstands. However, its early history is far more significant. Originally opened in 1906, it has recently been discovered to be the oldest field in continuous use as a baseball park in the United States. Early 20th century stars (Cy Young, moonlight Doc Graham) actually played baseball on this field. Since the discovery of these facts, a non profit corporation has been established and a museum has been constructed on site. The diamonds have been improved and historic exhibition games have been organized with players in vintage uniforms. The plan calls for an upgrade which will include the construction of a half scale replica of the original covered grandstand and expansion of the museum and all of the facilities. Once built, it will host week long baseball camps for children with several teams competing in tournaments. The nine weeks of the summer season will attract hundreds of young players plus their parents and siblings to Gloversville and Fulton County providing a significant economic boost. The total project cost will be \$2,000,000, \$1,500,000 of which will be raised in a capital campaign and \$500,000 from the DRI.

18. Pine Brook Golf Course is on South Main Street approximately half way between Harrison and the center of downtown. It has been a private golf club for many decades and is beautifully landscaped on a gently sloping topography with broad fairways and mature trees. Its current owners are planning a housing development, both on the periphery of the golf course and the

area close to South Main Street. A combination of rental units and executive housing is planned in four phases over the next several years. Phase 1 will be the creation of a 100 unit development in a wooded area just north of the links. This area borders West Pine Street near its intersection with McNab Avenue. Subsequent phases would entail more elaborate units if required. The entire project could create more than 400 housing units with a variety of sizes and types. This would dramatically increase the city's population and tax base. It will also bring in a valuable customer base for the city and its downtown. The total project cost will depend on how strong the future market becomes, but could well exceed \$50 Million. Phase 1 of the plan will be a \$4,000,000 project of which \$500,000 is requested from the DRI.

19. Timothy Rizzo is the owner of a two story building at 18 East Fulton Street which is in a prominent location between the “four corners” and the public library. It was formerly used as an office for Niagara Mohawk, but has been unoccupied for some time. Since Tim is an engineer, he would occupy the second floor as his own offices and develop the ground floor to lease as a communal office facility where small enterprises could rent space at reasonable cost and share essential amenities, such as wifi, copier, fax, restrooms and kitchenette. He has developed specific plans for the buildout which include all interior renovations plus attractive facade improvements. The result would be the transformation of a very unremarkable building into a functional and attractive contributing factor in an historic downtown. He has already invested over \$20,000 in stabilization. The project going forward will cost an additional \$130,000 of which \$50,000 is requested from the DRI.

20. The Gloversville Public Library is arguably the most advanced and ambitious project in the entire downtown at present. This will be the \$9,000,000 transformation of a classic Beaux Arts Carnegie library built in 1904. The library is in the heart of downtown only one block east of the “four corners”. It is also one of our architectural gems and extremely valuable to the city's heritage. The transformation will restore and enhance all of the historic features of the building both interior and exterior while bringing its essential functions and systems into the 21st century. It will create an efficient, state-of-the-art, 21st century learning center and community hub within a superbly preserved historic edifice. Library leaders and administrators have been planning this for several years and are now in the final stages of an extremely successful capital campaign which has raised approximately \$6,000,000 in donations and pledges. New Market Tax Credits and Historic Preservation Tax Credits are being pursued as well. Construction will begin this year and will take approximately 18 months to complete. This will necessitate the library actually vacating the building and setting up at a remote location in the downtown. The \$9,000,000 price includes all soft costs such as legal, engineering, moving, rental and interest on necessary financing. The amount of \$500,000 is requested from the DRI.

21. The Historic Knox Building is located on South Main Street one block south of the “four corners”. It is one of the largest office buildings in downtown comprising five floors. It has an operating elevator and could be a key anchor. All of its upper floors have been vacant for decades with the first floor occupied by a clothing outlet up until a few years ago. Its owner is Susan Casey who has already begun a complete remodeling of the first floor with new windows and entrance plus a complete interior renovation. Her investment to date in the first floor alone is over \$200,000. Her long term plans call for full restoration of all five floors as a combination of commercial, office and residential space. There would be a large coin laundry at sidewalk level

which would be fully staffed. This would allow customers to leave and patronize businesses in the downtown while laundry is being washed. The mixed use model for the upper floors would increase sidewalk traffic dramatically. This will be Mrs Casey's sixth building restoration in downtown Gloversville. All of the first five are mixed use with all floors being restored. Moreover, in all cases, restoration has been sensitively accomplished, preserving the historic character of the buildings. The full cost of renovations to the first floor alone of the Knox Building over and above what she has already accomplished will be \$300,000 before installation of equipment. The long term cost of restoring the four upper floors of the Building is expected to be \$1,750,000. \$100,000 for the first floor and an additional \$300,000 for the upper floors being requested from the DRI.

22. Brian Nellis is a recent graduate of Siena College who is planning the opening of a small wine bar on the ground floor of a three story building on the west side of North Main Street. The location is one block north of the "four corners" and comprises an intimate space only 17.5 feet wide but deep enough to accommodate a small kitchen, storage facilities and rest rooms. This fills a current gap in the array of downtown businesses in that we are in need of a night spot to serve as a social gathering place. His plans call for a "small plate" food menu and a tasteful selection of wines and beers with wifi and occasional live music. This type of venue is one of the essential elements required to attract millennials to live and work downtown. Such people comprise the "creative class". This project would dovetail with the **internet uses** marketing campaign and the incentives for upper story occupancy suggested in items 3 and 4 above. The total cost of buildout with equipment is expected to be \$100,000 of which \$30,000 is requested from the DRI.

Brian's second plan is to fit up a small recording studio on the second floor of the same building. He is a musician and skilled at sound technology and would, with fairly minimal investment, be able to set up a room suitable for quality recording of artists. He would personally invest in the necessary electronic equipment but would need help soundproofing a small space on the second floor. Total investment would be \$15,000 including equipment. He requests \$4,000 from the DRI for creating a suitable space.

23. Rail Trail Landscape Improvements The Rail Trail is a recreational path constructed on the converted rail bed of the former Fonda, Johnstown and Gloversville Railroad. It is twelve miles long stretching from the south of Johnstown, through Gloversville to a point three miles north. It is used by a diverse social swath of the population for getting to work (especially by bicycle), walking to market, exercising or socializing. With respect to the downtown, about two miles of the trail passes through the core. But there is a densely developed residential and institutional area just over three quarters of a mile long where traffic volume is greatest. This is the region north and south of City Hall and the Rail Trail Park on Fulton St. The intent of this project is to embellish the naturally occurring vegetation along the trail with perennial flowerbeds, wild grasses and specimen flowering trees at specific locations along a length of the trail from South Main St. north past Fulton St. and City Hall to the intersection of the trail with Kingsboro Ave. We are taking our cue from the hugely successful and appealing High Line in New York City. Regrading, improved soil in some raised beds, benches, tables and small pocket skate jumps are contemplated. In order to generate visible "curb appeal" most of this landscaping effort will be concentrated at the many points where the trail crosses city streets. Our city garden club has volunteered to take responsibility for maintaining these new "flash color spots".

Additionally, along the rail trail where it crosses Hill Street there is a large lawn of at least 3 acres between it and the sidewalk on South Main Street. This area is directly across the street from the Pine Brook project described in #18 above. Due to recently expressed interest, the City proposes the development of a fenced dog park equipped with a water fountain and accessible from both the sidewalk and the rail trail. This would require a small foot bridge over the creek, a chain link fence, plumbing for a drinking fountain and dog washing amenity, and the planting of several trees. The cost of landscaping improvements to the trail will be \$100,000 with another \$100,000 for the dog park for a total of \$200,000. The city requests \$100,000 from the DRI.

24. Michael Medina rented a first floor storefront on North Main Street last year and opened a barber shop. In the short time since he began, his business has boomed. He now provides full time work for himself and two other barbers servicing a steady stream of customers. His plan is to purchase the three story building that he now leases, and he has secured an option from the owner. Since the barber shop occupies only the south half of the ground floor, he would like to open a restaurant in the north half. The project would necessitate installing a kitchen with appropriate ventilation and adding materials to achieve the required fire rating to the ceiling and walls. The projected cost of the buildout plus furniture and equipment is \$120,000 of which \$50,000 is requested from the DRI.

4) Job Growth. Describe how recent or impending job growth within, or in close proximity to, the downtown will attract professionals to an active life in the downtown, support redevelopment, and make growth sustainable in the long-term.

Job Growth

Gloversville business and job structure was dominated by the glove industry at the turn of the century until the late 1960's – early 1970's. Since that time the employment base has been reduce down to several major employers and predominately small to medium sized businesses. Now Downtown Gloversville again is seeing increased job opportunities generated from smaller established businesses within the City of Gloversville and within a very short walking distance from downtown or accessible by public transportation.

It's important to note one of the market rate downtown housing development built in 2007 containing 39 units went from 60% occupied to 100 % occupied within the last 12 month. The building is seeing more occupancy from professional workers.

Additionally, the former Grandoe Glove building in the downtown district was recently purchased and it is planned to be renovated into 32 affordable luxury apartments within the next two years. This all is leading to an expansion and attraction of professionals to Downtown Gloversville.

Gloversville has many job creating projects and initiatives in and near downtown such as the following:

1. NBT Bank Property - Within the last six months a provide investor purchased the vacant former NBT Bank Building. Renovation and reuse of this landmark facility will be into

commercial office space with a downtown restaurant venue on the first floor has started. When complete later this year it is anticipated to create 12 jobs.

2. Kingsboro Golf Club - Within the last 12 months the vacant Kingsboro Golf Club was purchased by investor's. Renovation on the restaurant and updating of the golf course facilities were completed this spring. The facility opened for the 2016 season and created 9 jobs starting this 2016 Season with an anticipated 3 additional jobs next year.

3. Pata Negra - Several years ago a Spanish Company Pata Negra decided to locate in Downtown Gloversville. As a result Pata Negra LLC, decided to locate a specialized food production facility within in a several block walking distance from Downtown Gloversville. The new facility manufactures cured meats using local and imported pork. It primarily produces chorizo for sale to restaurants, retailers and specialty food distributors throughout the Northeast. When they opened this production facility about 15 jobs were created. Currently they are in the process of completing a major expansion including an additional food processing line. Expected completion will be in the next several months at which time an additional 10 jobs will be created. This is a major initiative currently taking place minutes in walking distinct time from the heart of Downtown Gloversville.

4. SW Skin Care and Cosmetics, Inc. - recently purchased a vacant building in Downtown Gloversville, received financing and have started a \$600,000 building renovation. Building renovation will be complete in the late summer of this year. SW Skin Care and Cosmetic, Inc. will create 9 jobs this year with an additional 5 next years. All jobs are in the downtown district.

5. New Age Renewables, a project a short driving distance from Gloversville one of Fulton County's approved 2015 CFA projects. New Age Renewables project is an innovative technology for an acid whey treatment facility in Fulton County. This technology converts nearby FAGE's yogurt acid whey into ethyl alcohol for industrial uses as well as livestock feed (dry yeast). The project will invest \$12.43 million and create 27 full-time jobs that support a growing yogurt and cheese manufacturing cluster for the region and is a critical part of the region's focus on building a more robust dairy production economy. New Age Renewables is on target to be up and running late fall of 2016.

6. Fulton County Center for Regional Growth recently took title to and relocated into a 35,000 Square Foot Downtown Gloversville building, bringing with it several full time jobs as well as several part time jobs. More important is that Fulton County Center for Regional Growth is planning an approximate \$500,000 renovation to their facility to create a Downtown Incubator in Downtown Gloversville. They were recently awarded \$300,000 from this year's New York State Budget for that purpose. The building itself contains office space, warehousing and was the site of a former FDA Approved Clean Room. It is anticipated when completed the incubator will create 25 – 35 jobs in Downtown Gloversville. Jobs will range from business start-ups to skilled technical jobs.

7. Antonucci's Wholesale - Downtown Gloversville is home to Antonucci's Wholesale Produce & Seafood, Inc., one of the fastest growing food distributors in the region currently employing approximately 50 people. It is anticipated that they will be increasing their employment base by 4-5 employees annually over the next 3-4 years. Jobs range from warehousing, food distribution,

customer service and sales. Within the last several years, Antonucci's has completed over \$2,000,000 of renovating, retrofitting and building new facility space within the last 2 years

8. Casey Project - Work has already started on a \$600,000 downtown building renovation into a Laundromat with residential units in the second floor. This will result in 4 jobs. Expected completion will be late fall of this year.

9. Gloversville Library - The Gloversville Library renovation and updating of the Downtown Carnegie Library will begin in the fall of 2016. This \$9,000,000 project will result in 4 new jobs and will serve as a downtown focal point within downtown.

10. Kingsboro Apartments – The Omni Kingsboro \$5,000,000 Renovation and Facility Update Project received funding and will begin this year. This project is located in the heart of Downtown Gloversville. This project will result in 3 new jobs in downtown as well as providing affordable housing for working families on the public transportation routes.

11. Mohawk Harvest Food Cooperative is one of Downtown Gloversville's shining stars completely renovating a first floor building. This renovation is a mix of specialty foods, sit down eatery, takeout foods, local products and art facility employing 5 full time people and increasing to 8 within the next several years.

12. Burr Street Redevelopment Project is on the books and will completely transform a 4 square block of downtown residential into a well-designed residential neighborhood. This \$21,000,000 development project will create 60 - 75 construction jobs and 12 – 15 fulltime jobs after completion.

13. 18 East Fulton Street Development. This project, a \$150,000 renovation of a vacant build has already begun. This project will result in an office suites project and house a start-up engineering firm. Anticipated that 5 full time jobs will be created.

14. Pine Brook Golf Club Housing Development project is mixed use housing development consisting of rental units and executive stile residential single family homes. This project will create over 50 construction jobs as well as 30 full time permanent jobs.

15. Avanti Controls Systems, Inc. designs and builds high tech control systems for industrial and municipal applications. It also designs and builds high tech panels for a variety of industrial applications and has begun investment in retrofitting it to create a technological hub. With has \$100,000 invested to date they will be investing an additional \$700,000 in the full buildout. Avanti Controls Systems, Inc. currently employs 4 engineers and one clerical staff currently and after build plan to create an additional 20+ highly paid professionals. Their downtown location will serve as his headquarters.

It is safe to say that all of jobs being created as described above are accessible from the downtown by foot or public transportation. The new and expanding job opportunities couldn't be more diverse from truck drivers, office workers, restaurant employees to higher tech clean room type job opportunities. Having such a diverse job opportunity base offers great potential

for complete mobility between different job skill sets. It is anticipated that the jobs salary range between minimum wage to upwards of \$75.00 per hour.

The diverse type of existing and impending job growth planned can only lead to an ever increasing professional downtown population which will have the support redevelopment for a sustainable growth pattern in the short and long term.

5) Attractiveness of the Downtown. Identify the properties or characteristics the downtown possesses that contribute or could contribute, if enhanced, to the attractiveness and livability of the downtown. Consider, for example, the presence of developable mixed-use spaces, housing at different levels of affordability and type, healthy and affordable food markets, walkability and bikeability, and public parks and gathering spaces.

Downtown Gloversville - A Budding 21st Century Urban Center

The potential of downtown Gloversville to be a magnet for a creative, skilled and diverse population is readily apparent. Its wealth of solid Victorian buildings set in a traditional, walkable street scape makes it a perfect setting to attract millennials and other skilled, productive people seeking an interesting urban location. The focused enthusiasm of its public officials, business leaders and citizens for a downtown rebirth is palpable.

1. The City has already installed high speed fiberoptic infrastructure throughout the downtown business district which provides the digital technology so essential to Internet start ups.

2. The downtown is literally full of three story late 19th and early 20th century vintage architecture, much of which is in reasonably stable condition and either restored, partially restored or restorable. These buildings could support attractive upper story residential development for many hundreds of new residents. Several of them already have elevators and others could accommodate same. Many could contain a variety of types of units from loft apartments and live - work space to traditional 2 and 3 bedroom units. Since nearly all of these have storefronts at sidewalk level, they either are or could become mixed use.

3. The Gloversville Housing Authority is a federally funded agency which has, for many decades managed and run three separate facilities providing subsidized housing. It has won several national awards for its high level of management and the superior physical maintenance of its buildings. It is currently turning its attention to downtown with the idea of acquiring, rehabilitating and managing some of its historic buildings for a variety of types of residents. Its goal is to attract a diverse resident population by mixing high end market rate units with elder housing, student housing and affordable housing in a variety of unit sizes and types. This will foster the welcoming atmosphere that transforms a downtown into a true community.

4. Several existing downtown buildings have already been restored and other projects are in the offing. These provide a variety of housing opportunities for all income groups, and a

diversity of land uses from residential, to commercial, to recreational, entertainment, and education.

The former Sowles Hardware Store, which was operated on the ground floor of a 25,000 square foot, three story building on South Main Street, was purchased by Susan Casey several years ago. She redeveloped the second and third stories into a total of eight attractive loft style apartments with exposed brick walls and polished wooden floors, retaining the ground floor as retail space.

More recently, Ms. Casey purchased another three story building on the other side of South Main Street which formerly housed the Catholic War Veterans' Hall. That is now full of modern apartments of varying sizes on the second and third floors as well as the rear portion of the first floor. The front portion at sidewalk level is reserved for retail space. Unlike the first project, this building boasts a newly installed elevator. Both of these projects were completed with great sensitivity to the historic character of the facades which have been attractively enhanced by the reconstruction. She has very recently begun work on a third building much larger than the first two. The historic Knox Building, also on South Main Street, consists of five stories and was once home to many prominent professional offices. Her plans are to complete a commercial space on the ground floor and slowly develop the upper stories into either offices, residential units or both. A working elevator already present gives this project much greater flexibility.

Also on South Main Street, the former Kingsboro Hotel classic facade and entrance had been repurposed as an apartment complex several years ago. Omni Development is approved and will this year be commencing a \$5 Million restoration of the entire interior.

Two blocks west of North Main Street is the former home offices and factory of Grandoe Glove Corporation. The extensive factory building was purchased last year by Anthony and Jen Ceresia. Work has commenced on its transformation into an upscale apartment complex.

On North Main Street, Memorial Hall, built in 1881 as a opera house is an architectural keystone of the downtown. In 2011 it had been taken back by Community Incubator Corporation (CIC) in foreclosure which was actively looking for a purchaser at a low price. In May of that year, a food cooperative, Mohawk Harvest Cooperative Market, which hadn't even been in existence two years, secured a 3 year lease with CIC and moved into a 5,000 square foot storefront space. As a result of the prominence of the Main Street location and the new upscale ambiance of the store its business more than doubled. It became clear that this was the perfect location for Mohawk Harvest to become an anchor for downtown. Within the ensuing months a group of Gloversville citizens associated with the Co-op formed an LLC and sold shares at \$5,000 each. The LLC purchased the building from CIC and began to slowly restore it. To date 97 of the 100 shares available have been sold. The Schine Memorial Hall LLC continues to operate in the black with 56 shareholders, no debt and with tenants on all three floors. Mohawk Harvest continues to flourish as a food cooperative sourcing hundreds of thousands of dollars' worth of produce and other food products from local farmers and producers each year. It now has nearly 600 member families, is open to all seven days per week, and draws people from all over the region to downtown Gloversville. It is serving as the principal catalyst for downtown and has already inspired spin-off initiatives:

An artist's cooperative called Micropolis Gallery was formed in 2011 which has grown significantly over the years. Its principal gallery is housed in its own space within Mohawk Harvest. It is celebrating its 5th anniversary with a juried art show which has attracted over 50 contributing artists from many regions of the state.

Inspired by the new downtown atmosphere demonstrated by Mohawk Harvest, Scott Hohenforst has purchased the former home offices of the City National Bank, more recently owned by NBT Bank. He has already invested in upgrading all three buildings with new HVAC and is developing a plan for a mix of commercial, restaurant and perhaps residential uses to coordinate with the vision for a new downtown.

The Schine Memorial Hall, LLC, the birth of which was originally inspired by Mohawk Harvest, is now benefiting from greater general interest leasing space near the Co-op.

5. There are residential neighborhoods closely adjacent to downtown that are essential to the health of the urban core. The Gloversville Housing and Neighborhood Improvement Corporation (GHNIC), a 501 (c) (3), has unveiled a project to transform the Burr Street neighborhood into a new, diverse and well-designed residential area through a focused program of land banking and holistic redevelopment. The target neighborhood is one of the poorest and most disinvested in the city and is virtually a stone's throw from downtown. It abuts South Main Street just two blocks south of the "Four Corners" which is the very center of the city. GHNIC has been acquiring vacant parcels through both donations from individual owners and transfers by the county of tax foreclosed properties. It has already developed a design plan for a livable neighborhood containing a mix of apartments, two story townhouses and single family 3 bedroom houses interspersed with well-designed public areas and parks. It will feature affordable units, market rate housing, senior housing and student housing. It will also feature a well-designed and attractive pedestrian promenade to the downtown which would be less than a 10 minute walk. Easy access to public transit and downtown businesses will make this one of the most attractive and high quality neighborhoods in the city.

6. The City of Gloversville has begun work on a downtown redevelopment plan which is focused on strategic placement of public spaces, street scape improvements and links for convenient pedestrian and bicycle access. A key component of this is the F, J & G Rail Trail which already exists as a 12 mile long paved bikeway running through both cities of Gloversville and Johnstown. It passes to the west of downtown Gloversville at a park just behind City Hall. The plan calls for establishing an attractive pedestrian / cycle link between the bikeway and downtown. Additionally, the plan will call for four existing spaces within the downtown to be redeveloped as attractive, multipurpose public spaces. On the west side of North Main Street and running westward is a small park owned by Gloversville's downtown BID called Castiglione Park. It will be extended directly westward across Elm Street to the existing Farmers' Market Pavilion. The area around the pavilion will be enhanced to form an attractive "Market Square". The extended park will create an attractive pedestrian link to Main Street. This larger public space will be able to host a variety of events. It will also make events at Market Square much more relevant to the other businesses on Main Street. Further north on the east side of North Main Street is what once was the front lawn of the former Gloversville High School. It is so well

positioned between the Post Office and the rest of downtown that it is targeted to be transformed into a handsome urban plaza capable of a variety of public or private uses. At the “Four Corners” — the intersection of Main and Fulton Streets — the existing gravel parking lot will be redesigned as a prominent public space. It will be used for parking during business days, but be capable of hosting events, fairs, flea markets, outdoor movies, etc as desired.

7. The City has a pedestrian/bike path running the length of the City. This is a 12 mile recreational bikeway and yet only one block from Main Street adding to the energy and vitality of downtown. Approximately one block to the west of Main Street, adjacent to the cycling link to the F, J & G Rail Trail a new skate park will be built. The space is currently a large underutilized parking lot which is a legacy of the urban renewal scourge of the 1970s. The skate park will be bounded on the west by a structure to house concessions and enterprises serving the users of the park. Since the skate park will take up only a small portion of the parking lot additional space would be available for expansion of recreational facilities.

8. Gloversville has many cultural and entertainment offerings.

The Glove Theater is a 1914 diamond in the rough. Located on North Main Street in the heart of downtown, and having been closed in 1974 by former owners, it was rescued from the wrecking ball by a stalwart group of activists in 1996. In that year a non profit corporation was formed which took title to the theater and reopened it as a live performance venue. Though staffed entirely by volunteers it has been opened ever since hosting a 12 month calendar of plays, musicals, films concerts and community events.

The Schine Memorial Hall is home to a gallery which hosts at least 3 major artistic and cultural exhibits per year ranging from sculpture, painting or photography displays to quilting and holiday exhibits. It is currently host to a show featuring a nationally known sculptor and furniture builder. Also on the same floor is the home of Gloversville Community Music. Its director, Joshua Thompson, hosts an ambitious program of concerts in a number of venues, as well as offering private lessons.

Micropolis Gallery, located in the Mohawk Harvest space on North Main Street is open every day of the week all year with offerings created by local artists and artisans. It also hosts a number of special gallery openings per year.

9. The Chamber of Commerce for Fulton and Montgomery Counties has its home office in a former bank building at the corner of Main and Fulton Streets. Though the building itself is a work of art in white marble, its glass domed rotunda hosts a number of gallery openings per year highlighting the work of local artists.

10. A truly walkable city would not be complete without public transit. The Gloversville Transit System is an extensive public bus system which has won several state wide awards. It currently runs regular routes from downtown Gloversville to the industrial parks, to Johnstown, Mayfield, the Nathan Littauer Hospital, and other points in the area. It also provides service to the community college 8 times per day making downtown Gloversville feasible for student housing.

11. Gloversville is home to Nathan Littauer Hospital located about 1.5 miles from the center of downtown. It is an extensive general hospital with a surgical wing, maternity ward, emergency facility, nursing home and large medical arts wing for both primary care and specialized medical services.

12. Downtown Gloversville is a designated historic district. In the 1980's, Gloversville prepared the necessary documentation to have the entire downtown area designed as a Historic District. As part of that process, the City of Gloversville maintains an active Historic Review Board, which reviews all projects in the District. For the purposes of the Downtown Revitalization Initiative, this will ensure development that is historically appropriate, and creates a unified historic esthetic for the downtown area.

However, there is an even more significant feature of the of the historic district designation, namely historic tax credits. Every building in the Downtown Historic District is eligible for both State and Federal Historic Tax Credits, as long as the renovations are undertaken in compliance with appropriate historic guidelines, primarily the Secretary of Interior's Guidelines for Historic Preservation. Historic tax credits offer a huge financial incentive to building owners, and will greatly leverage DRI funding.

6) Policies to Enhance Quality of Life. Articulate the policies in place that increase the livability and quality of life of the downtown. Examples include the use of local land banks, modern zoning codes, complete streets plans, or transit-oriented development. If policies achieving this goal are not currently in place, describe the ability of the municipality to create and implement such policies.

Policies to Enhance Quality of Life

The City has clear and intentional policies in place to promote the livability of the downtown. These policies are itemized below.

1. Local Land Bank - A Gloversville Land Bank was started in 2014 by the non-profit Gloversville Housing and Neighborhood Improvement Corporation. The City has a so-called "Hornell Plan" arrangement with the County whereby they take responsibility for tax collection and foreclosure of delinquent Gloversville properties. The GH&NIC works directly with Fulton County to take possession of these tax-foreclosed properties. Typically the county has demolished the resident structure and the lot is vacant. These parcels are improved by grading, landscaping and fencing. Most of these properties are in GH&NIC's target neighborhood known as the Burr St. Redevelopment Project. GH&NIC and the City of Gloversville are working closely to further the vision of the Burr St. project and the land bank is integral to the success of the effort. The intent is to assemble site control over a significant minority of the lots in this area so that a viable residential development plan is perceived as attractive by a private investor. Currently the GH&NIC owns and maintains nine lots with three more just transferred in the late spring of 2016.

2. Modern Zoning Codes - The City has had standard land-use based zoning in place since 1964. An initiative was begun by the city in 2015 to review, revise and modernize that body of law. The code has, within the past year been edited to replace archaic and irrelevant provisions. More importantly, a Downtown Overlay zone has been defined that implements form-based zoning within the downtown and near-downtown area. This innovative way of controlling growth creates a predictable public realm by including specific standards for the design of streets and open spaces, and focuses primarily on the physical form of development, with a lesser focus on building use than conventional zoning regulations. The expectation is that these new rules will provide for an appropriate mix of uses and encourage strong relationships between a building and its context, including public spaces and surrounding buildings. The intent is to foster the sort of mixed, spontaneous and improvisational architectural cityscape envisioned by Jane Jacobs (“The Economy of Cities”, “The Death and Life of Great American Cities”), Richard Sennet (“The Uses of Disorder: Personal Identity and City Life”) and other anti-urban renewal commentators. This new Zoning Ordinance was approved and implemented in May of 2016.

3. Comprehensive Plan - The Gloversville Comprehensive Plan was rewritten by a team consisting of a professional consultant, three Council members, the DPW director and two private citizens during 2014 and early 2015. The previous plan dated back to 2003. The more than hundred page document is too lengthy even to write a synopsis here. Suffice it to say that many recommendations from that study have informed the composition of this application and that several of the Plan’s authors are directly involved in making the form of this document fit the intent of the Plan.

4. Downtown Development Specialist - The City, in concert with three private businessmen benefactors, the downtown Business Improvement District, the Gloversville Economic Development Corp. and the Center for Regional Growth are pooling financial resources and expertise to hire and support a Downtown Development Specialist. This person will be focused on the downtown only. He/she will initiate and coordinate efforts within the zone with the goal of fostering greater business and entertainment activity, bolstering residential density and variety, and increasing pedestrian traffic and quality of life, thereby re-creating the geographic area within the zone as an economically and socially vibrant urban core. The search for that downtown champion is underway now and the office will be open before fall of 2016.

5. Transit-Oriented Development - The Transit Oriented Development program is a mixed-use residential and commercial area designed to maximize access to public transport, and often incorporates features to encourage transit ridership. The Gloversville Transit System was established in June 1974. It is a bus network that serves not only Gloversville but also the nearby cities of Johnstown and Amsterdam as well as the local community college and the suburban industrial parks. The GTS has grown without benefit of reference to the T.O.D. program. However, it appears that certification under that program could be readily obtained.

6. Business Improvement District - The Gloversville Business Improvement District was authorized by the city in 2000 after a successful plebiscite of the affected owners. It is a special taxing district with boundaries focused on the central business district core. The BID is run by a self-perpetuating Board of Directors. The members are business leaders resident in the core as

well as the Mayor, and one representative each from the Council and the Commissioner of Finance. The BID has recently been active in streetscape improvements (flowers, banners, garbage cans, tree planting and trimming, litter pick-up) the development and maintenance of a pocket park and promotion of community festivals (wine festival, Christmas parade, tour of renovated residences). As noted above, the BID is a contributor to the funding of the Downtown Development Specialist.

7. Gloversville Economic Development Corp - The Gloversville Economic Development Corporation provides funding for entrepreneurs starting or expanding businesses in Gloversville. The primary focus of their financial backing effort has been in the downtown area. The GEDC often provides the last or missing piece of funding to projects that may not be able to completely fulfill their financing needs through traditional bank or other loans. This self-perpetuating not-for-profit board was initially funded by the City and is recognized and promoted by the City because of its role in small business generation.

8. Public Events - The Recreation Commission is staffed by volunteers but funded by the city. It improves the quality of life by promoting and organizing annual special events. Most of these events are held in the downtown or one of the near-downtown neighborhoods.

9. Recent Legislation - Since the beginning of 2016 and a change in the composition of the Common Council, the government has passed legislation intended to promote the livability of the downtown. A dispute with a local economic development organization was quickly resolved. The result was that \$900,000 worth of funding became available to be used in the downtown that was heretofore legally “frozen”. Much of the City’s contribution to the projects enumerated in Section 3 come from those funds. A vacant buildings law was passed. This law will be used to prod the owners of derelict properties into useful action and projects. Several blight laws have been strengthened. These have to do with sidewalk maintenance, and the orderly and systematic collection of domestic garbage.

The City, because of this grant application, has become aware of quality of life programs which it perceives to be in its best interest, which conform to its Comprehensive Plan and which it intends to implement. In general, the City now has leadership that recognizes the benefits of walkable, community-building downtowns and the positive relationship that the millennial generation has established with this sort of environment. Therefore, we are aware of and favorably disposed to adopting the Complete Streets Program, The Smart Cities Innovations and especially the New American Program which we perceive will help us to transplant these import New Urbanist ideas to downtown Gloversville.

7) Local Support. Set forth the local and community support that exists for the revitalization of this downtown and the commitment among local leaders and stakeholders to building and implementing a strategic investment plan. Identify an initial local lead for the program that will work with outside experts to convene a local DRI Planning Committee to oversee the plan.

Broad Based Community Support

This Downtown Revitalization Initiative enjoys very broad based community support in Gloversville. Such support is essential for the success of such a venture. With this application, labelled as Exhibit C, are letters of support from community leaders and stakeholders. These letters include State legislators, Fulton County government leaders, the County Planning Board, downtown business owners, the Gloversville Library, the Chamber of Commerce, the Board of Realtors, the Fulton County Center for Regional Growth, Nathan Littauer Hospital, and the Gloversville School District among others. Gloversville stands ready to undertake this initiative, and has broad based group of community stakeholders ready to partner with New York State in developing and implementing a strategic investment plan.

DRI Planning Committee

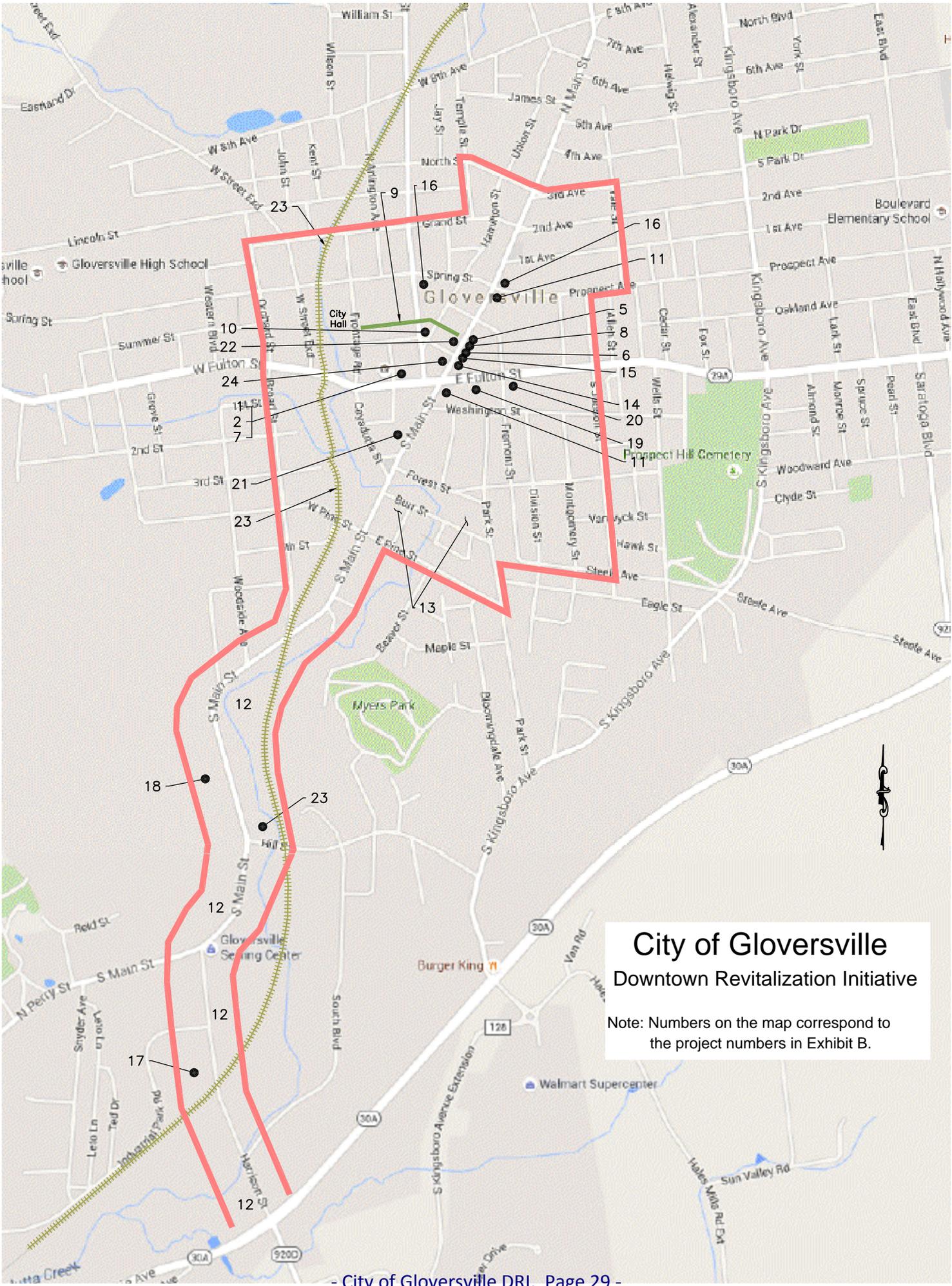
The local lead person for the program who will work with outside experts to develop the DRI plan will be Ron Peters, Executive Director of the Fulton County Center for Regional Growth (CRG). Mr. Peters has over 30 years' experience working in a broad range of real estate and economic development ventures, and is well qualified to lead this endeavor. The CRG has its offices located in the heart of downtown Gloversville, and the CRG is fully committed to making this DRI a success. The Fulton County Center for Regional Growth has also committed to hiring a professional as a Downtown Development Specialist, who will be dedicated full time to assist with this venture.

- 8) **Other.** Provide any other information that informed the nomination of this downtown for a DRI award.

The City of Gloversville is submitting a video with this application for DRI funding. The video provides a greater sense of the opportunities that exist in Gloversville, and the people who are dedicated to bringing about a renaissance in the City.

Exhibit A

Map of Downtown Target Area



City of Groversville
Downtown Revitalization Initiative
 Note: Numbers on the map correspond to the project numbers in Exhibit B.

Exhibit B

Chart of Downtown Development Projects

City of Gloversville

Downtown Revitalization Initiative

Potential DRI Projects Identified to Date

Project Name	Project Description	Grant Funds	Other Funds	Other Contribution Notes	Leverage*	Investment To Date	Notes
1. Fulton County Center for Regional Growth	Develop a 35,000 square foot former Sears and Roebuck store into a business incubator.	\$90,000	\$430,000	Expected to invest by June of 2017. This includes a \$300,000 grant from New York State.	$\$430/\$90 = 4.8$	\$30,000	This is a Comprehensive Plan Action item.
2. Downtown Development Specialist Establishment	The position of D.D.S under the direction of the C.R.G. has been established to solely focus on downtown development.	\$125,000	\$175,000	Other contributors are a mix of businessmen, interested non-profit organizations and the City of Gloversville	$\$175/\$125 = 1.4$	\$0	The Scope of Work for the D.D.S will advance several items on the Comprehensive Plan Action items. 2 new jobs.
3. Upper story downtown residential or commercial space incentives.	Establish a non-profit development board with the mandate to offer private owners short term subsidies. Intent is to incentivize occupancy of now vacant second and third story downtown spaces.	\$250,000	\$1,000,000	The other contribution will be furnished by the building owners who will commit 80%.	$\$1,000/\$250 = 4.0$	\$0	This project is a Comprehensive Plan Action item. Cap Subsidies at 20% of total rent for a limited time. 6 new jobs
4. Internet Businesses National Marketing Campaign	Promote the city's inexpensive office space and excellent web connectivity to internet-based businesses through a series of advertisements in trade magazines etc. Inventory available buildings. Hire tech-savvy consultants. Use the D.D.S for on-site real estate tours and general representation.	\$120,000	\$120,000	City of Gloversville	$\$120/\$120 = 1.0$	\$0	This project is a Comprehensive Plan Action item. 20 new jobs
5. Glove Theatre Renovations	Provide funds to renovate the Glove Theatre performance space. The work will include new theater seating, interior wall restoration and insulation, flooring, air conditioning, new concession stand, structural and cosmetic restoration of the balcony, new restrooms. Electrical upgrades, Carriage House rebuild, restoration of 1938 marquis, exterior brickwork maintenance	\$1,000,000	\$1,500,000	The other contribution will be provided by a private fund raising campaign.	$1,500/1,000 = 1.5$	\$2,000,000	Fund elements of the Barger Architectural plan. 4 new jobs
6. Mohawk Harvest Cooperative Bakery	Planning to develop a full co-operative bakery next to the existing food market and café.	\$60,000	\$40,000	Mohawk harvest Co-op contribution.	$\$40/\$60 = 0.6$	\$500,000	4 new jobs
7. Mohawk Harvest Food Processing Facility	A facility to directly process locally sourced produce into shelf stable branded food products.	\$100,000	\$150,000	Private funds form the business developer.	$\$150/\$100 = 1.5$		5 new jobs
8. Schine Memorial Hall	Redesign entrance lobby, enhancement of access to upper stories, complete second and third floor interior renovations, improvements to parking area drainage, enhance electrical service.	\$300,000	\$200,000	Private equity contributions	$\$200/\$300 = .66$	\$733,000	

9. Market Square Redevelopment: Streetscape improvements. B.I.D. Castiglione Park Improvements	A "Market Square" Corridor from Main St. West to the Rail Trail could activate a dormant part of the city and tie City Hall back in to the commercial center by creating a bike and pedestrian friendly artery to the west. A skate park will be adjunct to this project. The existing farmer's market will serve as an anchor. The Castiglione Park will add Pergolas, Walkway, Seating, Landscaping, and Spray Fountain to an existing park that will be the terminus of the East/West Corridor.	\$750,000	\$400,000	City of Gloversville funds	$\$400/\$750 = 0.53$	\$230,000	
10. Stabilization of the Bleecker Square Church building	This architecturally significant downtown monument is Changing ownership. New roofing and windows will save it from major damage until a solid plan can be developed.	\$20,000	\$20,000	The other contribution will be provided by the City of Gloversville	$\$20/\$20 = 1.0$	\$0	This project is a Comprehensive Plan Action item.
11. Public Spaces in the Urban Center	Renovation of the elegant lawn to the west of the old high school building and complete re-grading and landscaping of the space on the southeast corner of Main St. and Fulton St. to be used as both a parking lot and public performance venue.	\$250,000	\$100,000	The other contribution will come from the City of Gloversville	$\$100/\$250 = 0.4$	\$0	
12. The "Entrance" Corridor.	The "Entrance" Corridor path from Route 30-A, down Harrison St. and through Main St. to downtown is a well-traveled path for visitors and natives. This project will encompass an entrance monument, roadway improvements, power line burial and landscaping and street trees.	\$2,000,000	\$0	We believe that this project will be substantially greater than the \$2M requested. We expect this to be a long term project with other contributions; ISTEAs for instance.	$\$0/\$2,000,000 = 0.0$	\$0	
13. Burr St. Redevelopment Project	This housing project will redevelop one of the city's most disinvested neighborhoods. Transforming it into a well-designed diverse community. It is immediately adjacent to downtown.	\$1,000,000	\$20,500,000	This other contribution will come partly from State and Federal tax credit programs and investment from a private developer.	$\$20,500/1,000 = 20.5$	\$50,000	
14. Hohenforst City National Commons Adaptive Reuse Project	Provide seed money for the reuse of this landmark city bank as a restaurant venue and commercial offices.	\$500,000	\$2,000,000	The other contribution will be provided by the building owner.	$\$2,000/\$500 = 4.0$		
15. Happy Jack's Bean Roasting Company	Expansion of a local coffee roasting business to cover a regional area.	\$35,000	\$20,000	The other contribution is money from the business owner.	$\$20 / \$ 35 = 0.6$	\$12,000	This project will provide 4 jobs
16. Grandoe Apartments Project.	The conversion of a former glove company building into a luxury apartment complex of 32 units. This project is adjacent to the Market Square redevelopment project – #9 above.	\$350,000	\$750,000	The other contribution will be from the private owners.	$\$350/\$750 = 2.1$	\$0	
17. Parkhurst Field Project	Development and expansion of the existing local Little League playing fields to provide a destination for play by and competition between national L.L. teams and travel teams.	\$500,000	\$1,500,000	The other contribution will be provided by a private fund raising campaign.	$\$1,500/\$500 = 3.0$	\$0	See Parkhurstfield.org
18. Pine Brook Golf Club Housing Development	Provide funds to help this significant project begin its first phase.	\$300,000	\$4,000,000	The other contribution is from the development owners	$\$4,000/\$300 = 13.3$	\$0	
19. Rizzo Offices	Develop first floor of 18 E. Fulton St. into shared/communal space for professional offices. The second floor will be used by the owner for his own business offices.	\$50,000	\$130,000	The other contribution will be equity investment from the owner.	$\$130/\$50 = 2.6$		

20. Gloversville Public Library	This project may be the “most” for the downtown on several levels. Most historically and architecturally significant; largest project in dollar terms; most educationally and technically significant.	\$500,000	\$8,500,000	The other contribution comes from a variety of private donations, tax credits and State contributions. These funds have already been secured.	$\$8,500/\$500 = 17.0$	\$2,000,000	
21. Knox Building	Provide funds to put this partially funded project “over the top”. The first floor has already been renovated. The owner proposes to renovate the remaining four floors providing for a mix of residential, commercial and office space.	\$400,000	\$1,750,000	The other contribution will be equity investment from the owner.	$\$1,750/\$400 = 4.4$	\$0	
22. Nellis Wine Bar & Music Academy	The wine bar is intended to fill a significant gap in the downtown range of entertainment venues. Catering to the younger generation who are looking for unique and local fare, this facility sits squarely astride the notion of the New Urban landscape. The music academy would provide a quirky complement to this same social milieu.	\$34,000	\$81,000	The other contribution will be equity investment from the owner.	$\$81/\$34 = 2.4$	\$0	
23. Rail Trail Landscape Improvements	Provide perennials, shrubs and new trees in and around the crossings where the trail intersects city streets. Develop a remediated brownfield site adjacent to the trail into a specialty dog park.	\$100,000	\$200,000	The other contribution will come from the City of Gloversville	$\$200/\$100 = 2.0$		
24. Medina Spanish Restaurant	Interior renovations, new equipment and Code improvements to provide a new restaurant.	\$50,000	\$70,000	The other contribution will come from the owner’s equity investment plus a micro-enterprise grant.	$\$50/\$70 = 1.4$		
Total	Total – Proposed Grant Funding	\$8,884,000					
	Total – Other Funding		\$43,636,000				
	Total – Composite Leverage				$\\$43,636/\\$8,884 = 4.91$		

*Private Money / Grant Money. For instance \$100,000 of grant money used to augment a mostly privately financed (\$500,000) project. Leverage = $\$500,000/\$100,000 = 5.0$

Note: The total DRI funding is less than \$10 million, but the above figures do not include contingencies, and the DRI planning process will no doubt result in additional projects for consideration

Exhibit C

Letters of Support

Vice President Pro Tempore

Chairman
Select Committee on Libraries

Vice-Chairman
Committee on Banks

Committee Assignments:
Banks - Education
Ethics - Finance - Health
Rules - Social Services

Website:
www.farley.nysenate.gov

**THE SENATE
STATE OF NEW YORK**



HUGH T. FARLEY
Senator, 49th District

711 Legislative Office Building
Albany, New York 12247
(518) 455-2181
(800) 224-5201
Fax (518) 455-2271

199 Milton Avenue
Ballston Spa, New York 12020
(518) 885-1829

33-41 East Main Street
Johnstown, New York 12095
(518) 762-3733

E-Mail
farley@nysenate.gov

May 20, 2016

MVREDC
207 Genesee Street
Utica, NY 13501

Dear Council Members:

I am pleased to write in strong support of the application submitted by the City of Gloversville for the Downtown Revitalization Initiative grant.

Gloversville is a small, struggling city which has faced a number of challenges, including significant repercussions from the loss of manufacturing jobs over the years. However, the City also has a number of assets and great potential. One of its greatest assets is a very dedicated citizenry which is committed to revitalizing the community.

I believe their plan will make a tremendous difference in the lives of local residents and will revitalize the local economy. In addition, I am confident that their plan will be effectively and efficiently implemented, and will help transform Gloversville.

Currently, there are a number of exciting developments and possibilities in the City. I have been working with local officials and residents on a number of initiatives, but the City needs additional assistance in order to make these initiatives a reality.

A Downtown Revitalization Initiative grant would be of great value to the City and the region. This would truly be a game-changer for Gloversville, Fulton County and the Mohawk region. It would also showcase the ability of New York State to partner with small cities in revitalization projects.

Again, I am pleased to express my strong support for the application submitted by the City of Gloversville. Please don't hesitate to contact me if I can provide additional information.

Cordially,

A handwritten signature in black ink that reads "Hugh T. Farley".

Hugh T. Farley
Senator





MARC W. BUTLER
Member of Assembly
118th District

THE ASSEMBLY
STATE OF NEW YORK
ALBANY

RANKING MINORITY MEMBER
Committee on Standing Committees

MEMBER
Committee on Economic Development,
Job Creation, Commerce & Industry

Committee on Higher Education
Committee on Agriculture
Committee on Insurance

Subcommittee on Agriculture
Economic Development &
Farmland Protection

May 19, 2016

Re: Downtown Revitalization Initiative (DRI) Application to MVREDC.

To whom it may concern:

I am writing to show my strong support for the City of Gloversville's DRI application.

A DRI award would be absolutely transformative for the city of Gloversville. The city has been struggling for years but has a new energy that is already manifesting itself in the form of major private investments and job growth. Without a university or major industrial anchor this resurgence is being bootstrapped by the creativity and spirit of its people and they are determined to build a new, sustainable 21st century city upon the rich architectural framework they have inherited from their forefathers.

I recommend that the City of Gloversville's application for this grant receive your strong favorable consideration.

Sincerely,

A handwritten signature in black ink that reads "Marc W. Butler". The signature is written in a cursive style with a large initial "M".

Marc W. Butler
Member of Assembly

County of Fulton

COUNTY BUILDING
JOHNSTOWN, NEW YORK 12095

Board of Supervisors

Telephone 518-736-5540

Fax: 518-762-0224

12 May 2016

Mayor Dayton King
Gloversville City Hall
3 Frontage Road
Gloversville, NY 12078

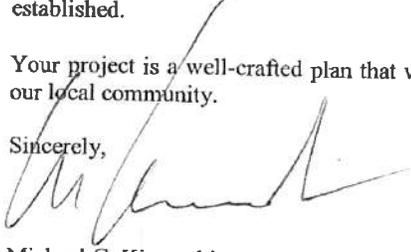
Dear Mayor King:

I am writing on behalf of the Fulton County Board of Supervisors to express its wholehearted support for the City of Gloversville's application for a 2016 Downtown Revitalization Initiative grant. The detailed goals in your plan are exceptional and carrying them out to fruition will be a huge boom to our entire region.

Gloversville's size and demographics make it a model candidate for this initial competitive grant cycle. A \$10,000,000.00 State investment will spur new follow-on investments from the private sector that will invigorate current redevelopment efforts already underway. The County of Fulton has launched a number of initiatives in recent years to foster new economic growth and the Gloversville Downtown Revitalization Plan fits well into creative regional goals that have been established.

Your project is a well-crafted plan that will attract new citizens and ensure the sustainability of our local community.

Sincerely,



Michael G. Kinowski
Vice-Chairman of the Board

MK:bc



May 11, 2016

To Whom It May Concern,

Our organization is wholeheartedly in support of Gloversville's efforts to garner the 2016 Downtown Revitalization Initiative.

We are open daily downtown with six full-time employees and have over 60,000 customer transactions annually. We established our location firmly and consciously in Gloversville's downtown to serve a redevelopment role.

We believe that this grant will have a truly transformative affect and enable us to bring all of our other resources to bear on this coordinated effort. This grant will leverage the human and physical capital that remains partially dormant as well as encouraging further investment in the downtown.

It is our philosophy that Downtown Gloversville serves as a "front porch" for the community; the focus of the community, creating the overarching impression for locals and visitors alike. The rebirth of Downtown Gloversville will spearhead the efforts to transform perceptions countywide. Thus we are active in numerous organizations turning this community into a hub of civic and business activity. Our city government has designed a strong comprehensive plan and we find an encouraging momentum building for a return to downtown vitality after too many years of decline.

With the assistance of this grant, our business and community leaders' current efforts will be accelerated many fold as we seek to become a model of downtown revitalization for Upstate New York.

We look forward to building the small city with an old world feel and a new future.

Sincerely,

A handwritten signature in black ink, appearing to read "C. Curro", is written over a light grey horizontal line.

Christopher T. Curro
General Manager

Fulton County Planning Board

1 East Montgomery Street
Johnstown, New York 12095
Telephone: (518) 736-5660
Fax: (518) 762-4597

Karen Smith
Chairman

Peter Goderie
Vice Chairman

To Whom it May Concern:

The Fulton County Planning Board (FCPB) would like to offer its support to the City of Gloversville as it pursues funding through the 2016 Downtown Revitalization Initiative. The County Planning Board believes that the availability of funding through this grant program could have a very meaningful impact on revitalization efforts in Gloversville's downtown area, which would not only impact the City but could have significant regional benefits.

County Planning Board is made up of local community leaders and interested community stakeholders that believe funding is the key component to pursuing initiatives outlined in the City's Comprehensive Plan, as well as supporting all of the efforts and ideas that the City's Business Improvement District (BID) would like to tackle. With secure financial commitments, the critical infrastructure and cosmetic improvements that are needed in order to attract both younger and older generations to the City's downtown area can become reality.

If the County Planning Board can offer any further insight or assistance with this effort, we will be happy to do so.

Sincerely,



Karen Smith
Chairman

KS/cme

GLOVERSVILLE



**PUBLIC
LIBRARY**

Barbara Madonna
Library Director

May 17, 2016

To Whom it May Concern:

20152016
Board of Trustees

The Gloversville Public Library wholly supports Gloversville's effort to pursue the 2016 Downtown Revitalization Initiative.

Elizabeth Batchelor

The Library is an anchor of downtown with a front row seat to the possibilities that exist therein.

Merry Dunn Brown

The resources from this grant are critical to implementing the goals outlined the Gloversville 2015 Comprehensive Plan and will transform the core of the city into a modern 21st century micropolis. Critical infrastructural and cosmetic improvements can be achieved with this funding allowing Gloversville to meet the changing needs of our younger and older generations alike. The ripple effects will have a positive impact throughout the municipality.

Craig Clark

Vincent DeSantis

The whole community is excited about the projects already underway and this funding will stretch private investment farther so more work can be accomplished sooner.

Patricia Donovan

To paraphrase native author Richard Russo, 'green shoots of hope are springing up in this community' and this funding will be a key component to successful growth.

Jay Ephraim

Robin Lair

Christine Pesses

Barbara Madonna
Director

Wanda Prew

*Serving Gloversville
Since 1880*

58 East Fulton Street, Gloversville, NY 12078-3213
518-725-2819 ■ Fax: 518-773-0292 ■ Email: gpl@sals.edu ■ www.gloversvillelibrary.org



← W

Elmer J. Washburn, CPA
Larry J. Sheeler, CPA
Trisha L. Rogers-Byrns, CPA
John P. Sawitzki, CPA
Michael W. Rossi, CPA
Amy M. Pedrick, CPA

trigers@westcpac.com
Voice Mail Ext. 108

Robert F. Thalsz, CPA
1951-2014

May 12, 2016

To Whom It May Concern:

We, the undersigned, are in support of Gloversville's efforts to pursue the 2016 Downtown Revitalization Initiative.

We believe the resources from this grant could play a transformative role in boosting Gloversville's downtown, and perhaps the whole city, into a modern 21st century micropolis.

As employers, local community leaders and interested community stakeholders, we see these funds as critical to jumpstarting the completion of our city's Comprehensive Plan commitments outlined and approved in 2015.

We believe that by providing the monetary resources to make critical infrastructure and cosmetic improvements, Gloversville can meet the changing needs of younger and older generations alike.

We look forward to an opportunity that allows the creation of a modern small-city environment on the strong framework built by the generations that preceded us!

Signature: Trisha Rogers-Byrns

Name (Print): Trisha Rogers-Byrns

Title: Partner

GLOVERSVILLE OFFICE

97 North Main St., PO Box 1219
Gloversville, NY 12078-0354
PHONE: 518.725.7127
FAX: 518.725.7835

SARATOGA SPRINGS OFFICE

60 Railroad Place, Suite 302
Saratoga Springs, NY 12866
PHONE: 518.587.5111
FAX: 518.587.0029

www.westcpac.com

The Adirondack Wood Floor Co.

30 S. Main Street • Gloversville, NY 12078 • 518-774-4972 • cell: 518-774-4972
www.theadirondackwoodfloorco.com • email: adirondackwoodfloors@frontiernet.net

May 12, 2016

To Whom It May Concern;

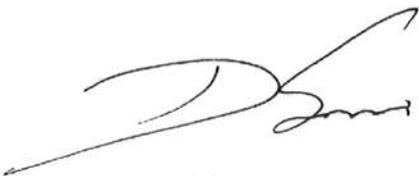
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Donald Savoie

President, The Adirondack Wood Floor Co.



P.O. Box 113
Gloversville, NY 12078
Phone: 518.921.4368
Fax: 518.921.4486

www.avantiproctech.com

May 20, 2016

The Honorable Dayton J. King
Mayor of the City of Gloversville
3 Frontage Road
Gloversville, NY 12078

Re: Downtown Revitalization Initiative

Dear Mayor King:

My name is Peter M. Holland, P.E., of Avanti Process Technologies, Inc., located within the City of Gloversville, and I am writing today in regards to the \$10 million Downtown Revitalization Initiative announced by the Governor's Office. The intent of this letter is to support the City of Gloversville in its efforts to be nominated, by the State, as a recipient of a share of the allocated revitalization funds.

Avanti Process Technologies, Inc. is a provider of professional civil engineering consultation services, as well as the sales and service of water treatment and process equipment. Our services cater primarily to the municipal water and wastewater industries, however we also perform a fair share of work for local chemical, industrial, and food/beverage clients. In my experience as a professional engineer, working with many municipalities in the Mohawk Valley and immediate surrounding areas, I have seen a growing amount of hardship and destitute facing these communities. I have worked directly with municipal officials and residents alike, and there is a common fear of what the future holds for these already suffering communities. For businesses providing technical services, such as ours, there is limited room for growth due to the lack of skilled and able job seekers looking for higher paying positions in the technical fields. Furthermore, for the local men and women that are seeking jobs in technical fields, the City of Gloversville, in its current state, is not necessarily a destination City. To assure that our business, and neighboring businesses alike, continue to grow and bring technical jobs to the area, it is imperative that we invest the required resources into the City of Gloversville, in particular, the downtown area. This City needs to eliminate the increasing urban blight and decrepitude, and return to the vibrant and affluent City that it once was so that new and expanding businesses will seek the City as an ideal destination. It is paramount that the City of Gloversville invest as much effort as possible in assuring that local businesses continue to grow and prosper, and bring high paying and skilled jobs to the local market. If the state of the City continues down its current path, the local community and economy alike will continue to suffer.

Sincerely,

A handwritten signature in black ink, appearing to read 'Peter M. Holland', written over a white background.

Peter M. Holland, P.E.

Cc: Vincent DeSantis, City Council Member, Third Ward
Nick Zabawsky, Orion Management Co.

Fulton Montgomery

REGIONAL CHAMBER OF COMMERCE

May 18, 2016

To Whom It May Concern:

The Fulton Montgomery Regional Chamber of Commerce strongly supports Gloversville's efforts to pursue the 2016 Downtown Revitalization Initiative.

It is our belief that the resources from this grant will play a critical role in advancing Gloversville's downtown, and in turn the entire city, into a thriving community.

As not only the Regional Chamber of Commerce, but also a downtown building owner, we see these funds as critical to facilitating the completion of our city's Comprehensive Plan commitments outlined and approved in 2015.

We believe that by providing the financial resources to make the necessary infrastructure and cosmetic improvements, Gloversville can meet the changing needs of today's younger and older generations alike.

We look forward to an opportunity that will allow for the creation of a modern small-city environment on the strong framework built by the generations that preceded us!

Sincerely,



Mark Kilmer
President/CEO

**FULTON COUNTY
BOARD OF REALTORS
INC.**

32 SPRING STREET
GLOVERSVILLE, NY 12078

Telephone: (518) 725-5523
www.fultoncountyboardofrealtors.com



HIGHEST STANDARDS
OF PROFESSIONAL SERVICE

May 20, 2016

Re: 2016 Downtown Revitalization Initiative

To Whom It May Concern:

Our organization, the Fulton County Board of REALTORS®, fully supports Gloversville's effort to obtain a grant for Downtown Revitalization.

We, as a Board of REALTORS®, strongly believe in homeownership, and revitalization of the downtown area will contribute to improving the quality of life of all of our residents.

A vibrant downtown area is vital to the growth of our community, encourages both small business and civic activity, and provides a welcoming first impression of our city for local residents and visitors alike.

Sincerely,

A handwritten signature in cursive script that reads 'Virginia M. Mackey'.

VIRGINIA M. MACKEY
President

VMM/sgb



FULTON COUNTY CENTER FOR REGIONAL GROWTH

May 19, 2016

To Whom It May Concern:

The staff and Board of Directors of Fulton County Center for Regional Growth greatly support Gloversville's efforts to pursue the 2016 Downtown Revitalization Initiative.

We believe the resources from this grant could play a major transformative role in boosting Gloversville's downtown environment for several reasons. Current local elected officials and downtown development organizations are firmly behind this initiative. There is a very positive atmosphere in the residents and business community within the City, and we see this as a timely opportunity to capitalize on this enthusiasm.

The City of Gloversville is one of the key communities in Fulton County. Improving the quality of life here will not only improve the City's downtown for Gloversville residents, it will also improve the image of Fulton County as a whole; within New York State and beyond. An improved image will make the area more marketable and inviting to businesses. Therefore, the Revitalization Initiative funds will continue to assist Gloversville, long after the initial dollars are invested in the Community.

CRG is dedicated to creating the economic development future of Fulton County and assisting Gloversville to garner this grant is part of that dedication. Again, we are pleased to whole heartedly advocate Gloversville as the recipient of these funds in the Mohawk Valley Region.

Sincerely,

Ronald M. Peters
President & CEO

RP/bsh



Nathan Littauer Foundation, Inc.

A Foundation for the Future

99 East State Street ■ Gloversville, New York 12078
518-773-5505

To Whom It May Concern,

On behalf of Nathan Littauer Hospital & Nursing Home I would like to offer my support of Gloversville's application for the 2016 Downtown Revitalization Initiative.

Nathan Littauer is Gloversville's largest employer with nearly 1000 individuals working in a great variety of positions from medical staff to buildings and grounds.

One of our greatest recruiting challenges is the lack of variety in housing, services, retail and entertainment in our downtown. Many of our employees come to us from larger cities and are looking for an urban environment with vibrant shopping, living and entertainment opportunities. Many of our educated, creative and affluent staff members become Saratoga Springs commuters due to the current lack of diversity in the central downtown.

Gloversville is poised for success. There is a forward thinking climate in government, economic development agencies, the business community and the not-for-profit agencies that support the population. Infrastructure exists, ready for repurposing. Private investors are ready to green-light projects, but no single project can be successful standing alone. Gloversville needs this transformational kick-start funding and is prepared to make the most of it.

Sincerely,

Geoffrey Peck
Vice President & Foundation Executive Director

Morgan Stanley

Ronald F. Zimmerman
The Mohawk Valley Group
Senior Vice President
Portfolio Manager
Financial Advisor

Wealth Management
7 Church Street
Gloversville, NY 12078
tel 518 386 2910
direct 518 773 3350
fax 518 386 2995
toll free 800 438 5843

www.morganstanleyfa.com/themohawkvalleygroup
NMLS # 1288145
ronald.f.zimmerman@morganstanley.com

May 19, 2016

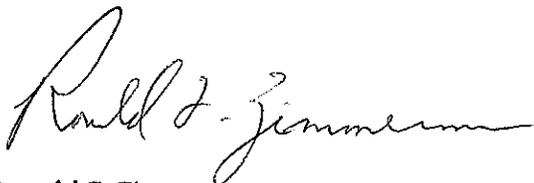
TO WHOM IT MAY CONCERN,

Morgan Stanley, a leading worldwide financial services organization, fully supports the 2016 Downtown Revitalization Initiative. Our firm opened the Gloversville office at 7 Church Street in 1993 recognizing the needs and potential of the city of Gloversville. Over the last 23 years while three banks have closed their doors downtown, Morgan Stanley is still committed to play a role in sustaining and accelerating the growth of the city.

There is a new spirit of cooperation between the business community and government. People are pulling together and it is contagious! The economic boost from the grant will give businesses and individuals the confidence to invest further in Gloversville. If Gloversville grows the region will prosper.

Morgan Stanley is looking forward to being a part of the new era in Gloversville.

Sincerely,



Ronald F. Zimmerman
Senior Vice President
Portfolio Manager



Schine Memorial Hall, LLC
26-40 North Main Street
PO Box 333
Gloversville, New York 12078

May 20, 2016

TO WHOM IT MAY CONCERN,

Schine Memorial Hall, LLC was formed five years ago to purchase, preserve, and renovate the historic Memorial Hall in the heart of downtown Gloversville. We are a group of about fifty community minded citizens committed to the revitalization of Gloversville. We raised \$500,000 from our members and have spent thus far over \$450,000 on improvements.

When we purchased the building there were only three tenants. We now have eleven tenants, including Mohawk Harvest Cooperative Market, the anchor store of downtown. The third floor is returning to its roots as a cultural hub promoting the arts. The Schine Gallery and Gloversville Community Music are housed on that floor.

The 2016 Downtown Revitalization Initiative goes hand in hand with our motto "Investing in Gloversville's Potential" with the assistance of this grant we could fully develop Schine Memorial Hall and make it a focal point of downtown Gloversville as it was historically. Schine Memorial Hall, LLC is excited to accelerate our redevelopment efforts and help make our city all that it can be.

Sincerely,

Sandra Maceyka, co-manager
Karen S. Smith, co-manager
Ronald F. Zimmerman, co-manager

GLOVERSVILLE ENLARGED SCHOOL DISTRICT

234 Lincoln Street, Gloversville, New York 12078

Telephone (518) 775-5791

Fax (518) 725-8793



Michael B. Vanyo
Superintendent

May 20, 2016

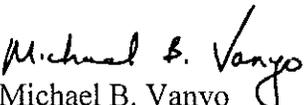
Mayor Dayton King
Gloversville City Hall
Gloversville, NY 12078

Dear Mayor King:

I offer this letter in support of the Downtown Revitalization Project for the City of Gloversville. As Superintendent of Schools for the Gloversville Enlarged School District, I feel the acquisition of the available grant would breathe new energy into the city and greatly benefit the citizens of Gloversville which includes all the students of our school district. The transformation of our downtown area would greatly enhance our downtown business and the quality of life for our citizens.

Please do not hesitate to contact me if I can be of further assistance in the grant application process.

Sincerely,


Michael B. Vanyo
Superintendent of Schools