

Projects Committee Meeting
February 5th, 2026
8:00 A.M.

- **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 • 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	<ul style="list-style-type: none">• 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	Jody Zakrevsky
Stakeholders	City of Oneonta, Otsego Now, NYS ESD
Status	Active
Project Flags/Concerns	Site Contamination – low risk

Updated Information:

- **Sterling Environmental Engineering have started on the stormwater plan and should be able to circulate a draft for our review later this month.**
- **Capital Energy Partners submitted a proposal to increase electric energy to the site. We are looking into state grants to assist with funding the proposal.**

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	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	<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	May 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"> - Acting EDA Regional Administrator denied our appeal for reimbursement of the gas line. - To offset the gas line costs, EDA is willing to amend the budget to allow for personnel charges to the grant. - EDA approved our change order submission for Anjo Construction. - We signed a land purchase agreement with Crystal Mountain Properties, LLC (Cynthia Andela) for two lots. - Terel is working on MWBE for site clearance and SWPP.

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, 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, 2026

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	5/15/2026	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	5/28/2025	
			Date of Approval	7/02/2025	7/8/2025
Drawdown Request No. 3 from EDA Totaling \$197,770.12			Submitted	7/7/2025	
			Approved	8/19/2025	
Drawdown Request No. 4 from EDA Totaling \$128,585.59			Submitted	8/20/2025	
			Approved	9/9/2025	
Total Drawdowns			\$1,293,269.08		
Contract Extension Request	8/26/2025	8/26/2026	Approved	8/26/2025	



U.S. DEPARTMENT OF COMMERCE
Economic Development Administration
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Jody Zakrevsky, CEO
Otsego County IDA
189 Main Street, Suite 500
Oneonta, New York 13753

RE: County of Otsego Richfield Springs Eco-Industrial Business Park Project
Response to Appeal Request of Disallowed Natural Gas Line Costs

Dear Mr. Zakrevsky:

This letter is in response to your email dated August 19, 2025, requesting that the Seattle Regional Office (SRO) reconsider its decision that EDA cannot participate in the natural gas line installation on County of Otsego Industrial Development Agency (IDA) land and Route 28 because the New York State Electric & Gas Corporation (NYSEG) will be the owner of the gas line, the holder of title for the highway portion of the gas line, and is not a grant recipient.

The EDA regulations require that:

[T]he Recipient must hold title to Project Real Property, which, as noted in § 314.1 in the definition of “Real Property” includes land that is served by the construction of Project infrastructure (such as roads, sewers, and water lines) and where the infrastructure contributes to the value of such land as a specific purpose of the Project. The Recipient must maintain title to Project Real Property at all times during the Estimated Useful Life of the Project. 13 C.F.R. § 314.7

While there are limited exceptions to this rule as noted in 13 C.F.R. § 314.7, none apply to this circumstance. For the specific instance of the gas line within Route 28, the exception is not applicable because it requires that:

The Recipient is committed during the Estimated Useful Life of the Project to operate, maintain and repair all improvements for the Project consistent with the Investment Assistance.

These restrictions are the same regulations that at least partly led to the Town of Richfield being added as a co-recipient in November of 2023 because the Town of Richfield, after the installation of the water, sewer and roadway improvements, will take ownership of the improvements.

SRO understands that the scope of work in the EDA award to County of Otsego IDA included “gas and electrical utilities installation.” However, all activities in the scope of work must comply with the EDA regulations.

The County of Otsego IDA entered into a natural gas contribution in lieu of surcharge agreement with NYSEG and was reimbursed certain costs by EDA under Pay Request 2.

**County of Otsego Richfield Springs Eco-Industrial Business Park Project
Response to Appeal Request of Disallowed Natural Gas Line Costs**

When the County of Otsego IDA requested reimbursement for additional costs under Pay Request 3 it came to light that the natural gas line (2" HDPE pipe) would be owned by NYSEG and not either recipient.

Since neither recipient on the grant will own the natural gas line itself and neither recipient is responsible to operate, maintain and repair all the natural gas line installation along Route 28, EDA cannot legally participate in the natural gas line costs because the requirements in 13 C.F.R. § 314.7 have not been met.

EDA stands ready to determine if other allowable costs consistent with the grant scope of work can be reimbursed to compensate for the disallowed costs of the natural gas line.

Should you have any questions regarding this determination, please don't hesitate to contact, Tobey Clarkin at tclarkin@eda.gov, or to request a follow-up meeting to discuss this determination.

Sincerely,

Kerstin Millius, Acting Regional Director
Seattle Regional Office

Copy to:

Lucas Martin, Economic Development Representative, EDA