

**Projects Committee Meeting  
September 12<sup>th</sup>, 2024  
8:00 A.M.**

**Tom Armao, Chair • Patricia Kennedy • Andrew Marietta  
Jeff Lord • Craig Gelbsman • David Rowley • Cheryl Robinson**

**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 August 30, 2024

### 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 2023 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>
- <b>Maenghwa Jo</b>	- <b>Still has an interest in working here.</b>
- <b>Working with Pyramid Brokerage</b>	- <b>Have identified company looking to expand their manufacturing and distribution.</b>
- <b>Tathan Havens-Morris</b>	- <b>The Queen Charlotte Inn development</b> - <b>Met with Town Supervisor and Harry Levine about this project.</b>
- <b>The Holland Company</b>	- <b>Oneonta Railyard</b>

#### 2. To ENCOURAGE businesses growth and retention

- <b>NYS Public Service Commission has set a date for Tuesday, September 10<sup>th</sup>, to have discussion with IDA, Andela Products, the Town of Richfield, and NYSE&amp;G.</b>
- <b>In contact with Cyndy Andela on her expansion plan.</b>
- <b>Drawdown and Budget Modification Approved by NYS DHCR. Awaiting transfer of funds for Ioxus.</b>
- <b>Awarded 5 grants to micro-enterprise grant program.</b>

#### 3. To ENSURE resources for continued success

- <b>Placed advertisement for ED Director with NYSEDC.</b>
- <b>Placed advertisement for ED Director with NYS Department of Labor</b>
- <b>Received retirement plan comparisons from Jason Tabor</b>
- <b>Interviewed two candidates for ED Director</b>

<u>Date</u>	<u>Place</u>	<u>Meeting</u>
August 8	Oneonta	Audit and Finance Committee Meeting
August 8	Oneonta	Projects Committee Meeting
August 8	Oneonta	Southern Tier 8 Infrastructure Investment and Jobs Act
August 9	Oneonta	Monica Calzolari of AllOtsego
August 14	Oneonta	Airport Parallel Taxiway Meeting
August 16	Oneonta	Zoom Meeting with Chairperson Robinson re: Pony Farm
August 22	Oneonta	IDA and CRC Board of Directors Meeting
August 23	Springfield	Meeting with Springfield Town Supervisor and Harry Levine
August 27	Oneonta	ST8 Comprehensive Economic Development Strategy Meeting
August 27	Oneonta	Meeting with Ed May
August 28	Oneonta	Meeting with Pradeep Haldar and Michael Pentaris
September 3	Oneonta	Virtual Project Development Committee Meeting with Regional Economic Development Council.
September 3	Oneonta	Meeting with Maenghwa Jo
September 3	Oneonta	Meeting with Evan Maslin, Director of Economic Development At Southern Tier 8
September 4	Cooperstown	Meeting with County Board of Representatives
September 4	Oneonta	Meeting with Chairperson Robinson
September 6	Oneonta	Meeting with Max Weber re: Shrpa marketing tools
September 9	Oneonta	Meeting with Joe Scott and Collin Doane re: Oneonta Business Park
September 9	Oneonta	Interview with Alison Swartz
September 10	Oneonta	Meeting with NYS Public Service Commission
September 11	Binghamton	Meeting with Keystone Engineers

### Correspondence Received:

- Received from Steve Wilson a notice to participate in the 2025 Budget Development process. Final Budget requests are due by September 9, 2024.

### Financial Updates

- See attached financial report and statements.

### Oneonta Railyards Industrial Park

- See Charter.

### Richfield Springs Industrial Park

- See Charter.

## Proposed New Housing Development

- Vecino Group New York re: housing project in Cooperstown. Nadene Ziegler from Hodgson and Russ is working on this project. Received and sent to her environmental review conducted by the Village Board of Trustees. The anticipated closing date with the IDA is September 2025.
- A public hearing has been set for September 23<sup>rd</sup> at 11:00 a.m. at the Village Hall in Cooperstown.
- loxus
- Drawdown 3 was submitted to the NYS DHCR. In addition, a budget modification request was also submitted. DHCR has indicated that they have recommended both for approval and a transfer of funds will likely occur within the week.
- Told Chad Hall that JMS Contracting was approved to fix the rear building wall as well as Concrete Worx for the rebuilding of the concrete loading dock.

## Retirement Benefits

- Still reviewing.

## Oneonta Business Park

- Joe Scott is reviewing the documents I provided him, and we will discuss them with another real estate attorney in his office next week.
- Kurt Schulte is working on a lot line adjustment for the Manno Property.
- Christopher C. Canada has written the 90-day notice letter to state officials.
- Birchwood Archeology should have a draft proposal to us by next week.

## Oneonta Airport

- Judy Pangman has submitted a pre-application for ARC funding.

## PILOT Bills

- Staff have been working on PILOT calculations and bills for 2024.

## 2024 ACTIVE LEADS LISTING

Property of Interest	Company	Status
1/26/2024 Anywhere in Mohawk Valley.	<b>ESD Project Diamond:</b> A manufacturing company is pursuing an artificial graphite-based anode active material manufacturing facility. First prioritization is being given to sites that are as “development ready” as possible.	Do not have 150 acres of developable property.
1/29/2024 Anywhere in Mohawk Valley.	<b>ESD Project Bluebird:</b> Existing U.S. company seeking to expand their manufacturing operations in the clean hydrogen industry. They will fabricate a variety of electrode components for an established customer base of multiple PEM and alkaline electrolyzer OEMs in US and Europe.	Submitted 41 Brown Street (Northern Eagle) Property Flyer with specifications.  <b>Property has now been leased to Chobani.</b>
1/31/2024	<b>ESD Project Apollo:</b> Manufacturing company is expanding into the solar industry within the United States, with plans to develop a state-of-the-art manufacturing facility in the country.	Do not have a 500,000 square foot facility.
2/7/2024 Anywhere in Mohawk Valley	<b>ESD Project Lion 2:</b> Top battery materials manufacturer with over 20 years of experience- specializing in lithium-ion battery materials, daily chemical materials, and specialty chemicals. This project will focus on manufacturing electrolytes and lithium-ion batteries.	Do not meet electrical requirements.
2/8/2024 Anywhere in Mohawk Valley	<b>ESD Project Grow Greens:</b> Manufacturer looking to establish a collection of greenhouses with efficient energy sources.	Do not meet gas requirements.
2/13/2024 Oneonta Business Park	<b>Cannabis Manufacturer:</b> Looking for assistance with state financial incentives.	Preliminary Discussions

Property of Interest	Company	Status
2/16/2024 Oneonta Railyards	Manufacturing company interested in railyards with a concentration on rail access.	Preliminary Discussions
2/16/2024	Reached out to Norfolk Southern, ESD and DOT.	Concern: natural gas requirements.
2/21/2024	Norfolk Southern Wants Discussion with Company.	
2/26/2024	Company meeting to discuss zoom meeting with Norfolk Southern.	
4/14/2024	Reached out to company - no response.	Awaiting purchase offer.
5/7/2024	Mike Batorini of New Holland came down to meet with JZ and Board Member Rowley.	
5/12/2024	E-mailed Mike about purchase offer	No Response
6/11/2024	Again, e-mailed Mike about interest.	They are still interested.
8/21/2024	Mike indicated their attorney is working on a purchase offer.	
3/18/2024	<b>ESD Project Format:</b> global manufacturing company with a funded project in the energy storage space. They are seeking to locate two manufacturing functions in two facilities.	<b>Do not meet building sizes or power requirements.</b>
4/01/2024	<b>ESD Project Horizon:</b> animal feed manufacturer that is considering NYS for their U.S. expansion.	<b>Need between 275 - 400 acres.</b>
4/10/2024 Oneonta Business Park	<b>Brett Holleran</b> 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.	<b>Very Preliminary Discussions.</b>
4/19/2024 Anywhere in Mohawk Valley	<b>ESD is looking for a site for a leading European food manufacturing company.</b>	<b>Can't meet the gas supply needs.</b>

Property of Interest	Company	Status
<p>4/23/2024</p> <p><b>Oneonta Railyards and Oneonta Business Park</b></p>	<p><b>ESD Project Omega:</b> 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><b>ESD Project Omega continued.</b></p>	<p><b>Submitted both the Oneonta Railyard Site and the Oneonta Business Park Site for consideration on April 25, 2024.</b></p> <p>ESD requested additional information which was supplied on May 1, 2024.</p>
<p>4/30/24</p> <p><b>Oneonta Railyards</b></p> <p>6/11/2024</p>	<p>Received a telephone call from <b>Edward A. Granka</b>, President &amp; Managing Director BBG Mergers &amp; Acquisitions represents a company looking for rail siding.</p> <p>Reached out to Mr. Granka.</p>	<p><b>Preliminary Discussions</b></p> <p>Said his client has other plans, but if there is still an interest, he will let us know.</p>
<p>6/4/2024</p> <p>Anywhere in Mohawk Valley</p>	<p><b>ESD Project Splendor - food manufacturer.</b></p>	<p>Can't meet their electric needs.</p>
<p>7/26/2024</p> <p>Anywhere in Mohawk Valley</p>	<p><b>ESD Project Formula NY - food manufacturer.</b></p>	<p>Looking for an existing 100,000 - 300,000-foot building.</p>
<p>7/29/2024</p> <p><b>Oneonta Business Park</b></p>	<p><b>Working with Jeff D'Amore of Pyramid Brokerage with a company looking for space for new manufacturing/distribution/office space.</b></p>	<p>Sent through Jeff additional property for sale as well as incentive assistance.</p>
<p>8/30/2024</p>	<p><b>Chris Canada is working on 90-day notice.</b></p>	
<p>8/7/2024</p> <p>Anywhere in Mohawk Valley</p>	<p><b>ESD Project Warsaw - manufacturer of energy storage units.</b></p>	<p>Looking for 80,000 to 100,000 square foot existing building</p>

<b>Property of Interest</b>	<b>Company</b>	<b>Status</b>
8/8/2024 Anywhere in Mohawk Valley	ESD Project Sunrise Energy - The company is a minority-owned US-based solar manufacturer	Looking for an existing building of 760,000 sq. ft.
8/13/2024 Anywhere in Mohawk Valley	ESD Project Swift - potential semiconductor project in the advanced packaging R&D space.	Looking for an existing 420,000 s.f. building
8/22/0224 Anywhere in Mohawk Valley	ESD Project Little Leaf - European cleantech manufacturer that is looking to set up their first US manufacturing facility	Electric: requires 15MW, with projected annual usage of 4,000MWh
8/27/2024 Anywhere in Mohawk Valley	Project Jackpot - an emerging agribusiness company	Site must be at least 50 acres and would require minimum if 19.5MVA+ of connected load, 16 MW peak load for Phase 1.
8/27/2024 Oneonta Business Park	Apple Converting is interested in purchasing additional lot.	
8/27/2024	ESD Project Jackpot Agri-business	Needs 50 acres and natural gas.



## Project Overview

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

### Updated Information:

**Roundhouse Road has been successfully repaved. Total cost for the repavement is \$207,000.**

**R. Braun Land Surveyors to have survey portion of property to be sold to Mr. May back to us by the end of the week.**

**Still have not received a proposed sale agreement from the company looking to purchase the site for a new manufacturing and distribution facility.**

## 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			
<b>TOTALS</b>	<b>\$5,250,000</b>	<b>\$250,000</b>	<b>\$500,000</b>	<b>\$0</b>

\* 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	On Hold		
Selection of design consultant for clearance.	4/15/24	5/15/24	On Hold		

## Project Overview

<b>Project Title</b>	<b>Richfield Spring Eco-Business Park</b>
<b>Project Description</b>	<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>
<b>Key Objectives</b>	<ul style="list-style-type: none"> <li>• Prepare Site for Sale or Lease</li> <li>• Provide for at least 3 new businesses to relocate or expand into the Richfield Springs Business Park</li> </ul>
<b>Target Completion Date</b>	<b>October 2024</b>
<b>Estimated Total Investment</b>	\$2,400,000
<b>Owner</b>	Jody Zakrevsky
<b>Stakeholders</b>	Andela Products/Ruby Lakes Glass, NYS ESD
<b>Status</b>	Anjo Construction will start by mid-June.
<b>Project Flags/Concerns/Updates</b>	<p><b>Anjo Construction has started removing all old railroad ties and taking them to the County landfill.</b></p> <p><b>The Town of Richfield held a public hearing on the water and sewer districts.</b></p> <p><b>Staff met with the NYS Public Service Commission Staff, NYSE&amp;G, and others to clear up discrepancies in the proposed assessment of the gas line extension. Also clarified that Andela Products needs to get a permit from NYS DEC for gas utilization not the IDA.</b></p> <p><b>Keystone Associates has finalized submission requests of the NYS Department of Health.</b></p>

## 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			
<b>Contingencies</b>	<b>\$500,000</b>			
<b>TOTALS</b>	<b>\$2,400,000</b>		<b>\$2,400,000</b>	

\* 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	???
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	
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
Construction	4/1/24	8/28/24	Underway	7/29/2024	9/30/2024