

**Projects Committee Meeting**  
**November 14<sup>th</sup>, 2024**  
**8:00 A.M.**

**Tom Armao, 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
- Review Project Trackers
- Review Director's Report
- New and Unfinished Business

## Project Overview

Project Title	<b>Oneonta Railyards Development</b>
Project Description	Redevelopment of Oneonta Railyards
Key Objectives for 2024	<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>
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:

- **Met with Richard Braun to revised new survey of property.**
- **Company which had shown interested in purchasing the property has decided not to move ahead. They now believe it is too far away to ship product to from the parent company.**
- **Property is being marketed to a company in Chenango County.**

## 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>Spring 2025.</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>	Under Construction.
<b>Project Flags/Concerns/Updates</b>	<ul style="list-style-type: none"> <li>- NYS Department of Health has approved the project.</li> <li>- Progress Meeting with Anjo Construction, Keystone Engineers, HUNT Engineering, the Village DPW and the town DPW on October 29.</li> <li>- Still awaiting town and village MOA to be signed.</li> <li>- On 11/12/2024 NYSE&amp;G indicated they have all required documents.</li> </ul>

## DA Objective ROI

<b>Employment Impact</b>	15 new jobs
<b>IDA Revenue (One-Time)</b>	\$250,000 (sale of site) To Be Determine by Appraisal
<b>IDA Revenue (Recurring)</b>	\$ To Be Determined – vacant sites could be leased to companies
<b>Business Relationship Impact</b>	Low Enhancing relationship with Ruby Lakes Glass/Andela Products
<b>Community Engagement Impact</b>	Low Village and town communication through project process.

## Partnerships

<b>Project Partnerships</b>	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
<b>Post Project Partnerships</b>	IDA, the Village, the Town and Andela Products and Ruby Lake Glass

## Grant Management

<b>Grant ID</b>	93220 - Approved
<b>Grant Amount</b>	\$325,000
<b>Source Agency</b>	NYS Empire State Development
<b>Details</b>	Grant funds are for sewer and water infrastructure
<b>Requirements</b>	Grant Funds can only account for 70% of total project costs.
<b>Expiration Date</b>	August 31, 2024

<b>Grant ID</b>	01-01-14979 - Approved
<b>Grant Amount</b>	\$1.2 million
<b>Source Agency</b>	Federal EDA
<b>Details</b>	Grant funds are for sewer and water infrastructure
<b>Requirements</b>	Grant Funds can only account for 70% of total project costs.
<b>Expiration Date</b>	August 28, 2024

<b>Grant ID</b>	Project ID: 67423
<b>Grant Amount</b>	\$500,000
<b>Source Agency</b>	Appalachian Regional Commission
<b>Details</b>	To be added to EDA funding
<b>Requirements</b>	EDA must approve payments on behalf of ARC
<b>Expiration Date</b>	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	\$757,449.36		
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	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
Construction	4/1/24	5/15/2025	Underway	7/29/2024	



## CEO's Report November 12, 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>
-	-
- Working with Pyramid Brokerage	- Have identified company looking to expand their manufacturing and distribution.
- Reached out to Chobani	

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

- NYSE&G has everything they need to solicit PSC.
- Sent Cyndy appraisal.
- Drawdown and Budget Modification Approved by NYS DHCR. Check issued to Ioxus for \$153,791.71.

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

- Made offer to hire project manager after check candidate's references.
- Placed advertisement for ED Director with NYS Department of Labor
- Received retirement plan comparisons from Jason Tabor Community Bank reviewing.
- <u>Interviewed forth candidates for ED Director</u>

<u>Date</u>	<u>Place</u>	<u>Meeting</u>
September 12	Cooperstown	Meeting with Mayor Tillapaugh
September 23	Cooperstown	Meeting with Mayor Tillapaugh
September 23	Oneonta	Otsego Now Board of Directors Meeting
October 2	Binghamton	ST8 ARC Project Development
October 10	Oneonta	Audit and Finance/Projects Committee Meetings
October 18	Oneonta	Meeting with Otsego Now Board President
October 23	Oneonta	Meeting with County Administrator Steve Wilson
October 24	Oneonta	Otsego Now Board of Directors Meeting
October 24	Oneonta	ST8 Comprehensive Economic Development Meeting
October 25	Oneonta	Meeting with Jeff Lord
October 28	Oneonta	Meeting with Chris Canada
October 29	Oneonta	Richfield Springs Progress Meeting
October 29	Oneonta	Meeting with Ed May
October 29	Sydney	Meeting with Richard Braun
November 4	Oneonta	Meeting with Michelle Catan
November 4	Oneonta	Meeting with Potential ED Director Candidate
November 4	Oneonta	ST8 Project Development Meeting
November 6	Binghamton	ST8 Project Development Meeting
November 6	Oneonta	Meeting with Mayor Drnek
November 8	Oneonta	Meeting with several board members re: Interviews
November 8	Oneonta	Meeting with Otsego Now board President

## Correspondence Received:

- None.

## Financial Updates

- See attached financial report and statements.

## Oneonta Railyards Industrial Park

- See Charter.

## Richfield Springs Industrial Park

- See Charter.

## Proposed New Housing Development

- Received request for Pilot Agreement for housing project at 4062 State Highway 23 West Oneonta

## IOXUS

- Working on closeout documentation.

## **Retirement Benefits**

- HR Department of Community Bank reviewing benefit packages.

## **Oneonta Business Park**

- A signed purchase offer has been received.
- Mike Manno has sent lot line adjustment to his attorney.
- Had discussion with NYS Archeology re: Phase III report. Need to submit a letter about why the site can't be avoided.
- Met with Town Supervisor to review offer.
- Proposed buyer will provide site plan by 11/15/2024 for us to sent to NYS Archeology.
- Kurt Schulte is still trying to resolve mortgage issue with bank financing for bond issuance for Sanyo Sewing America.