

Projects Committee Meeting
October 9th, 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 • Terel Marshburn, Economic Developer Director
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
- New and Unfinished Business

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.• 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:

- **Kurt Schulte is working on the sale of property to Ed May.**
- **Andrew Millspaugh of Sterling Environmental Engineering will be met with Terel and me on Friday, the 19th, to discuss preparing a Stormwater Pollution Prevention Plan (SWPPP) for the railyards.**
- **Reached out to Mr. Millspaugh to try to get a timeframe for when he will get his proposal to us.**

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	January 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	<ul style="list-style-type: none"> - Gas line has been installed. - HUNT Engineering has met with NYSEG to discuss electric extension. Service overhead lines can be 3-phase starting at the NYS Rte. 28 intersection, running under the existing transmission lines along the North side of the proposed roadway and crossing to the South side of the roadway opposite the lift station location. This location will service the 2 building lot locations in the future. - Notice was given to our attorneys that EDA has authorized us to sell property without their approval of the contract. - Trying to get pavement done before plants close.

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: requested extension until August 28, 2026, was approved.

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: extended to August 28, 2026
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Budget and Funding

Project Expenses	Target Amount	YTD Actual 6/10/2025	Grant Funding Amount	YTD Actual 9/9/2025
Administrative and Legal Expenses	\$59,000	\$53,140	\$325,000 - ESD* \$1,200,000 – EDA**	\$55,937.35
Architectural and Engineering Fees	\$18,000		\$500,000 – ARC***	
Construction Supervision and Grants Management	\$100,000	\$58,450	\$375,000 – IDA	\$90,136.80
Construction	\$1,910,000	\$1,131,861		\$1,679,717.50
Contingencies	\$313,000			
Totals	\$2,400,000	\$1,296,591	\$2,400,000	\$1,644,259.03

*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	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	1/31/2026	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 Approved	7/7/2025 8/19/2025	
Drawdown Request No. 4 from EDA Totaling \$128,585.59			Submitted Approved	8/20/2025 9/9/2025	
Total Drawdowns			\$1,293,269.08		
Contract Extension Request	8/26/2025	8/26/2026	Approved	8/26/2025	