

Projects Committee Meeting
February 13th, 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

<u>Contacts/Interviews</u>	<u>Potential Projects</u>
- Working with Pyramid Brokerage	- Have identified company looking to expand their manufacturing and distribution.
- Reached out to Norfolk Southern Railyards	- Amanda Barber, MBA, Norfolk Southern Corporation Industrial Development Manager – PA, NY, & NJ

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. NYS DHCR.</u>

3. To ENSURE resources for continued success

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

<u>Date</u>	<u>Place</u>	<u>Meeting</u>
January 9	Oneonta	IDA Finance and Projects Committee Meetings
January 15	Oneonta	Meeting with Tracy Verrier of the MRB Group
January 17	Cooperstown	Meeting with County Attorney and County Administrator
January 21	Oneonta	Meeting with Christopher Cananda
January 22	Oneonta	Brownfield Development Strategic Planning Meeting
January 22	Oneonta	Town of Oneonta Board Meeting
January 23	Oneonta	Comprehensive Economic Development Strategy Meeting Of the Southern Tier 8
January 24	Oneonta	Meet with company interested in purchasing the Oneonta Railyards
January 28	Oneonta	Southern Tier 8 Regional Board Meeting
January 28	Oneonta	Meeting with Tammie Harris re: Solar Arrays
January 30	Oneonta	Meeting with Commerce Chenango
January 31	Oneonta	SUNY Oneonta Housing Work Groups
February 3	Oneonta	Otsego Job Corps
February 3	Oneonta	Meeting with Board Member Armao
February 4	Oneonta	Meeting with Al Rubin
February 6	Oneonta	Otsego Now Annual Meeting
February 7	Oneonta	Meeting with Mayor and City Manager
February 10	Oneonta	Meeting with County Energy Task Force
February 11	Cooperstown	Otsego County's Intergovernmental Affairs Committee
February 11	Oneonta	Town of Oneonta Board Meeting and Public Hearing on Ioxus

Correspondence Received:

- None.

Financial Updates

- See attached financial report and statements.

Oneonta Railyards Industrial Park

- See Charter.

Richfield Springs Industrial Park

- See Charter.

Ioxus

- The Town of Oneonta received the final drawdown request in the amount of \$90,000.
- A second public hearing was held on February 11.
- The Annual Performance Report was submitted and accepted by NYS DHCR.

- The Federal Assistance Expenditure Report is due February 28th.

Retirement Benefits

- HR Department of Community Bank recommended a simple IRA for employees.

Oneonta Business Park

- Frank Sarratori of Hodgson Russ has prepared an agreement for what is needed to allow Michael Manno to accept the subdivision transfer.

2025 Budget Request

- The Administration Committee approved our appropriation request, and the full County Board has also approved the request.
- A contract between the IDA and the County was drafted and signed by both parties.
- A check should be mailed out to the IDA by this Friday.

2024 Audit

- Mostert, Manzanero & Scott, LLP, have begun the audit.

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

Potential Sites for Development

- Tom Armao, Chairman of the Project Committee, and the CEO have toured several sites being considered for redevelopment in 2025.

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>Received a telephone call from Edward A. Granka, President & Managing Director BBG Mergers & Acquisitions represents a company looking for rail siding.</p>	<p>Preliminary Discussions</p>
<p>6/11/2024</p>	<p>Reached out to Mr. Granka.</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>Working with Jeff D'Amore of Pyramid Brokerage with a company looking for space for new manufacturing/distribution/office space.</p>	<p>Sent through Jeff additional property for sale as well as incentive assistance.</p>
<p>8/30/2024</p>	<p>Chris Canada is working on 90-day notice.</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
1/30/2025 Anywhere in Mohawk Valley	Project Honey Locus - an established European data center company that specializes in cloud services and has more than 500,000 customers globally. The company is looking for a site for a new cloud service data center park in the US.	require 5MW gross power to start, expandable to 10+ MW within 3 years
2/4/2025 Anywhere in Mohawk Valley	A foreign company that manufactures pet food, and they are looking to establish a U.S. presence.	Looking for a 60K-80K square foot facility.

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. Remillard has been working with two potential businesses interested in the Railyards. Met with one of them from Massachusetts on January 24th.**
- **In contact with Norfolk Southern: Amanda Barber, MBA, Norfolk Southern Corporation, Industrial Development Manager – PA, NY, & NJ**

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
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. Reimbursements are unclear due to pause on grants and loans. - Cynthia Andela would like the IDA to begin the subdivision process asap so she can begin to look at purchase. - 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. - The PSC is looking to approve the gas line in March. - The County of Otsego is considering a \$600,000 loan. Some Board members believe it should be a forgivable loan.

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	Andy Ye, 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 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, 2 and 3 from EDA			Pending Approval	11/21/2024	12/21/2024