

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY

June 25, 2015

Meeting Minutes

CALL TO ORDER

Chair Robert Hanft called to order the meeting of COIDA at 8:09 a.m. at Stella Luna Ristorante, located at Market Street, Oneonta, NY. Voting members present were Robert Hanft, Joe Bernier, Len Marsh, Jim Salisbury, Hugh Henderson, Jim Jordan and Jeff Lord. Craig Gelbsman joined the meeting at 8:30 a.m.; Mr. Henderson left the meeting at 9:22 a.m.

Also in attendance were staff members Sandy Mathes and Elizabeth Horvath; agency counsel A. Joseph Scott and Kurt Schulte; invited guests Ken Tompkins, Duncan Davie, Tatiana Boba, Mitchell Lynch, Libby Cudmore and Ian Austin, and additional attendees Anne-Marie Gorman (Northeast Energy Projects) and Edmund Doyle (“Observer”).

WELCOME / Remarks

Mr. Hanft welcomed the group; Ms. Horvath performed roll call.

Mr. Davie offered Senator Seward’s regrets, and told the board that the Senator views the IDA as a great partner. The Senator continues to work to establish the IDA as the single point of contact, hoping for this approach to be completely embraced by the community, as it will be good for all. Mr. Davie applauded the IDA’s new branding, calling it forward-looking and aggressive. He went on to describe the URI and the \$500 mm for broadband as opportunities for real change in Otsego County.

Mr. Tompkins informed the group that Otsego is well engaged in the MV500 effort, creating a five-year vision to deploy \$500 mm by looking at our assets and how to leverage them.

ANNUAL REPORT

Mr. Hanft introduced the 2014 annual report, commenting on the fact that it was a year of transition; that the IDA is bringing a more private-sector, proactive approach to economic development, with many initiatives underway, many of which will succeed and bring the County high-paying jobs. Mr. Hanft is optimistic and at the same time realistic, recognizing the progress is slow, and we have disadvantages that we must work against. Lastly, Mr. Hanft mentioned that Mr. Mathes and the board are close to finalizing a strategic plan, which they hope to finish during an upcoming retreat.

CEO’s REPORT

Mr. Mathes provided his CEO's report, which included comments concerning:

- * CFA applications
- * MV500 and the Governor's vision for regional collaboration, and the value of that process
- * The incredible support from our governmental leaders, Assemblymen Lopez and Magee, and especially Senator Seward, who's very responsive, and "a deal closer"
- * Rail
- * Workforce development

Mr. Mathes concluded by stating that progress is hard, it doesn't happen overnight, but we have positive momentum and a newfound professionalism.

Mr. Davie commented that he and the Senator knew that this would be a multi-year building process, involving commitment, but that over time, the strategy would produce great results, and the initial progress shows this.

MEETING MINUTES

After a short break for coffee, minutes for the May 28, 2015 meeting of COIDA, the June 11th Audit & Finance Committee, and the June 18th Project Committee were presented to the Board. After brief discussion, Mr. Bernier moved to accept the minutes. Mr. Salisbury seconded and the motion passed unanimously by voice vote.

TREASURER'S REPORT

Mr. Lord presented the financial reports to the Board. There was nothing remarkable in the financial reports. After brief discussion, Mr. Salisbury moved to accept the draft Treasurer's Report. Mr. Bernier seconded and the motion was passed unanimously by voice vote.

BILLS TO BE PAID and PAYROLL REPORT

Ms. Horvath presented the Bills to be Paid report to the Board, highlighting any non-recurring expenditures. Mr. Bernier moved to approve the reports, Mr. Jordan seconded, and the motion was passed unanimously by voice vote.

MOTIONS AND RESOLUTIONS

DBA Otsego Now

Mr. Schulte presented a resolution authorizing the use of the name Otsego Now as a "doing business as" name for the IDA and its related entities. _____ so moved, _____ seconded, and the motion passed unanimously by voice vote.

Treffeisen Mortgage

Mr. Schulte indicated that the IDA had received a letter from Les Sittler representing the Treffeisens and requesting that the IDA consent to a mortgage being put on the property on which we have a sale/leaseback agreement (for the next year or so), as one brother is purchasing the interest of the other. Mr. Bernier moved to approve this motion, Mr. Salisbury seconded, and the motion passed unanimously.

Delaware Engineering

Members of the Project Committee recommended amending Delaware's contract with us for Pony Farms to add \$5000 to the total, reflecting the enormous amount of additional work the company has taken on for SEQ, etc. Mr. Bernier so moved, Mr. Marsh seconded, and the motion passed unanimously.

Rail Yards RFQ

Members of the Project Committee recommended authorizing staff to publicize and issue an RFQ in order to select a consultant to perform the rail yards study. Mr. Salisbury so moved, Mr. Henderson seconded, and the motion passed unanimously.

Workforce Training Center

Mr. Bernier moved to approve spending the \$147,500 to equip the Center, all of which will be reimbursed by New York State under the two grant agreements we have received. Mr. Gelbsman seconded, and the motion passed unanimously.

CFAs

The Project Committee recommended that the Board vote to spend up to \$27,500 for consultants to help us create specific grant applications by the July 31st deadline, for both the IDA and business partners. Mr. Marsh so moved, Mr. Jordan seconded, and the motion passed unanimously.

Lease of Siemens building

Mr. Mathes updated the Board that an interested party has been shown the Siemens building on several occasions and a lease agreement may be forthcoming for the Board's consideration.

ADJOURNMENT

The next meeting of the COIDA Board will take place on July 23, 2015 at 8 a.m. at the Otsego Now offices at 189 Main Street, Oneonta, NY. There being no further business, Mr. Bernier moved to adjourn. Mr. Salisbury seconded and, at 9:40 a.m., the meeting was adjourned.