

Projects Committee Meeting
January 9th, 2025
8:00 A.M.

- **Tom Armao, Chair • Patricia Kennedy • Andrew Marietta**
- **Jeff Lord • Craig Gelbsman • David Rowley • Cheryl Robinson • Tim Johnson**
- **Blake Elliott**

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

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

**CEO's Report
January 6, 2025**

Operations, strategic goals, and succession

Operations: M. Remillard is currently handling all activities with the Micro-Enterprise Grant Program, reconciliation of all profit and loss / balance sheets, overseeing 2025 Audit, all telecommunication services, property management, and represents the agency with the Mohawk Valley Regional Economic Development Council. J. Allen 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

Contacts/Interviews	Potential Projects
-	-
- Working with Pyramid Brokerage	- Have identified company looking to expand their manufacturing and distribution.
- Reached out to Norfolk Southern Railyards	

2. To ENCOURAGE businesses growth and retention

- <u>NYS Historic Preservation has signed off on Phase III Remediation Report</u>
- <u>Work progressing on Richfield Spring industrial park.</u>
- <u>Final drawdown to Ioxus approved by NYS DHCR.</u>

3. To ENSURE resources for continued success

- <u>Met with IGA Committee re: additional county funding</u>
- <u>Looking at various health care packages</u>
- <u>Received retirement plan comparisons from Jason Tabor - Community Bank reviewing.</u>

<u>Date</u>	<u>Place</u>	<u>Meeting</u>
December 6	Binghamton	Southern Tier 8 Regional Board of Directors Meeting
December 12	Oneonta	Otsego Now Committee Meetings
December 13	Oneonta	Meeting with Chairperson Robinson
January 3	Oneonta	Meeting with Mayor and City Administrator for Oneonta
January 7	Cooperstown	Meeting with County IGA Committee
January 8	Oneonta	2 nd Public Hearing on Ioxus CDBG Grant

Correspondence Received:

- None.

Financial Updates

- See attached financial report and statements.

Oneonta Railyards Industrial Park

- See Charter.

Richfield Springs Industrial Park

- See Charter.

Ioxus

- NYS DHCR approved final drawdown request in the amount of \$90,000.
- A second public hearing is scheduled for January 8th.
- The Annual Performance Report is due January 15th.
- The Federal Assistance Expenditure Report is due February 28th.

Retirement Benefits

- HR Department of Community Bank reviewing benefit packages.

Health Care Benefits

- Looking into various health care packages for employees.

Oneonta Business Park

- NYS Historic Preservation has approved the Phase III Archeology Report.
- Chris Cananda of Hodgson & Russ has prepared an affidavit which the CEO signed regarding all bonds that have been paid off on the property.

- Kurt Schulte is still working with Mr. Manno's attorney regarding boundary line adjusting.
- JHJ Surveyors is going to move forward under the assumption that the IDA intends to perform a Lot Line Change according to Oneonta's regulations rather than subdividing a new tax parcel. The requirements are very similar except for the level of review and by the planning board and need for multiple public meetings. They would be able to provide a boundary line adjustment map, description, and set the corner markers for the adjustment for a fee of \$3,100 in a 5 week timeframe. They will also be available to help fill out applications and other documents if necessary. Providing full applications, submission to the planning board, and meeting attendance would be an additional \$900

2025 Budget Request

- Met with the County IGA Committee to expedite approval of \$225,000 county allocation.
- Now must meet with the Administration Committee scheduled for January 23rd.

IOXUS

- Have set a 2nd public hearing to begin close out process for January 8, 2025.
- Ioxus have retained 21 positions and have made 31 new hires (net of turnover).
- Working with the Town of Oneonta to document all administrative and project delivery charges for final drawdown request as well as Ioxus to document the 31 new hires.
- Working on Federal Assistance Expenditure Document to be submitted to NYS DHCR.
- Working on completing Annual Performance Report for the Town of Oneonta.

Public Authority's Office

The following reports are due by March 30th for the County of Otsego Industrial Development Agency, the County of Otsego Capital Resource Corporation, and the Oneonta Railyard Local Development Corporation:

- Annual Procurement Report
- Annual Certified Budget Report
- The Annual Report
- The Annual Investment Report

2025 ACTIVE LEADS LISTING

Property of Interest	Company	Status
<p>2/13/2024</p> <p>Oneonta Business Park</p>	<p>Cannabis Manufacturer: Looking for assistance with state financial incentives.</p>	<p>Preliminary Discussions</p>
<p>4/10/2024</p> <p>Oneonta Business Park</p>	<p>Brett Holleran has been working with a company in Delaware. He is trying to get them to look at the Oneonta Business Park. Sent him copies of our recent appraisal.</p>	<p>Very Preliminary Discussions.</p>
<p>4/23/2024</p> <p>Oneonta Railyards and Oneonta Business Park</p>	<p>ESD Project Omega: This is an established company with several decades of experience; they are an award-winning sustainable modular construction specialist. Given the growth in the US market, the company is looking to invest here to access market opportunities. The company currently has several customers lined up in the US. The main functions of the facility would include production and assembly. \$100 million investment creating 350 jobs.</p> <p>ESD Project Omega continued.</p>	<p>Submitted both the Oneonta Railyard Site and the Oneonta Business Park Site for consideration on April 25, 2024.</p> <p>ESD requested additional information which was supplied on May 1, 2024.</p>
<p>4/30/24</p> <p>Oneonta Railyards</p> <p>6/11/2024</p>	<p>Received a telephone call from Edward A. Granka, President & Managing Director BBG Mergers & Acquisitions represents a company looking for rail siding.</p> <p>Reached out to Mr. Granka.</p>	<p>Preliminary Discussions</p> <p>Said his client has other plans, but if there is still an interest, he will let us know.</p>
<p>7/29/2024</p> <p>Oneonta Business Park</p> <p>8/30/2024</p>	<p>Working with Jeff D'Amore of Pyramid Brokerage with a company looking for space for new manufacturing/distribution/office space.</p> <p>Chris Canada is working on 90-day notice.</p>	<p>Sent through Jeff additional property for sale as well as incentive assistance.</p>

Property of Interest	Company	Status
8/27/2024 Oneonta Business Park	Apple Converting is interested in purchasing additional lot.	
1/7/2025 Anywhere in Mohawk Valley	Project Surya I: The company will be a low volume prototyping and R&D facility for developing cutting edge photonic integrated circuits (PIC) and lasers (Si-Ph and III-V semiconductors) for high performance computing.	Needs existing 52,000 s.f. building with natural gas

Project Overview

Project Title	Oneonta Railyards Development
Project Description	Redevelopment of Oneonta Railyards
Key Objectives for 2025	<ul style="list-style-type: none">• Clear At Least 5 acres of brush and trees.• 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.• Work with Norfolk Southern to market sites.
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:

- **Working on Request for Proposals to clear 5 acres of property.**
- **M. Marino has been working with two potential businesses interested in the Railyards.**
- **In contact with Norfolk Southern.**

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)</p> <p>Bill Gaetano, Gaetano Construction (Utica)</p> <p>Aaron Marcus, Routine Properties (NYC)</p> <p>Jen Gregory, Southern Tier 8</p> <p>Richard Bremmer, County Highway Superintendent</p> <p>Greg Matice, Oneonta City Administrator</p> <p>Ed May, May Enterprises</p>
Post Project Partnerships	<p>Michael N'Dolo, MRB Group</p> <p>Jane Nicholson, MRB Group</p> <p>Judy Pangman, City Community Development</p> <p>Danny Lapin, Otsego County Conservation Association</p> <p>Mark Davies, City Councilman</p> <p>Kevin Schultz, City Environmental Review Board</p> <p>Karl Seeley, Hartwick College</p> <p>Barbara Ann Heegan, Chamber of Commerce</p> <p>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
Resurface Roundhouse Road	\$200,000	\$207,000	\$	\$207,000
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
Repave Roundhouse Road	5/15/2024	5/30/2024	Completed	7/23/2024	8/17/2024
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	Working on Request for Proposals		
Selection of design consultant for clearance.	4/15/24	5/15/24	On Hold		

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	Spring 2025.
Estimated Total Investment	\$2,400,000
Owner	Jody Zakrevsky
Stakeholders	Andela Products/Ruby Lakes Glass, NYS ESD
Status	Under Construction.
Project Flags/Concerns/Updates	<ul style="list-style-type: none"> - Total drawdown requests to EDA equal \$733,000. - Weather has pretty much shut down operations at the site for the season. Mark of Anjo is thinking a bit of work will be needed this week for clean-up then the site will shut down until the weather breaks around March to complete

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
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	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 28, 2025

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, 2025

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	August 28, 2025

Budget and Funding

Project Expenses	Target Amount	YTD Actual 11/25/2024	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	\$27,055.33 \$10,361.00	\$375,000 – IDA	
Construction	\$1,910,000	\$860,192.08		
Contingencies	\$313,000			
Contingencies	\$500,000			
TOTALS	\$2,400,000	\$897,608.41	\$2,400,000	

*Approved

*Approved

***Approved 4/10/23

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	11/20/2024
Extension of Natural Gas	10/14/20	9/3/22	NYS PSC held public hearing.	6/5/2024	???
County Loan	6/2/21	12/15/22	Determination of Need		
DEC Permit Approved	9/1/22	9/30/22	DEC permit issued.	4/29/2024	4/28/2029
DOT Permit	2/8/2024	6/1/2024	DOT permit issued.	7/3/2024	10/31/2024
NYS Department of Health	8/1/2024	9/15/2024	Permitted Needed	8/15/2024	10/25/2024
Construction Contract Award	6/15/2024	9/30/2024	Awarded	5/21/2024	5/21/2024
Pre-Construction Conference	5/1/23		Completed	5/28/2024	5/28/2024
Contract Extension Request	5/23/2024	6/17/2024	Approved Extension until August 28, 2025	5/23/2024	11/26/2024
Construction	4/1/24	5/15/2025	Underway	7/29/2024	
Drawdown Request No. 1 from EDA			Pending Approval	11/21/2024	12/21/2024