

Projects Committee Meeting
April 11th, 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

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

Updated Information: Otsego County Highway Superintendent, Richard A Brimmer, met with his oversight committee about helping prepare Round House Road for paving. He told the committee that Otsego Now would pay for the Highway Department's time and materials. After much discussion, the committee approved to help the IDA with road improvements/pave Roundhouse Road to help economic development.

We will have an updated schedule when this work will be done.

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	<p>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</p>
Post Project Partnerships	<p>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</p>

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
Oil and Stone Roundhouse Road	\$40,000		\$	
Infrastructure Improvements	\$4,600,000		\$ 500,000* \$2.3 million**	
Clear 5 acres of property	\$30,000			
TOTALS	\$5,250,000	\$250,000	\$500,000	\$0

*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
Oil and Stone Unpaved Roundhouse Road	7/15/24	8/30/24	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

Project Title	Richfield Spring Eco-Business Park
Project Description	<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>
Key Objectives	<ul style="list-style-type: none"> • Prepare Site for Sale or Lease • Provide for at least 3 new businesses to relocate or expand into the Richfield Springs Business Park
Target Completion Date	August 28, 2024
Estimated Total Investment	\$2,400,000
Owner	Jody Zakrevsky
Stakeholders	Andela Products/Ruby Lakes Glass, NYS ESD
Status	Active
Project Flags/Concerns	Concerns over NYSE&G getting public service commission approval.

DA Objective ROI

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

Partnerships

Project Partnerships	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
Post Project Partnerships	IDA, the Village, the Town and Andela Products and Ruby Lake Glass

Grant Management

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

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

Grant ID	Project ID: 67423
Grant Amount	\$500,000
Source Agency	Appalachian Regional Commission
Details	To be added to EDA funding
Requirements	EDA must approve payments on behalf of ARC
Expiration Date	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			
Contingencies	\$500,000			
TOTALS	\$2,400,000		\$2,400,000	

*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 is trying her hardest to get our permit to us. They recently implemented a new internal system, which is causing delays. She's held up issuing this because of one internal issue, which she is hoping will get resolved very soon.

HUNT Engineering is working on contracts with Anjo Construction.

We received revised unit quantities from Keystone Engineers – lower unit quantities since entranceway have been reduce.

Spoke with Anjo Construction who indicated they are still on track to do the work and if we can start before July 1st the bid prices are still valid.

Final revised drawings have be sent to NYS DOT.

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		
All Permits Approved	9/1/22	9/30/22	Still waiting for DEC permit.	4/15/24	
Construction Contract Award	4/15/23	4/15/25	Awarded – notice to proceed not approved.	5/9/23	
Pre-Construction Conference	5/1/23				
Construction	4/1/24	8/28/24			

CEO's Report April 10, 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>
- Met with Dr. Stephens of Hartwick College	- In contact with Domenic Provenzale who is interested in a cannabis manufacturing site.
- Met with Ms. Maenghwa Jo of S. Korea	
- Met with M. Pentaris re: companies he is trying to entice to Otsego County	- Contacted by Todd Reed to help him develop property he owns on Route 23 in Oneonta.
- Met with Phuong Mokay who is interested in innovation center	- In contact with Rick Manzardo of the Vecino Group who is interested in building new housing in Cooperstown

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 \$25,000 per year.
- 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

<u>Date</u>	<u>Place</u>	<u>Meeting</u>
March 14	Oneonta	Zoom Meeting with Ramboll Engineering
March 19	Oneonta	Meeting with Potential Candidate for Marketing Coordinator
March 21	Cooperstown	County of Otsego Administration Committee
March 21	Cooperstown	Meeting with County Administrator
March 25	Oneonta	ST8 Broadband Collaboration Meeting
March 28	Oneonta	Otsego Now Board of Directors Meeting
April 2	Oneonta	Meeting with Vice Chairman Rowley and Attorney Schulte Re: Closing Documents for BBL Construction
April 8	Binghamton	Discussion with Tod Reed of Rochester
April 9	Oneonta	Zoom Meeting re: Chobani
April 10	Oneonta	Meeting with Chairperson Robinson
April 10	Oneonta	Meeting with Rick Manzardo of the Vecino Group

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.

2023 Audit

- The 2023 audit was presented by Mostert, Manzanero & Scott, LLP. The Board of Directors accepted the 2023 audits.

Arcadia

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

2024 County Appropriation

- The County's \$200,000 appropriation was received in April.

PARIS Reports

- The following reports were prepared and submitted to NYS Authorities Budget Office for the IDA, the CRC, and the ORYLDC:
 - o 2023 Annual Report
 - o 2023 Investment Report
 - o 2023 Procurement Report
 - o 2023 Certified Financial Report

2024 Active Leads

- Two new leads were received from NYS Empire State Development. We do not have any adequate size buildings or acreage for these referrals.
- Reached out to Mark LaBuzzetta of ESD to inquire about other leads that Otsego Now has responded to and he indicated they haven't received any updates on any site selections yet.

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

- Meet with the County's Administration Committee on March 21, 2024, regarding project in Edmeston. The County Board of Representatives approved the PILOT Agreement at their Board meeting on April 3rd.
- Project Worcester Solar has just resurfaced located at 118 Up County Road. This project notified the County before the County had opted out of section 489 of the NYS Tax Law.
- A new solar project from Carson Power Renewable Power was received by the County Real Property Director who forwarded a copy to our office. The project is located at County Route 54, Cherry Valley and is referred to as East Springfield Solar LLC.

Proposed New Housing Development

- Vecino Group is looking at the 217 Main St site in Cooperstown for the demolition of a vacant building, to replace it with a 50-unit affordable housing development, with an 8 unit set aside for persons with developmental disabilities. They have applied to OPWDD for Integrated Supportive Housing funding and anticipate making an HCR 9% tax credit application in August/September of this year. As part of that application process, HCR likes to see all hurdles have been addressed, with property taxes being one of those hurdles. HCR will need to see a 30-year PILOT for a successful application.
- I spoke with Mayor Tillapaugh about this project, and she indicated that she and the village board were supportive of this project.

Skyline Hospitalityes

- We signed a new sales tax agreement with Skyline Hospitalityes' general contractor, BBL Construction.

2024 Micro-Enterprise Grant

The following grants were awarded by the Otsego County Board of Representatives:

- \$35,000.00 grant to Lisa Garza & Josh Long d/b/a Red Barn Farm and Brewery
- \$22,800.00 grant to August Johnson d/b/a Captain Cooks Seafood Market
- \$35,000.00 grant to Krista Jester d/b/a The Chief
- \$35,000.00 grant to Noelle & Erich Adamoschek d/b/a 25 Main Collective
- \$35,000.00 grant to Michael Parker d/b/a Sleeping Lion Farm
- \$35,000.00 grant to David Kenny d/b/a TechKnowledge
- \$33,600.00 grant to Sonia Sola d/b/a Nectar Hills Farm
- \$11,700.00 grant to Karl Benner & Megan Haggerty d/b/a The Local Bird
- \$11,700.00 grant to Jessie & Mathia Coughlan d/b/a Spurbeck's Grocery
- \$28,200.00 grant to Erin Reynolds & Nathan Carson d/b/a Roaming Roots

New Retail Development

- Tod Reed of Rochester owns a 7 acre parcel across from Lowes in the Town of Oneonta and wishes to develop additional retail at the site.