

Projects Committee Meeting
August 14th, 2025
8:00 A.M.

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

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
- Active Leads
- Review Project Trackers
- New and Unfinished Business

2025 ACTIVE LEADS LISTING

Property of Interest	Company	Status
4/4/2025	ESD is working with a site selector for a major beverage bottler and distributor	Natural Gas Needs - Likely 30,000 CFH
3/31/2025	ESD is working with a German/American vertically integrated 3D Fiber Packaging™ production company.	Natural Gas: 18.6 kwh/yr, 50 psi, 2-4" diameter
3/17/2025	project Numinous is a solar cell and module manufacturing.	Existing building for lease only Minimum 300,000 sq. ft. (275,000 square foot production area + 25,000+ SF office
3/17/2025	NYC manufacturer of a clean energy organization focused on battery technology and EVs.	Awaiting information from them to pass along to Custom Electronics
7/29/2024 Oneonta Business Park	Working with Jeff D'Amore of Pyramid Brokerage with a company looking for space for new manufacturing/distribution/office space.	Sent through Jeff additional property for sale as well as incentive assistance.
4/18/2025		Birchwood has started recovery efforts .
4/21/2025		The boundary line adjustment was approved by the Town Planning Board meeting April 21 st .
6/5/2025	Jessica Schreyer NYS Historic Preservation	Approves recovery plan.
8/1/2025	Sportsfield Specialties	Purchases 34 Acres in the Oneonta Business Park.

Property of Interest	Company	Status
6/24/2025	ESD Project Cherry A JV between a US (PA) and overseas company seeking to expand their US production of Battery Energy Storage System (BESS) integration systems.	Seeking an existing site of 100,000 SF – 250,000 SF with 20'+ ceilings (ideally 30') and 2MW-5MW of power.
7/18/2025	ESD is working with a cleantech manufacturing company that is evaluating where to undertake the first phase of a two-phase growth project	Existing building of between 45,000 and 75,000 SF (ideal is 60,000SF), with 28' clear ceilings (this is a mandatory minimum height Existing Buildings don't have height clearance.

PROJECTS FROM JANUARY 2018 - PRESENT

PROJECTS FROM JANUARY 2018 - PRESENT										2021 Q1			
PROJECTS FROM JANUARY 2018 - PRESENT										15			
PROJECTS FROM JANUARY 2018 - PRESENT										Strategy			
Project ID	Project Description	Owner	Board Lead	Private Partner (Y/N)	Estimated Investment	Available Funds	State Funds (Y / N)	Project Status	Project Category	15	Target Completion Date	Revised Completion Date	NEXT STEP
SITE-E	Soccer Fields/OYSA		BH	N	NA	\$ -	N	ACTIVE	SITE	E	2017 Q1		None
Inactive	Broadband			Y	unknown		Y	ON HOLD	INITIATIVE	D	unknown		Working with ST 8
SITE-E	Oneonta Rail Yards	JZ	SH	?	\$ 1,100,000.00		Y	ACTIVE	SITE	E	2024	2026	SEQR and Comp Plan Completed. Clean-Up of Site E 2021 Q2 and Feasibility Study of Community GeoThermal 2023 Road Resurfaced
C-4	Corning Plant Expa 3	JZ		Y			Y	Planning	PLAN			\	
RS-1	Andela Products Exp	JZ	TA	Y	\$ 4,930,000.00	\$ 950,000.00	Y	ACTIVE	BUSINESS	D	2021 Q4	2025 Q3	Submitted Purchase offer July 2025
RS-2	Richfield Ind. Park	JZ		y	\$ 2,400,000.00	\$ 1,525,000.00	Y	ACTIVE	BUSINESS	E	2021 Q4	2025 Q2	In Construction. 88% complete.
DM-1	Digital Marketing	MM		Y	\$ 62,500.00	\$ 10,000.00	Y	ACTIVE	Marketing	E	Ongoing		
ARC-1	Innovation Center	JZ		y	\$ 3,500,000.00		y	ACTIVE	STUDY		ongoing		ARC Approved Extension.
CDBG-4	Ioxus Expansion	JZ		Y	\$ 2,020,000.00	\$ 2,020,000.00	Y	ACTIVE	BUSINESS	M		2024 Q4	Project Completed.
H-3	Hampton Hotel	JZ		Y	\$ 20,000,000.00	\$ 20,000,000.00	N	ACTIVE	BUSINESS			2025 Q1	Project Completed.
ESD-2	ASATI Expansion II	JZ		Y	\$ 1,200,000.00				BUSINESS	D			In Planning Stage
CDBG-5	Micro-Enterprise Grants	MM		Y	\$ 330,000.00	\$ 330,000.00	Y	ACTIVE	BUSINESS	E			
CDBG-6	216 Main Street, Oneonta	MM		Y	\$ 450,000.00			ACTIVE	BUSINESS	E			
obp	SALE OF PROPERTY	JZ		Y	\$ 850,000.00		N	ACTIVE	SITE	M	2024 Q4	2025 Q3	Finalized of August 1, 2025
H-3	Asteri Housing	JZ		y	\$ 23,800,000.00	\$ 23,800,000.00	n	ACTIVE	Housing	M	2025 Q2	2025 Q3	Approved Pilot Agreement
ESD-3	Pusterla 1380	JZ		Y	\$ 1,200,000.00	\$ 1,200,000.00	N	ACTIVE	BUSINESS	E	2025Q3		ESD Application To Be Prepared
ESD-4	AI Data Center	JZ		Y	\$ 10,000,000.00		N	ACTIVE	BUSINESS	E	2025Q3		Town Residents oppose project.
CDBG-7	Brooks Bottling	JZ		Y	\$ 19,000,000.00		N	ACTIVE	BUSINESS	E			In Planning Stage

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:

- **No contractor submitted a response to our Requests for Proposals to clear approximately 8 acres. Jordan to contact contractors to see why they didn't respond to the RFP.**
- **Sale of property to Ed May: 33.82 feet by 485.38 feet equals 16,304 square feet at \$0.35 per square feet equals \$5,710 plus the cost of the survey (\$2,850) for a total of \$8,560. Mr. May has agreed to split the cost in exchange for the IDA and/or its sucessor to use the new roadway.**
- **Have reached out to Braun Land Surveyor to prepare metes and bounds description for the sale.**

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
Clearance of Another 8 Acres	7/25/2025	9/30/25	RFP out to 8 contractors		
Sale of Property to Ed May	9/30/3035		Awaiting M&B Description		

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>2025 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	Summer 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"> - Project is 88% complete. Have Request Time Extension. - EDA has problem with reimbursement for gas line since NYSE&G will own the gas line, not the IDA. - The 3rd reimbursement totaling \$197,770.12 was submitted.

DA Objective ROI

Employment Impact	15 new jobs
IDA Revenue (One-Time)	\$55,000 (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	<p>Andy Ye, Project Engineer, EDA Michael N'Dolo, MRB Group Alyson Slack, MRB Group Cynthia Andela, Andela Products Ken Ellsworth, Keystone Associates Mark Parker, Keystone Associates Richfield Springs Town Board Richfield Springs Village Board ANJO Construction HUNT Engineers</p>
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 6/10/2025	Grant Funding Amount	YTD Actual
Administrative and Legal Expenses	\$59,000	\$53,140	\$325,000 - ESD* \$1,200,000 – EDA**	\$54,274.35
Architectural and Engineering Fees	\$18,000		\$500,000 – ARC***	
Construction Supervision and Grants Management	\$100,000	\$58,450	\$375,000 – IDA	\$73,476.58
Construction	\$1,910,000	\$1,131,861		\$1,516,508.12
Contingencies	\$313,000			
Totals	\$2,400,000	\$1,296,591	\$2,400,000	\$1,644,259.03

*Approved **Approved 4/10/23 ***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	Completed and signed	10/14/20	11/20/2024
Extension of Natural Gas -EDA questioning reimbursement	10/14/20	9/3/22	NYS Approved Gas Line Extension	6/5/2024	3/20/2025
County Loan	6/2/21	12/15/22	County of Otsego Approved Loan on March 2025	3/5/2025	12/31/2026
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

Project Milestones	Target Start	Target End	Status	Actual Start	Actual End
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	7/29/2024	7/31/2025	Underway	7/29/2024	
Drawdown Request No. 1 from EDA Totaling \$732,906.54.			Approved	11/21/2024	4/17/2025
Drawdown Request No. 2 from EDA Totaling \$234,006.83			Submitted Date of Approval	5/28/2025 7/02/2025	7/8/2025
Drawdown Request No. 3 from EDA Totaling \$197,770.12			Submitted	7/7/2025	
Total Drawdowns			\$1,164,683.49		
Contract Extension Request	8/26/2025	8/26/2026	Submitted and Pending Approval		