

**Projects Committee Meeting**  
**May 9<sup>th</sup>, 2024**  
**8:00 A.M.**

**Tom Armao, Chair • James Seward, Vice Chair • Patricia Kennedy • Andrew Marietta**  
**Jeff Lord • Craig Gelbsman • David Rowley • Cheryl Robinson**

**Jody Zakrevsky, CEO • Meaghan Remillard, Director of Finance and Administration**  
**Nasim Vargha, Administrative Assistant • Joseph Scott, Bond Counsel**  
**Kurt Schulte, Agency Counsel**

- Chair's Comments
- Review Project Trackers
- Review Director's Report
- New and Unfinished Business

## Project Overview

<b>Project Title</b>	<b>Oneonta Railyards Development</b>
<b>Project Description</b>	Redevelopment of Oneonta Railyards
<b>Key Objectives for 2024</b>	<ul style="list-style-type: none"> <li>• Clear At Least 5 acres of brush and trees</li> <li>• Finish Community Geo-Thermal Heat Pump Feasibility Study</li> <li>• Go out to Bid for Oil and Stone on Unpaved Portion of Roundhouse Road</li> <li>• Work with C2C Construction Solutions to get construction estimates for 5,000 square foot office building.</li> <li>• Continue to work with Southern Tier 8 to develop grant application to EDA for construction.</li> <li>• Sell 50-foot strip of property to May Enterprises for new roadway.</li> <li>• Continue discussions with Routine Properties re: housing development.</li> </ul>
<b>Target Completion Date</b>	Ongoing
<b>Estimated Total Investment</b>	\$5,200,000
<b>Owner</b>	Jody Zakrevsky
<b>Stakeholders</b>	City of Oneonta, Otsego Now, NYS ESD
<b>Status</b>	Active
<b>Project Flags/Concerns</b>	Site Contamination – low risk

### Updated Information:

**Met with Massachusetts company interested in purchasing the entire railyard business park. They are currently working on an application for PILOT assistance. They indicated they hope to have an offer letter out to us by the end of the week.**

**I have asked Rich Brimmer to hold off on paving Roundhouse Road until I hear back from the company.**

## IDA Objective ROI

Employment Impact	50-100 new jobs
IDA Revenue (One-Time)	NA
IDA Revenue (Recurring)	\$x (lease of 5 buildings)
Business Relationship Impact	Moderate
Community Engagement Impact	Moderate

## Partnerships

Project Partnerships	Lucas Saltsman, C2C Construction Solutions (Utica) Bill Gaetano, Gaetano Construction (Utica) Aaron Marcus, Routine Properties (NYC) Jen Gregory, Southern Tier 8 Richard Bremmer, County Highway Superintendent Greg Matice, Oneonta City Administrator Ed May, May Enterprises
Post Project Partnerships	Michael N'Dolo, MRB Group Jane Nicholson, MRB Group Judy Pangman, City Community Development Danny Lapin, Otsego County Conservation Association Mark Davies, City Councilman Kevin Schultz, City Environmental Review Board Karl Seeley, Hartwick College Barbara Ann Heegan, Chamber of Commerce Katherine O'Donnell, Hartwick College

## Grant Management

Grant ID	Project# 132,929
Grant Amount	\$500,000
Source Agency	NYS Empire State Development
Details	Grant funds are for acquisition and infrastructure investments
Requirements	Grant Funds can only account for 20% of total project costs.
Expiration Date	Fall 2024

Project Expenses	Target Amount	YTD Actual	Grant Funding Amount	YTD Actual
Acquisition	\$250,000	\$250,000	\$	\$250,000
Work w/ ST8	\$1,500,000		\$	
Site Master Plan	\$50,000 - planned \$32,800 – awarded	\$32,800	\$	\$32,800
Resurface Roundhouse Road	\$200,000		\$	
Infrastructure Improvements	\$4,600,000		\$ 500,000* \$2.3 million**	
Clear 5 acres of property	\$30,000			
<b>TOTALS</b>	<b>\$5,250,000</b>	<b>\$250,000</b>	<b>\$500,000</b>	<b>\$0</b>

\*Awarded by NYS ESD

\*\* Planned application to Federal EDA

### Project Milestones: Master Plan Development

Project Milestones	Target Start	Target End	Status	Actual Start	Actual End
Community Geo-Thermal Study	4/1/22	5/1/23	Completed	1/10/22	2/28/2024
Clean Up Site 5	3/15/22	9/15/22	Completed	7/30/2022	10/20/2022
Repave Roundhouse Road	5/15/2024	5/30/2024	Received Estimates from County		
Selection of design consultant for paving road.	4/15/24	5/15/24	Putting together RFP.		
Clearance of Another 5 Acres	6/1/24	8/30/24	Preparing Bid Documents		
Selection of design consultant for clearance.	4/15/24	5/15/24	Putting together RFP		

## Project Overview

<b>Project Title</b>	<b>Richfield Spring Eco-Business Park</b>
<b>Project Description</b>	<p>Development of Richfield Spring Eco-Business Park to accommodate Crystal Mountain Properties will develop a 22-acre business Park in Richfield Springs Otsego County with 85,000 square feet of manufacturing space in two separate buildings to house Ruby Lake Glass and Andela Products business expansions.</p> <p><i>2024 Phase: Site Development</i> The project will consist of site preparation and extension of necessary utilities to the Park, including site clearing and earthwork, construction of an access road, installation of a wastewater collection system, and extension of water service, a gas main, and electrical service.</p>
<b>Key Objectives</b>	<ul style="list-style-type: none"> <li>• Prepare Site for Sale or Lease</li> <li>• Provide for at least 3 new businesses to relocate or expand into the Richfield Springs Business Park</li> </ul>
<b>Target Completion Date</b>	<b>October 2024</b>
<b>Estimated Total Investment</b>	\$2,400,000
<b>Owner</b>	Jody Zakrevsky
<b>Stakeholders</b>	Andela Products/Ruby Lakes Glass, NYS ESD
<b>Status</b>	Anjo Construction will start by mid-June.
<b>Project Flags/Concerns</b>	<b>Concerns over NYSE&amp;G getting public service commission approval.</b>

## DA Objective ROI

<b>Employment Impact</b>	15 new jobs
<b>IDA Revenue (One-Time)</b>	\$250,000 (sale of site) To Be Determine by Appraisal
<b>IDA Revenue (Recurring)</b>	\$ To Be Determined – vacant sites could be leased to companies
<b>Business Relationship Impact</b>	Low Enhancing relationship with Ruby Lakes Glass/Andela Products
<b>Community Engagement Impact</b>	Low Village and town communication through project process.

## Partnerships

<b>Project Partnerships</b>	Brett Steinberg, Project Engineer, EDA Michael N'Dolo, MRB Group Alyson Slack, MRB Group Cynthia Andela, Andela Products Jonathan Gross, Ruby Lake Glass Ken Ellsworth, Keystone Associates Mark Parker, Keystone Associates Richfield Springs Town Board Richfield Springs Village Board
<b>Post Project Partnerships</b>	IDA, the Village, the Town and Andela Products and Ruby Lake Glass

## Grant Management

<b>Grant ID</b>	93220 - Approved
<b>Grant Amount</b>	\$325,000
<b>Source Agency</b>	NYS Empire State Development
<b>Details</b>	Grant funds are for sewer and water infrastructure
<b>Requirements</b>	Grant Funds can only account for 70% of total project costs.
<b>Expiration Date</b>	August 31, 2024

<b>Grant ID</b>	01-01-14979 - Approved
<b>Grant Amount</b>	\$1.2 million
<b>Source Agency</b>	Federal EDA
<b>Details</b>	Grant funds are for sewer and water infrastructure
<b>Requirements</b>	Grant Funds can only account for 70% of total project costs.
<b>Expiration Date</b>	August 28, 2024

<b>Grant ID</b>	Project ID: 67423
<b>Grant Amount</b>	\$500,000
<b>Source Agency</b>	Appalachian Regional Commission
<b>Details</b>	To be added to EDA funding
<b>Requirements</b>	EDA must approve payments on behalf of ARC
<b>Expiration Date</b>	February 28, 2024

## Budget and Funding

Project Expenses	Target Amount	YTD Actual	Grant Funding Amount	YTD Actual
Administrative and Legal Expenses	\$59,000		\$325,000 - ESD* \$1,200,000 – EDA**	
Architectural and Engineering Fees	\$18,000		\$500,000 – ARC***	
Construction Supervision and Grants Management	\$100,000		\$375,000 – IDA	
Construction	\$1,910,000			
Contingencies	\$313,000			
<b>Contingencies</b>	<b>\$500,000</b>			
<b>TOTALS</b>	<b>\$2,400,000</b>		<b>\$2,400,000</b>	

\*Approved

\*\*Approved

\*\*\*Approved 4/10/23

### Updates:

**The public service commission is being led by their Office of Rates and Tariffs.**

**Angelika Steward of DEC has issued a wetland permit.**

**HUNT Engineering, Anjo Construction and Otsego Now met to discuss issues. Anjo Construction indicated that they believe they can find \$97,500 in MWBE supplies and materials to satisfy NYS ESD requirements. They will check with the bonding and insurance carries what must be done to issue updated bonds and insurance. They plan on starting construction by mid-June.**

**Anjo would like us to apply for a time extension to allow them to work through September.**

## Project Milestones

Project Milestones	Target Start	Target End	Status	Actual Start	Actual End
Water and Sewer Memorandum of Agreement	3/11/24	3/24/24	With Attorneys	10/14/20	???
Extension of Natural Gas	10/14/20	9/3/22	NYSE&G filed petition with PSC		
County Loan	6/2/21	12/15/22	Determination of Need		
DEC Permit Approved	9/1/22	9/30/22	DEC permit issued.	4/26/2024	
DOT Permit	2/8/2024	6/1/2024	DOT waiting for revised bonds from Anjo		
Construction Contract Award	6/15/2024	9/30/2024	Awarded – notice to proceed not approved.		
Pre-Construction Conference	5/1/23			5/7/2024	
Construction	4/1/24	8/28/24		6/15/2024	9/30/2024



## CEO's Report May 8, 2024

### Operations, strategic goals, and succession

**Operations:** M. Marino is currently handling all activities with the Micro-Enterprise Grant Program, reconciliation of all profit and loss / balance sheets, overseeing 2023 Audit, all telecommunication services, property management, and represents the agency with the Mohawk Valley Regional Economic Development Council. N. Vargha receives and deposits all checks and income, prepares vouchers for billings, receives, and prepares all bills for payment, prepares minutes for all meetings, and works telecommunication equipment as needed. J. Zakrevsky provides all other operational support for economic development items including grant application, overseeing, and negotiating with projects involving infrastructure improvements,

### Strategic Goals:

#### 1. To ENTICE economically diverse industries

<u>Contacts/Interviews</u>	<u>Potential Projects</u>
- Had discussion with of BBG Mergers & Acquisitions regarding a company looking for rail siding.	- Submitted response back to NYS ESD regarding Project Omega. The company is a foreign sustainable modular construction company looking to establish a production and assembly operation in the US to serve the healthcare & life sciences, battery, and semiconductor industries.
- Went to Cybersecurity conference in Binghamton.	- In contact with Rick Manzardo of the Vecino Group who is interested in building new housing in Cooperstown
- Phuong Mokay	- Received proposal to reach out to 100 start-up businesses.

#### 2. To ENCOURAGE businesses growth and retention

- Working with Brooks Bottling on new grant application for expansion of business.
- In contact with Cyndy Andela on her expansion plan.

#### 3. To ENSURE resources for continued success

- Had discussions with County Administrator Steve Wilson re: increase in 2025-2027 budgets by \$100,000.
- Potential Pilot Program with the Vacino Group
- Potential Pilot Program with New Leaf Energy
- Interviewed staff for innovation center; job description for Director of ED

<b>Date</b>	<b>Place</b>	<b>Meeting</b>
April 11	Oneonta	Otsego Now Committee Meetings
April 15	Oneonta	ST8 Broadband Collaboration Meeting
April 16	Oneonta	Meeting with Couty Administrator Steve Wilson
April 17	Oneonta	Meeting with Steve Wilson and Hartwick and SUNY Oneonta Students
April 18	Oneonta	ST8 Comprehensive Economic Strategies Meeting
April 23	Oneonta	WhatsUpstateNY.com Launch Luncheon
April 24	Oneonta	Meeting with Larry Stevens
April 24	Oneonta	Meeting with Ed May
April 25	Oneonta	Otsego Now Board of Directors Meeting
April 26	Cooperstown	Meeting With Cooperstown Assessor
April 27	Oneonta	Earth Day
May 1	Nichols	Cybersecurity Conference
May 3	Binghamton	Zoom Meeting with Chairperson Robinson
May 3	Binghamton	ST8 Board of Directors Meeting
May 3	Binghamton	Meeting at Keystone Engineers
May 6	Oneonta	ST8 Broadband Collaboration Meeting
May 7	Oneonta	Meeting with D. Rowley and Mike Badorini from Massachusetts
May 8	Oneonta	Zoom Meeting with Anjo Construction and HUNT Engineering

## **Correspondence Received:**

## **Financial Updates**

- See attached financial report and statements.

## **Oneonta Railyards Industrial Park**

- See Charter.

## **Richfield Springs Industrial Park**

- See Charter

## **Brooks Bottling**

- Still working on CDBG application.

## **Arcadia**

- Tammy Harris still is following up with her committee regarding the Master Development Agreement.

## **2025 County Appropriation**

- Have started discussions with County Administrator Steve Wilson about increasing county's allocation to the IDA for 2025.

## **2024 Active Leads**

- Received Project Omega from ESD and submitted both the Oneonta Railyards Business Park as well as the Oneonta Business Park for consideration.
- Received an inquiry from Edward Granka, President of BBG Mergers & Acquisitions representing a company looking for rail sidings.
- Met with a company from Massachusetts interested in the Oneonta Railyards.

## **Draft 2024 - 2027**

- Met with County Administrator Steve Wilson and discussed the need to increase the IDA annual appropriation by \$25,000 for the next three years.

## **Solar Projects**

- Received a telephone call from Cherry Valley's Supervisor Thomas Garretson regarding a new solar project in Cherry Valley. It is probably the same one as Carson Power Renewable is proposing. He will be forwarding me the letter he received as well as reaching out to Nan Stolzenburg – the Town's consultant.

## **Proposed New Housing Development**

- Met with the Village of Cooperstown Assessor and reviewed the plans provided by the Vecino Group. The Assessor reviewed the documents and placed a tentative new assessment on the completed project at \$6,370,089.
- Now working on a project PILOT analysis to determine the new taxes on the proposed complex.