

Fulton and Montgomery Region CEO Roundtable

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Brown's Ford

Michael Bowker
NBT Bank

Rick Ruby, Sr.
Ruby & Quiri

Paul Connelie
Benjamin Moore &
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Jennifer Saunders
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Jared Eckler
Tim Beckett
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Victor Giulianelli
St. Mary's Healthcare

Andy Heck
Alpin Haus

Laurence Kelly
Nathan Liffauer
Hospital

Mark Killmer
Fulton Montgomery
Regional Chamber
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Jim Landrio
Holiday Inn
Johnstown-Gloversville

Patrick Michel
HFM BOCES

To: Elected Officials in Fulton and Montgomery Counties

From: FM Regional CEO Roundtable

Date: June 5, 2014

RE: Growing our Region

The CEO Roundtable is comprised of area business leaders and large not-for-profit employers and is focused on moving the Fulton-Montgomery Region forward by providing a strong economy, a vibrant community, and jobs for our citizens. For the past three years, the CEO Roundtable has worked to promote the region and has worked collaboratively with elected officials to create a business-friendly environment.

Certainly, part of such a business-friendly environment is how we are perceived by those who are looking to move their businesses to our region, start a business, or expand a current business. Mike Mullis, a corporate site selector who visited our region last fall, as well as other regional developers, advised the audience in attendance that newspaper headlines and media make a difference in a business's decision to invest in a region. Everything local officials say and do matters. Mike Mullis warned, and the CEO Roundtable agrees, that publicly waged, local political battles negatively impact the Fulton-Montgomery Region's image and its ability to attract business investment.

Disagreements happen in governance. In fact, a good discourse coupled with data-driven discussion and compromise create a good governance structure and a community that is strong. However, how that discourse takes place publicly can help or hurt a community's image.

Recently, it has been reported in the media that elected officials in the City of Amsterdam, City of Gloversville, Town of Johnstown

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Recorder

William L. Keller III
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Todd Rulison
Frontier Communications

Diana Marshall
Gloversville Sewing
Center

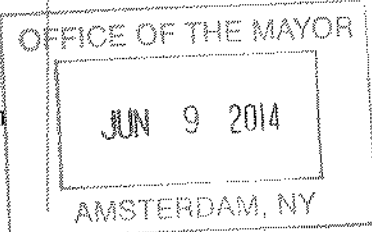
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and others have engaged in the exact types of public interactions that Mike Mullis and regional developers have advised create a negative environment, present a poor image and discourage businesses from investing in the community. Name calling, arguing, personal attacks and making decisions based upon personalities rather than data, is not the type of governance that this region needs or desires. It is an embarrassment. Businesses and developers say that they don't want to be a part of a community that includes such a negative environment. This community and all local officials must be conscious of this type of public interaction and the effect it can have on the region.

The CEO Roundtable respectfully asks all local elected officials to have fruitful and data-driven discussions about the very complex issues facing local municipalities. Govern in a professional manner and create a positive image of a community that developers and businesses would prefer to invest in instead of avoiding. The Fulton-Montgomery County Region's image needs to improve, and it will start with thoughtful governance, not political in-fighting.

Later this year, the CEO Roundtable plans to host a seminar to discuss how we can all speak and think positively about how to move the Fulton-Montgomery Region forward and grow our economic position. As an elected official, we hope that you will be able to join us at this event and share with us the challenges you face. Our members want to see how they can help, and together we can make this region grow.

Until then, if the CEO Roundtable members can be of any assistance, please contact Dr. Dustin Swanger to discuss how we might help.