

Projects Committee Meeting
August 10th, 2023
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 Marino, Director of Finance and Administration
Tammy Graves, Marketing Coordinator • Nasim Vargha, Administrative Assistant •
Victoria Spina, Marketing Intern • Joseph Scott, Bond Counsel •
Kurt Schulte, Agency Counsel**

1. Chairman's Comments
2. Approval of July 13th Projects Committee Minutes
3. Douglas Gulotty and Robert Hickey Presentation and PILOT Application
4. Executive Session; To discuss the medical, financial, credit or employment history of a particular person or corporation
5. Review Project Trackers
6. Review Director's Report
7. New and Unfinished Business

**COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY
OTSEGO COUNTY CAPITAL RESOURCE CORPORATION**

**PROJECTS COMMITTEE
JULY 13th, 2023
MEETING MINUTES**

CALL TO ORDER

The COIDA and OCCRC's joint Projects Committee meeting was called to order at 8:07am at the Otsego Now offices at 189 Main Street in Oneonta, NY. Members present included:

Tom Armao
David Rowley
Andrew Marietta (v)
Patricia Kennedy

James Seward (v) *
Jeffrey Lord
Cheryl Robinson

Absent members: Craig Gelbsman

Also, in attendance:

STAFF

Jody Zakrevsky, **CEO**
Meaghan Marinos, **Director of Finance and Administration**
Tammy Graves, **Marketing Coordinator**
Kurt Schulte, **Agency Counsel**
Nasim Vargha, **Administrative Assistant**
Victoria Spina, **Marketing Intern**

GUESTS

David Kenny

(v) – virtual

* - left before end of meeting

CHAIR'S REMARKS

Projects Chair, T. Armao, moved immediately into the agenda.

MEETING MINUTES

T. Armao requested a motion to approve the June 8th Project Committee meeting minutes. Committee members were given a draft copy of the minutes prior to the meeting for review.

There being no corrections to be made, J. Lord made a motion to approve the meeting minutes. D. Robinson seconded, and the motion was approved by the remaining board members.

CEO REPORT OF PROJECTS

J. Zakrevsky recapped some of his activities since the June Projects Committee meeting until now. He also provided members with a detailed update of some of the IDA's priority projects. The following topics were discussed in greater detail:

Richfield Springs: J. Zakrevsky reported that EDA has approved HUNT Engineering for the construction manager position and a contract has been signed. NYSDEC and HUNT Engineering met on site to review the wetland delineation. One minor change was made. Keystone Associates will be overlaying the current site plan onto the wetland delineation. J. Zakrevsky also reported that the Town of Richfield has passed a resolution agreeing to becoming a co-applicant on the grant. After reading the resolution, C. Robinson explained that any improvements or additional work done on the property would be the responsibility of the IDA. She noted that the specific terms and conditions of ownership would still need to be worked out.

Innovation Acceleration Center: T. Graves reported that one of the Innovation Center's clients is working with the Small Business Development Center to create a business plan. Another client is working with Custom Electronics to plan the next steps in their business development. V. Spina reported that she is working on a MailChimp for New Path Label to reach more people. The first batch of 30 has been sent out. T. Graves explained that she has continued to work with IOXUS and SUNY Oneonta to create the Business Equipment Service Database. She is also focusing on promoting the Microenterprise Grant.

NEW/UNFINISHED BUSINESS

IOXUS Drawdown Request: J. Zakrevsky explained that N. Vargha completed the second IOXUS drawdown request and approximately 40% of their expenses were reimbursed by the grant.

EXECUTIVE SESSION

J. Lord made a motion to enter executive session with committee members only, under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 8:28am for the following reasons: contract negotiation. D. Rowley seconded the motion, and it was approved by all committee members present. The committee entered executive session at 8:28am. There was no action taken in executive session.

C. Robinson made a motion to enter back into public session; J. Lord seconded, and all members approved. The committee exited executive session at 9:14am.

ADJOURNMENT

There being no further business to discuss, C. Robinson made a motion to adjourn the Projects Committee meeting at 9:14am.

UPCOMING MEETING SCHEDULE

The next Projects Committee meeting will be held on August 10th, 2023, at 8:00am.

DRAFT

Project Overview

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| Project Title | Innovation Acceleration Center |
| Project Category | Business Retention and Expansion |
| Project Description | Provide location for start-up and entrepreneurs in the advanced electronic industry to grow their businesses. |
| <p>The Otsego County Innovation Acceleration Center is a public-private partnership of organizations that have been planning this effort for over one year. This partnership brings together local non-profit economic development organizations, higher education institutions, and established private sector companies. They share a common interest in catalyzing the growth of the region's burgeoning advanced electronics industry cluster by locally supporting the success of promising technologies and entrepreneurs. Two partners are co-located and have substantial history of collaboration in supporting business creation and scale-up in Otsego County.</p> <p>Together, the partners have the critical competencies needed to help entrepreneurs bring their innovations to market. A key differentiator for the Otsego County Acceleration Center is the involvement of leading advanced electronics R&D and manufacturing companies that are committed to Otsego County and have a strong track record of investing in early-stage companies with relevant new innovations. The Center will further scale this virtuous growth cycle, resulting in the creation and retention of high-wage jobs in Otsego County's distressed rural communities.</p> | |
| Primary Objective | <ul style="list-style-type: none"> • Attract New Companies, Inventors and Entrepreneurs Involved in Technology Development • Grow Start Up Business within County |
| Secondary Objective | Grow Collaboration between SUNY Oneonta, Hartwick, Otsego Now and other community players |
| Target Completion Date | On-going Estimated Total Investment. \$2 million |
| Owner | Jody Zakrevsky |
| Stakeholders | Custom Electronics, Ioxus, NYS Small Business Development Center, Hartwick College and SUNY Oneonta |
| Status | Launched, in Progress Period #3 |

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| Owner | Jody Zakrevsky, Tammy Graves |
| Other Partners | Custom Electronics, Ioxus, NYS Small Business Development Center, Hartwick College, SUNY Oneonta, NYS Department of State |
| Objectives | Employment: Create 25 new jobs over 2 years |
| Revenue – One Time | \$1,450,000 |
| Revenue – Re-Occurring | \$18,000/year (6 businesses, \$250/month) |
| Business Relationships | Strengthen Ties with Custom Electronics and Ioxus |
| Community Engagement | SUNY Oneonta and Hartwick and NYS Small Business Development Center |

Budget and Funding: Center Operations

| Project Expenses | Target Amount | YTD Actual | Grant Funding Amount | YTD Actual |
|------------------|------------------|------------|----------------------|------------|
| Center Director | \$44,000 | | \$66,000 – ARC | |
| Equipment | \$10,000 | | \$10,000 - ARC | |
| Supplies | \$23,400 | | \$23,400 - ARC | |
| Contractual | \$85,100 | | \$20,100 - ARC | |
| Other | \$145,500 | | \$30,500 - ARC | |
| TOTALS | \$330,000 | | \$150,000 | |

Funding: \$150,000 from ARC; \$55,000 from Otsego Now (marketing); \$62,500 from Ioxus (in-kind); \$62,500 from Custom Electronics (in-kind)

Note: ARC Grant has been awarded.

Budget and Funding: Building Acquisition

| Project Expenses | Target Amount | YTD Actual | Grant Funding Amount | YTD Actual |
|---------------------------|--------------------|------------|--|------------|
| Acquisition of Building | \$1,500,000 | | \$1,200,000 – USDA \$ 150,000 – IDA \$ 150,000 – NYS ESD | |
| Closing Costs | \$ 50,000 | | \$ 40,000 – USDA \$ 5,000 – IDA \$ 5,000 – NYS ESD | |
| Equipment, Minor Interior | \$ 75,000 | | \$ 60,000 – USDA \$7,5000 – IDA \$ 7,500 – NYS ESD | |
| TOTALS | \$1,650,000 | | \$1,650,000 | |

Note: USDA Rural Development Grant and NYS ESD Grant are pending.

Grant Management

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|-----------------|----------------------------------|
| Grant ID | ARC Contract Number: NY-20735-22 |
|-----------------|----------------------------------|

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|------------------------|--|
| Grant Amount | \$150,000 |
| Source Agency | Appalachian Regional Commission |
| Details | for the development of a high-technology Innovation and Acceleration Center to foster a culture of innovation through the creation, sharing, and testing of ideas. |
| Requirements | ARC funds will support personnel, equipment, supplies, contractual, and other expenses (i.e., marketing and outreach activities). |
| Expiration Date | 3/31/2024 |

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|----------------------|---------------|
| Grant ID | GRANT13619945 |
| Grant Amount | \$1,300,000 |
| Source Agency | USDA |

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|----------------------|-------------|
| Grant ID | CFA #117698 |
| Grant Amount | \$162,500 |
| Source Agency | NYS ESD |

Project Milestones

| Project Milestones | Target Start | Target End | Status | Actual Start | Actual End |
|-------------------------------------|---------------------|-------------------|--------------------------|---------------------|-------------------|
| ARC Application Submitted | 9/17/21 | 9/17/21 | Complete | 10/4/21 | 10/4/2021 |
| ARC Application Approved by NYS DOS | 12/15/21 | 2/15/21 | Complete | 10/4/21 | 5/25/2022 |
| ARC Application Approved by ARC | 7/25/2022 | 8/5/2022 | Application Approved | 10/1/22 | |
| USDA Application Submitted | 4/19/22 | 4/19/22 | Complete | 1/13/22 | 5/18/2022 |
| USDA Application Approved | 10/15/22 | 10/30/22 | Pending Approval by USDA | | |
| ESD Application Submitted | 7/19/22 | 7/29/22 | Complete | 6/24/22 | 7/1/2022 |

Activity Log

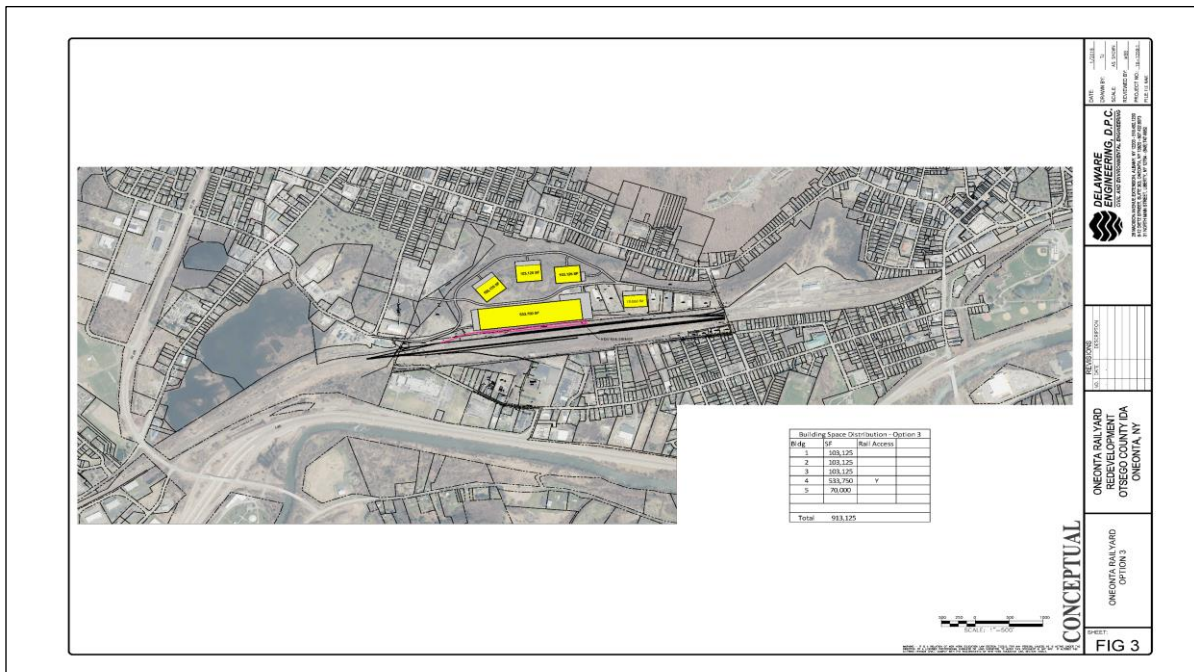
| Date | Activity Details |
|-----------------------|--|
| 08/07/23 | Marketing – Reviewing website host, WordPress structure. Learning Performance Max offering from Google. Arranging photo shoots for publicity. |
| 08/04/2023 | Grant Reporting ARC – Disbursement approved for ARC grant \$11,727 7/24/2023 Received access to correct budget error for #2 report to Appalachian Regional Commission for Innovation Acceleration Center Project |
| 08/01/2023 | York Modern Corp – Coordinating schedules to allow for site visit and continue discussion about business renovation, upgrade needs. |
| 07/31/2023 | Microenterprise – Submitted applications to Meaghan that came to me email |
| 7/31/2023 | David K. – Providing contacts for soft launch of pop-up events for youth target audience. 7/26/2023 – Introduced David to Chad Hall, Ioxus. |
| 7/25/2023 | Water filter Product – Innovators seeking contacts for possible locations to conduct more trials of their product |
| 7/25/2023 7/20-721 | Job Candidate – Evaluating with messaging and questions through LinkedIn Interviews scheduled with two applicants Monday, Aug 14. |
| 7/24/2023 | Grant Reporting ARC – Corrected budget error for #2 report to Appalachian Regional Commission for Innovation Acceleration Center Project |
| 7/18/2023 | Dan T. – Market discovery in progress. |
| 7/17/2023 | Microenterprise – Two hours of questions answered |
| 7/20/2023 | New Path Label (Paul and Julie K.) Finalized MailChimp email promo for the first of 3 target audiences for promotion. Generating activity on social media and monitoring MailChimp stats. |
| 7/20/2023 | Business Equipment and Services Database – Regional Innovation Council project continues. |

Upcoming

| Date | Activity Details |
|--------|---|
| August | Visit to York Modern and Brooks Bottling |
| August | Interviews and Photography for publicity campaign |

Project Overview

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| Project Title | Oneonta Railyards Development |
| Project Description | <p>Redevelopment of Oneonta Railyards</p> <p><i>2021 Phase: Site Development</i></p> <p>While a generic environmental impact assessment has been performed on the site, no realistic site plan has been developed with could be used to market the “buildable” lots to perspective businesses. This project will develop a “master plan” for the entire site which will include buildable lots, parking lots, retention ponds, walkways and utility layouts.</p> |
| Key Objectives for 2023 | <ul style="list-style-type: none"> • Clean Up Another 5 acres • Finish Community Geo-Thermal Heat Pump Feasibility Study • Sell at least 3 acre lot |
| 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 |



IDA Objective ROI

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| 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 As part of a ongoing community engagement effort, a Environmental Justice Committee has be organized and meets on a regular basis to review the master plan development. |

Partnerships

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| 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 |
| Post Project Partnerships | |

Grant Management

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| 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 2022 |

David S. Merzig

| Project Expenses | Target Amount | YTD Actual | Grant Funding Amount | YTD Actual |
|-----------------------------|--|------------------|--------------------------------|------------|
| Acquisition | \$250,000 | \$250,000 | \$ | \$250,000 |
| | | | \$ | |
| Site Master Plan | \$50,000 - planned \$32,800 – awarded | \$32,800 | \$ | \$32,800 |
| | | | \$ | |
| Infrastructure Improvements | \$4,600,000 | | \$ 500,000* \$2.3 million** | |
| | | | | |
| 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 |
|--------------------------------------|--------------|------------|----------------|--------------|------------|
| Engineering Proposals | 2/20/20 | 2/20/20 | Completed | 3/26/20 | |
| Railyard Master Plan Development | 4/1/20 | 8/1/20 | 100% Completed | 4/9/20 | 8/28/20 |
| Marketing of Property | 9/1/20 | Ongoing | | | |
| Commence Community Geo-Thermal Study | 4/1/22 | 5/1/23 | Just Commenced | | |
| Clean Up Site 5 | 8/15/22 | 9/15/22 | | | |
| Total Project | | | | | |

Activity Log

| Date | Activity Details |
|---------|---|
| 8/3/23 | <p>NYSERDA proposes: Centralized power plant The on-site power plant, is where all the centralized equipment locate (e.g. heat pumps, storage tanks, etc.). The equipment will just be powered by electricity from the grid.</p>  <p>The diagram is a site plan showing a proposed development. A central area is labeled 'Power Plant' (B) and 'BTES' (D). To the left is a large blue rectangular area labeled 'A'. Several parking lots are marked P1, P2, P3, and P4. Areas of 'S.W.B.' (Shallow Water Body) are indicated with green and blue shading. A red dashed line outlines a large area labeled 'AREA FOR RAIL SIDING' at the bottom. A red arrow points from the 'Power Plant' label to building B, and another red arrow points from the 'BTES' label to building D.</p> |
| 7/3/23 | Forwarded to Al Rubin information on incentives and business park. |
| 6/22/23 | Zoom meeting with NYSERDA and Ramboll Engineers. |
| 5/30/23 | Received a call from Len Carson regarding an existing business who may wish to purchase an acre of property. I sent him a coy of our form for the evaluation of sale of property to him. |
| 5/23/23 | Meet with NYS DEC regarding getting a permit to clear approximately 24 acres of the site. Since the clearance is beyond 100 feet of the wetlands, we will just need to get a SPDES permit from the Schenectady Office and not the wetlands office in Stamford. |
| 5/18/23 | Meet with HUNT Engineering at the site. Requested they give us a proposal to go out to bid to clear another 24 acres of the property. |
| 5/9/23 | Received reimbursement from NYS ESD in the amount of \$146,407.10. |

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| 5/1/23 | Lauren Barrett of ESD from NYC is recommending and processing a reimbursement of \$146,407.10 of the original grant of \$150,000 for the design and engineering work. |
| 4/30/23 | Appraisal back. Property is appraised for \$560,000. |
| 4/21/23 | David S. Merzig emailed. The City of Oneonta is hoping to develop a green way walking trail in the area of the wetlands adjacent to the Rail Yards development parcel. I have attached a map showing where the two access points, as well as the trail, are planned to be located. |
| 4/19/23 | Litter pickup at Railyards |
| 4/5/2023 | Received a quote from NBT Insurance for volunteer coverage for clean-up event April 19 th for \$300. |
| 3/29/2023 | CBRE began to appraise the site. |
| 3/7/2023 | Informed Seward Sand and Gravel property is being appraised. |
| 2/24/2023 | Received proposals to have property appraised. |
| 2/15/2023 | Received call from new owner of Seward Sand and Gravel expressing interest in buying a lot for transportation of sand and gravel by rail/. |
| 2/3/2023 | Zoom meeting with Mayor and his staff, Al Rubin and Matt Ward of Material Maxim (division of Mold-a-Matic. |
| 1/25/2023 | Mayor send package of financial program back to Otsego Now for review and comment. |
| 1/20/2023 | Meeting with Mayor Drnek to discuss possible funding sources for hemp company. |
| 1/13/2023 | NYSEDA reviews revised model assumptions and approves project to move to onto phase III. |
| 1/10/2023 | NYSERDA raised comments on meeting materials and Ramboll sends out revised model assumptions and thermal load profiles. |
| 1/6/2023 | Ramboll schedules next meeting for January 13, 2023 and sends out minutes of December 2 nd meeting. |
| 12/21/2022 | Zoom Meeting with Mayor and Al Rubin regarding using the railyards as a hemp manufacturing site. |
| 12/02/2022 | Meeting with Ramboll Engineers and NYSERDA to review Ramboll's report. |
| 11/30/2022 | Ramboll Engineers sent: <ol style="list-style-type: none"> 1. Model Assumptions and Heating/Cooling Load Curves 2. Model Descriptions 3. Utility Tariff 4. Load Profile Attachment A: Load Profile Analysis Model Detailed Inputs |

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| 10/27/2022 | Dean Lemmon of R.B. Robinson Contracting, Inc. indicated they will come back to level the site better and see if they can removed all trees on the side. |
| 10/06/2022 | Site predominately clear of trees and rubble, seeded and hay placed down. |
| 9/20/2022 | Sent CBRE graphics on Oneonta Railyard for their use. |
| 9/15/2022 | CBRE said they have three people working on marketing the site. |
| 8/31/2022 | Korey again confirmed they were going to level the site and re-seed. |
| 8/19/2022 | Reminded Korey about cleaning up the site. |
| 6/30/2022 | Received minutes from Ramboll of June 8 th meeting – copy attached. |
| 6/22/2022 | Peter Fontana of Norfolk Southern e-mailed that he is planning on coming up to Oneonta later in the month to discuss marketing of site. |
| 9/12/2022 | Contacted by Dean Lemmon from Robinson Contracting that reminded Korey and Joe about the need to restore the site. |
| 9/9/2022 | Met with Rick Seales from CBRE to go over marketing strategies. |
| 9/7/2022 | Meeting with Ramboll Engineers and NYSERDA. |
| 8/26/2022 | Let CBRE real estate know that the Board hired them. |
| 8/16/2022 | Met with representative of Norfolk Southern. |
| 8/9/2022 | Schedule a meeting with Pete Fontana, Norfolk Southern Industrial Development Manager, for this coming Tuesday, 8/16, at 2:00 p.m. |
| 7/28/2022 | Received minutes of second meeting (copy attached). |
| 7/20/2022 | Contacted Corning's contacts for energy projects at the plant and introduced them to Steve Gras. |
| 7/20/2022 | Second meeting with NYSERDA and Ramboll on geo-thermal study. |
| 6/30/2022 | Received minutes from Steve Gras (Ramboll) of 1 st meeting. Minutes attached. |
| 6/16/2022 | Sent well development/purging logs and location maps to Ramboll Engineers for identification of depth to ground water. |
| 6/8/2022 | Zoom meeting with Rob Meimeier/Chase Mendez Totoris/Steve Grgas of Ramboll Engineers and Kerry Hogan of NYSERDA to discuss feasibility study of Geothermal Community Heat Pump System. |

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| 6/6/2022 | Contacted Gannon Murphy, General Manager of Cinelease Studios to let him know what benefits the IDA could provide should they located in the Oneonta Railyards. Cinelease Studios is a unique studio management team that was created as a natural extension of the respected Cinelease and Herc Entertainment names. They have studios in Georgia, New Jersey, Brooklyn, Pittsburg and California. They are considering a location in upstate NY. |
| 5/9/22 | Project was submitted to NYS ESD who are looking for potential projects in the Mohawk Valley that might benefit from a potential Bond Act proposed by the Governor. |
| 4/29/22 | Spoke with Amanda Spellicy of Senator Schumer's office and she indicated that Corning is still considering the railyards for future growth. |
| 4/1/22 | Railyards was submitted for additional funding request for infrastructure funding from the Appalachian Regional Commission. |
| 3/28/22 | Received revised insurance from Robinson Contracting naming the IDA as additional insurance while using lot 5 as a staging area. Upon completion of street reconstruction, they will bury debris and regrade property. |
| 3/7/22 | Spoke again with Al Rubin. Went through in a little more detail their plans for the site. They expect to have a proposal to us by the end of the week. Mamco, who currently does hemp manufacturing, also might be involved. Belpointe is working with farmers from the Finger Lakes Region and having rail access at the site would be very beneficial. The are also interested in the work Ramboll will be doing. |
| 2/15/22 | Al Rubin of Evolution 19, Inc., reached out to indicated that Belpointe REIT is still very interested in purchasing property at the railyards. I asked him to get a proposal from them as to what they what to do (i.e. investment, jobs being created, feasibility study). |
| 1/5/22 | Senator Schumer issues press release that he is urging the U.S. Department of Health and Human Services (HHS) and the Department of Defense to give full and fair consideration of the proposal submitted by Corning Incorporated to expand domestic industrial base capabilities for bioproduction and diagnostic consumables production |
| January 2022 | Discussions with MRB Group about building our innovation/acceleration center in the Railyards. |
| 12/28/21 | Ozone Capital Markets contacted us looking for information on the Oneonta Railyards. OCM is a qualified opportunity zone investment group out of NYC who brings in investors to opportunity zone projects. They are asking what our Internal Rate of Return and Multiple on Invested Capital on the railyards. |
| 12/21/21 | The Oneonta City Council authorizing the installation of two new streetlights on Roundhouse Road. |
| 12/2/21 | Discussions with Corning Senior Staff and Senator Schumer's Office |
| 11/18/21 | Discussion with Senator Schumer's staff regarding a proposal to Corning |

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| 11/17/21 | Met with A. Rubin, Assemblyman Miller and Chief of Staff to Assemblyman Salka to discuss the Innovation/Acceleration Center and infrastructure needs on Oneonta Railyards. |
| 11/11/21 | Reached out to David Whipple of ESD about getting the railyard certified as shovel ready. |
| 11/2/21 | Discussion with Dawn Burlew of Corning re: new campus. |
| 10/28/21 | Meeting with Senator Oberacker re: Railyards |
| 10/22/21 | Discussion with Senator Schumer's staff regarding a proposal to Corning |
| 10/18/21 | Discussion with Corning's Oneonta Plant Manager re: new campus |
| 10/8/21 | Provided letters of support to MVEDD and Southern Tier 8's grant application to EDA. |
| 10/7/21 | Provide to MVEDD what the anticipated cost for final design and bidding documents for the infrastructure improvements (\$780,000). |
| 10/6/21 | Met with A. Rubin, Assemblyman Miller and Chief of Staff to Assemblyman Salka to discuss the Innovation/Acceleration Center and infrastructure needs on Oneonta Railyards. Assemblyman Miller called to set up a future meeting in November. |
| 9/28/21 | At the request of MVEDD, supplied detailed budgets of the cost for water, sewer, and natural gas extensions to the Park (MRB Group estimates) as well as upgrading the electrical (NYSE&G estimate). |
| 9/22/21 | Meeting with Southern Tier 8 re: EDA Build Back Better Program Meeting and to including the Oneonta Railyards for EDA funding |
| 9/15/21 | Meeting with Southern Tier 8 re: EDA Build Back Better Program Meeting and to including the Oneonta Railyards for EDA funding |
| 9/15/21 | Submitted a request to the Mohawk Valley Economic Development District to build the required infrastructure at the Oneonta Business Park. |
| 9/14/21 | Submitted formal request to fund building an Innovation/Acceleration Center in the Oneonta Business Park. Total cost for new building and infrastructure is estimated to be \$9.6 million. |
| 9/8/21 | Meeting with Southern Tier 8 re: EDA Build Back Better Program Meeting and to including the Oneonta Railyards for EDA funding |
| 9/2/21 | Meeting with Southern Tier 8 re: EDA Build Back Better Program Meeting and to including the Oneonta Railyards for EDA funding. |
| 8/23/21 | NYS ESD indicated to Meaghan that they have received all required documents and will be scheduling a public hearing on reimbursement of \$150,000 in October. |

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| 8/23/21 | We were contacted by a new project manager for ESD and after several discussions with her she agreed to have Jane Ji (Meaghan's contact) continue with project. |
| 8/6/21 | Asked Scott Harrington to give me a time we can get together. |
| 8/5/21 | Meeting with Hartwick College Grain Innovation Center staff, Al Rubin and representatives of Belpointe. |
| 7/31/21 | Scott Harrington, City Council member, let me know he has talked with Norfolk Southern about the business park. |
| 7/30/21 | Received notice from Ramboll Engineers that our proposal for a geo-thermal community heat pump system around the railyards was awarded by NYSERDA. |
| 6/30/21 | Send description of industrial park along with drone photos for developer's conference workshop. |
| 6/21/21 | Received 5 air photos from Chris. |
| 6/11/21 | Requested of Chris Kuhn to take photos of industrial park with drone. |
| 6/3/21 | Meeting with representatives of Belpointe and their agriculture consultant. |
| 5/26/21 | Arranged meeting with Belpointe to tour the Railyards on 6/3/21 followed up by a discussion at Otsego Now with CADE and the Small Business Development Council. |
| 5/22/21 | Al Rubin indicated that Belpointe REIT, an investment group from Connecticut will be arriving the first week in June to look at the Park for a possible investment in a hemp manufacturing facility. |
| 5/21/21 | Sent to Al Rubin additional information on Opportunity Zones. |
| 5/11/21 | Sent information on site plan, potential rail siding, and utilities to Cynthia Andela who is working with the Infinite Recycled Technologies out of Minnesota. Their facility not only recycles a variety of glass, it also houses a recycled product research and development lab where a team of engineers and recycling specialists continue to invent more effective and efficient ways to recycle. They are working with Andela Products and Ruby Lakes Glass and need rail siding to ship glass from Minnesota to New York. |
| 5/6/21 | Sent draft support letter to Chamber of Commerce and IGA Committee |
| 5/6/21 | Received letter of support from Chamber of Commerce |
| 5/6/21 | Sent site plan and information on the Opportunity Exchange to A. Rubin. |
| 5/4/21 | Meeting with Ramboll Engineers and Bennett Sandler to discuss grant application to NYSERDA for community geo-thermal heating and cooling system. |
| 5/3/21 | Send information on Opportunity Zones and environmental review of the railyards to A. Rubin who has a client interested in railyards. |
| 4/21/21 | Meeting with Ramboll Engineers and Bennett Sandler to discuss grant application to NYSERDA for community geo-thermal heating and cooling system. |

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| 4/15/21 | Sent additional information to the energy group at Corning regarding building a community geo-thermal heat and cooling system as well as providing additional information on the Oneonta Railyards as a possible new campus for Corning. |
| 4/13/21 | Meeting with Ramboll Engineers and Bennett Sandler to discuss grant application to NYSERDA for community geo-thermal heating and cooling system. |
| 4/6/21 | Scheduled meeting with Ramboll Engineers for meeting next week to discuss a community geo-thermal heating and cooling system for the park. |
| 3/5/21 | Danielle Adams of ESD reached out to get status update of their funds and was informed we were trying to get Corning to show interest. She indicated she would check back later this summer. |
| 2/23-4/6/21 | John Faso, representing Mesa Solutions would like to bring in natural gas (CNG or LNG) to the railyards by rail. |
| 2/17/21 | Mr. Morse indicated he would talk with Dawn Burlew of Corning. |
| 2/12/21 | Met with Mayor Herzig regarding new campus for Corning. |
| 2/10/21 | Sent Mr. Morse a presentation regarding building at the Oneonta Railyards and its benefits to companies. |
| 2/9/21 | Had discussion with Mr. Morse about new campus. |
| 2/5/21 | Reached out to Mike Morse of ESD re: new Corning Campus. |
| 1/26/21 | Responded to NYS ESD regarding the status of the railyard redevelopment. |
| 1/13/21 | Met with representative of hemp stalk processing company. |
| 1/8/21 | A representative of a hemp stalk processing and manufacturing facility contacted us. They have been looking to expand in about 5 locations one being in the Buffalo area but after having a discussion with here they thought being in the Rail Yard was intriguing to them. They would be in the beginning look at building approximately 45,000 square feet roughly 25 employees |
| 1/7/21 | Had discussion again with Dawn Burlew of Corning about the possibility of having them purchase the railyards for a new building since it is in an opportunity zone. This could be the site of a new Corning Campus. |
| 12/31/20 | Meeting with City Councilman Scott Harrington re: Oneonta Railyards |
| 12/16/20 | Meeting with Bennett Sandler and Ramboll Engineers |
| 12/14/20 | Reached out to Melany Putnam of NYSEG re: community geo-thermal system |
| 12/14/20 | Contacted by Joseph Russo of NYSE&G re: potential marketing grant funds |
| 12/8/20 | Bennett arranges meeting with Ramboll Engineers who are per-certified to work on feasibility studies for NYSERDA |
| 12/7/20 | Sent Bennett revised site plan for railyards |

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| 12/3/20 | Discussed with Bennett Sandler the idea of a community geo-thermal heating and cooling system |
| 11/18/20 | Scott Harrington, City of Oneonta 6th Ward Councilman, has contacted us and asked that he could serve on a committee recommending types of businesses to attract to the Railyard Business Park. We asked Scott to chair the committee which is to be formed. |
| 11/17/20 | Site included in Opportunity Zone Available Property Listings. |
| 11/12/20 | Peter Fontana of Norfolk Southern (their Industrial Development Manager) also contacted us and felt it was time to reconnect on this and any other efforts that Norfolk Southern can be of assistance. |
| 9/29/20 | Documentation submitted to ESD regarding payment to Elan3 for MWBE work. ESD's MWBE Unit has approved documentation and signed off on the entire \$180,000 in grant funds. |
| 8/28/20 | Received final deliverables from the MRB Group. |
| 8/27/20 | <p>Additions to the Railyard Master Plan summary email from below:</p> <p>Sewer Line: After considerable digging around and calling, MRB was able to speak several times with the DPW and sewer department administrative personnel (Maryann and indirectly with Jeremy). MRB have been assured that the sewer line show on the map as coming in from the eastern boundary of the business park is publicly owned and maintained.</p> <p>Existing Structures: Elan's response on this is, "Perhaps the standing chimney could be left as an iconic feature but most likely would be removed to accommodate new facility foot-prints. MRB would apply a concept level budgeting cost for hazardous material testing and demolition at \$40,000. MRB suggests next step would be hazardous materials testing, demolition permit, and demolition documents for bidding the removal work."</p> |
| 8/20/20 | <p>Response to our Questions:</p> <ul style="list-style-type: none"> • Water and Sewer Lines – see the attached draft layout plan that shows the locations of the water and sewer lines. <ul style="list-style-type: none"> o As a follow up, you asked us to verify whether the sewer lines shown on the map coming from the eastern edge are private or public lines. I am asking Elan to verify this information for you. • Subdivision layout – as we discussed, the subdivision layout lines are simply to show where the lots could logically be subdivided. We would not suggest moving forward with the subdivision until an end user is identified, because the ultimate location and size of the buildings will drive the subdivision. (No sense moving forward now to only have to redo it potentially in the future.) • You asked me about the existing, obsolete structures on the site and whether the demolition and removal of those structures was contemplated in this master plan. Specifically, you mentioned that there was a 200ft smokestack, a few dilapidated |

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| | <p>buildings and concrete debris, and that the presence of these materials inhibits the upkeep of the site (can't get someone to brush hog the site with debris that could destroy the machines).</p> <ul style="list-style-type: none"> o Asking Elan to weigh in here as well – what are your thoughts on this aspect of the master plan? If Jody wanted to phase this and just deal with demolition/removal, what do you think that would cost? Any other steps to move this forward? |
| 8/17/20 | Sent comments and questions back to the MRB Group regarding water and sewer line locations. |
| 8/13/20 | MRB Group sends the Railyards draft subdivision plan documents for our review, consisting of a map showing lots and the zoning analysis. |
| 8/5/20 | Mayor Herzig expressed his appreciation for reviewing the presentation. |
| 8/5/20 | We received paid invoices from Elan3 needed to request reimbursement from ESD. |
| 7/29/20 | Forwarded MRB Presentation to Mayor Herzig for comments. |
| 7/23/20 | MRB gives presentation to Otsego Now Board of Directors. |
| 7/22/20 | MRB submits draft budget estimates for road, water, sewer. Electric and natural gas extensions. |
| 6/22/20 | Zoom meeting with MRB Group, Jody and Meaghan to discuss mapping of utility information. |
| 6/18/20 | The MRB Group requested utility information (gas, water, sewer) from us. We supplied them with maps received from one of the city council members who serves on our Environmental Justice Committee. |
| 6/4/20 | ESD again responded after careful review and discussing further within their office, they can combine our projects. Regarding the disbursement process for AA609, OCSD can sign off once they receive form OCSD-1 for AA609. |
| 6/2/20 | ESD thanked us for providing a formal request for combining project AA609 & AB198. ESD approved the request and have combined projects on the NYSCS and copied our project managers to apprise them of this change. |
| 6/1/20 | We requested from ESD that AB198 be merged into project AA609. AB198 was for the traffic study portion of AA609, the Oneonta Railyard feasibility and master plan. I We also attached a signed copy of the contract with the MRB Group for their files. |
| 5/29/20 | Zoom meeting with MRB Group, Jody and Meaghan and members of the Environmental Justice Committee |
| 5/22/20 | Zoom meeting with MRB Group, Jody and Meaghan |
| 5/15/20 | Zoom meeting with MRB Group, Jody and Meaghan |
| 5/11/20 | Zoom meeting with MRB Group and Regional Director of EDA regarding additional appropriations EDA received from the stimulus funding. |

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| 5/6/20 | Zoom meeting with MRB Group and Elan Planning to start discussions on master plan work. |
| 4/9/20 | Forwarded signed contract to MRB Group to begin master plan work. |
| 4/3/20 | Notified MRB Group by telephone about the Board's decision to award the work to MRB. |
| 3/23/20 | Otsego Now Board of Directors approves contract with MRB Group for Master Plan work. |
| 3/6/20 | Recommended approval of Master Plan to MRB Group to both Finance and Projects Committee. |
| 2/27/20 | Met with Environmental Justice/Smart Growth Committee. They are also reviewing engineering proposals. Finalizing Plans for April cleanup days. |
| 2/24/20 | Received two quotes for insurance coverage. We have decided to go with Philadelphia Insurance Company which provides higher limits than Nationwide with a minimum premium of \$300. It will cover approximately 24 people over a two-day period. |
| 2/20/20 | We received proposals from Shumaker Engineering and the MBR Group to prepare master plan for Railyard Business Park |
| 2/20/20 | Requested insurance quotes for volunteer weekend. |
| 1/28/20 | ESD indicated they would consider transferring the 205 MWBE requirement to this grant to satisfy their requirements. |
| 1/27/20 | Sent request to MBR Group to also consider for master plan work. |
| 1/24/20 | Sent additional information to Shumaker Engineering. |
| 1/17/20 | LaBella Associates informs us that the Oneonta Business Park/Railyards was selected as a demonstration site for the Southern Tier 8 Energy Infrastructure Assessment Program. |
| 1/17/20 | Meet with Shumaker Engineering in Binghamton to discuss the possibility of hiring firm for master plan and subdivision of property. |
| 1/7/20 | The Otsego County IGA Committee recommended that Southern Tier 8 select Otsego Now's proposal submitted to LaBella Associates. |
| 1/27/19 | LaBella Associates requested certain documents and maps of both parks. Otsego Now forwarded 8 documents and maps to them. |
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TABLE ROCK PARK

CEPERLEY AVE.

CHESTNUT ST.

MULTI-USE RECREATIONAL TRAIL WITH
POTENTIAL FOR CITY AND REGIONAL
TRAIL NETWORK CONNECTION

WETLAND BUFFER

AREA FOR RAIL SIDING

ONEONTA RAILYARD MASTER PLAN



- SITE INFO**
- BOUNDARY LINE
 - DEC WETLAND
 - 100' DEC WETLAND BUFFER
 - NY'S DEC STREAM
 - S.W.B. STORMWATER BASIN

- LAND USE**
- TOTAL BUIDABLE LAND: 37.15 ACRES
 - TOTAL SITE: 78.79 ACRES

- PROPOSED COMMERCIAL BUILDING SIZE**
- A - 50,000 SQ. FT.
 - B - 42,000 SQ. FT.
 - C - 30,000 SQ. FT.
 - D - 30,000 SQ. FT.
 - E - 25,000 SQ. FT.
 - 177,000 SQ. FT. TOTAL**

- VEHICLE PARKING**
- P1= 180
 - P2= 143
 - P3= 143
 - P4= 76
 - 603 TOTAL VEHICLE PARKING**



CEO's Report August 7, 2023

| <u>Date</u> | <u>Place</u> | <u>Meeting</u> |
|-------------|--------------|---|
| July 13 | Oneonta | Audit & Finance Committee Meeting |
| July 13 | Oneonta | Projects Committee Meeting |
| July 19 | Oneonta | Zoom Meeting with ESD Project Development Workgroup |
| July 19 | Oneonta | Zoom Meeting with Tim Johnson, Steve Wilson re: Broadband |
| July 21 | Oneonta | Meeting with Apple Converting |
| July 26 | Oneonta | Zoom Meeting with Kurt Schulte and Joe Scott re: Richfield Springs |
| July 27 | Oneonta | IDA/CRC Board of Directors Meeting |
| July 28 | Oneonta | Zoom Meeting with Tim Johnson, Steve Wilson, and Tammy Harris re: Broadband |
| August 2 | Oneonta | Meeting with Joe Scott re: Edmeston Solar |
| August 3 | Oneonta | Meeting with Apple Converting |
| August 4 | Oneonta | Update on Richfield Springs |
| August 7 | Oneonta | Conference call with County and Joe Scott re: Edmeston Solar |
| August 8 | Oneonta | Zoom Meeting with Barton & Loguidice, Len Carson, Mayor, and McFarland Johnson Engineering |
| August 8 | New Berlin | Meeting with Town of Pittsfield re: Opting Out of 487 |
| August 8 | Morris | Meeting with Town of Morris re: Opting Out of 487 |
| August 9 | Oneonta | Mohawk Valley Regional Economic Development Council |
| August 9 | Butternuts | Meeting with Town of Butternuts re: Opting Out of 487 |

Correspondence Received:

- Received 2024 Otsego County Budget Targets from Steve Wilson. Otsego Now must complete our budget submission by August 31st.

Financial Updates

- See report.

Oneonta Railyards Industrial Park

- See Charter.

Richfield Springs Industrial Park

- On hold waiting for Attorney Comments to be sent to Town Attorney.

Center for Innovation

- See Charter.

Digital Marketing Campaign

- Signed a new contract with Paperkite to continue marketing campaign through the end of the year for \$15,500.

Apple Converting

- Received a note from the account manager for Apple Converting that Utica has updated their replacement cost calculation per our discussions and revised their quote for coverage. They are now good with using \$1,700,000 limit at Replacement Cost valuation with an annual premium of \$1,898.16.
- Apple Converting will be attending our Projects Committee Meeting.

Solar Projects

- Continue to meet with various towns regarding opting out of 487.

Skyline Hospitality

- Still waiting for the closing date.

Edmeston Solar

- We are currently working at the County's request, with Norbut Solar Farms out of Rochester for a Pilot Agreement governed by Section 487 of the NYS Tax Law. We have run models using the DCF Model of the Taxation Department and the NYSERDA's Value of Distributed Energy Resources (VDER) Model.

Opting Out of Section 487

- The Unatego Central School District, the Laurens School District, and the Edmeston Central School district have all opted out. I met with the Towns of Pittsfield, Morri, and Butternuts this week.

County 2024 Budget

- Received from Steve Wilson a range of between \$170,938 and \$441,539 to submit for our budget request. If our request falls within these numbers, he indicated that it would appear in the preliminary budget. The request is due by August 31st.