County of Otsego IDA
189 Main Street, Suite 500, Oneonta, NY 13820
607.267.4010 | OTSEGOIDA.COM

Projects Committee Meeting
November 12th, 2026
8:00 A.M.

• **Craig Gelbsman**, Chair • **David Rowley**, Vice Chair • **Andrew Marietta**
• **Tim Johnson** • **Michelle Catan** • **Cheryl Robinson** • **Jeffrey Lord**
• **Patricia Kennedy**

Jody Zakrevsky, CEO • **Terel Marshburn,** Economic Development Director
Meaghan Remillard, Director of Finance and Administration
Jordan Allen, Administrative Assistant • **Chris Canada**, Bond Counsel
Kurt Schulte, Agency Counsel

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

Project Overview

Project Title	**Oneonta Railyards Development**
Project Description	Redevelopment of Oneonta Railyards
Key Objectives for 2025	• Prepared Storm Water Management Plan for clearance of property. • 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. • Work with Norfolk Southern to market sites.
Target Completion Date	Ongoing
Estimated Total Investment	$5,200,000
Owner	Terel Marshburn
Stakeholders	City of Oneonta, Otsego Now, NYS ESD
Status	Active
Project Flags/Concerns	Cost of clearing site for future development.

Updated Information:

- **Terel and I met with the CEO of the Cooperstown All Star Village and they would like to see other tourist attractions brought to Oneonta. Terel is researching the building of a water park and hotel at the Oneonta Railyards.**

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	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
Post 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

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	3/1/2026	9/30/26	Proposals Received for SWMP.	12/20/2025	3/1/2026
Sale of Property to Ed May	9/30/3035	12/31/2025	Completed		12/15/2025.

Project Overview

Project Title	**Richfield Spring Eco-Business Park**
Project Description	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. *2025 Phase: Site Development* 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.
Key Objectives	• 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	August 2026.
Estimated Total Investment	$2,400,000
Owner	Jody Zakrevsky
Stakeholders	Andela Products/Ruby Lakes Glass, NYS ESD
Status	Under Construction.
Project Flags/Concerns/Updates	- EDA approved amending the grant to take out the gas line extension. By removing the cost ($276,000) our share would drop to $100,000 (down from $375,000) and thereby raising EDA/ARC reimbursement rate from 70% to 80%. - Final Drawdown Prepared and Submitted. - MWBE Waiver Request sent to NYS ESD. - Met with Patricia H. Nilsen, CEO of NYSE&G, and explained to her we still do not have electric at the site. - Dale Flint of NYSE&G trying to get electric hook up asap. - Anjo Construction sent as built drawings.

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	Tobey Clarkin, 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
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, 2026

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, 2027

Budget and Funding

Project Expenses	Target Amount**	YTD Actual 6/10/2025	Grant Funding Amount	YTD Actual 9/28/2026
Administrative and Legal Expenses	$59,000	$53,140	$325,000 - ESD* $1,200,000 – EDA**	$60,387.35
Architectural and Engineering Fees	$18,000		$500,000 – ARC***	
Construction Supervision and Grants Management	$100,000	$58,450	$375,000 – IDA	$144,146.96
Construction	$1,910,000	$1,131,861		$1,927,179.06
Contingencies	$313,000			
Totals	**$2,400,000****	**$1,296,591**	**$2,400,000**	**$2,131,713.37**

*Approved ***Approved 4/10/23

** Amended Budget by EDA is now $2,125,000.

Drawdown Request No. 1 from EDA Totaling $732,906.54.	**Total Expenditures $1,034,691.54**	**Submitted**	**Approved**	**11/21/2024**
Drawdown Request No. 2 from EDA Totaling $234,006.83	**Total Expenditures $330,362.58**	**Submitted**	**Submitted Date of Approval**	**5/28/2025 7/02/2025**
Drawdown Request No. 3 from EDA Totaling $197,770.12	**Total Expenditures $279,204.88**	**Submitted**	**Submitted Approved**	**7/7/2025 8/19/2025**

Drawdown Request No. 4 from EDA Totaling $128,585.59	**Total Expenditures $181,532.60**	**Submitted**	**Submitted Approved**	**8/20/2025 9/9/2025**
Drawdown Request No. 5 from EDA and Drawdown 6 combined with removal of gas line. $33,356.06	**Total Expenditures $47,090.91**	**Submitted 8/31/2026**	**Approved 10/1/2026**	
Drawdown Request No. 6 $373,374.85	**Total Expenditures $258,830.86**	**Submitted 11/6/2026**	**Approved**	
	Total EDA Expenditures	**Total EDA Reimbursed**		
Total Drawdowns	**$2,131,713.37**	**$1,326,625.14 (received) $1,700,000 (pending)**		
Other Expenses				
Keystone Associates	**$82,459.72**	**Not Reimbursed by EDA**		
Capital Energy Partners	**$57,750.00**	**Not Reimbursable By EDA**		
Joanne Darcy Crum	**$10,000.00**	**Not Reimbursable By EDA**		
Larosa Landworks, LLC	**$22,000.00**	**Not Reimbursable By EDA**		
M Silber Design	**$19,350.00**	**Not Reimbursable By EDA**		
Gas Line	**$274,778.28**	**Not Reimbursable By EDA**		
Totals	**$466,338**			
Total Expenditures	**$2,598,051.37**			

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 will not reimburse the cost.	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
Contract Extension Request	8/26/2025	8/26/2026	Approved	8/26/2025	8/26/2026
Construction	7/29/2024	8/1/2026	Completed Except Electric	7/29/2024	8/28/2026