

The Mission of Otsego Now is to transform Otsego County's economy so that it can provide a prosperous livelihood for all its residents by attracting and retaining business investment from established and growing firms that will bring high-paying skilled jobs to our community.

COIDA BOARD AGENDA

THURSDAY, OCTOBER 22ND, 2026

- ROLL CALL
- CHAIR'S REMARKS
- APPROVAL OF MEETING MINUTES
 - August 27th Board Meeting Minutes
 - October 8th Audit & Finance Committee Meeting Minutes and Project Committee Meeting Minutes
- REPORT OF THE AUDIT & FINANCE COMMITTEE AND TREASURER
- BILLS AND COMMUNICATIONS
- REPORT OF THE PROJECTS COMMITTEE
- REVIEW DIRECTOR'S REPORT
- RESOLUTIONS
 - 2027 IDA Budget
 - 2027 IDA PARIS 4 Year Budget
 - 2027 ORLDC PARIS 4 Year budget
- NEW AND UNFINISHED BUSINESS
 - 2026 Board Presentation
- PUBLIC COMMENT PERIOD
- EXECUTIVE SESSION (IF NEEDED)
- ADJOURNMENT

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY

AUGUST 27th, 2026

MEETING MINUTES

CALL TO ORDER

Vice Chair, D. Rowley, called to order the meeting of COIDA at 8:01 am. M. Remillard conducted roll call and determined there was a quorum. Voting members present included:

Jeffrey Lord
Patricia Kennedy
Tim Johnson

Andrew Marietta (v)*
Michelle Catan
David Rowley

Absent Member(s): Craig Gelbsman & Cheryl Robinson
Also, in attendance:

STAFF

Jody Zakrevsky, **CEO**
Terel Marshburn, **Economic Development Director**
Meaghan Remillard, **Dir. of Finance and Administration**
Jordan Allen, **Administrative Assistant**

GUEST

Rick Manzardo, **Vecino Group (v)^****
Rob Holzman, **Vecino Group ****
Sean Carpenter, **SDA Housing NY, LLC****

(v) – virtual

* - arrived after start of meeting

** - left before end of meeting

CHAIR'S REMARKS

Vice Chair, D. Rowley, welcomed fellow board members and staff to the August meetings, moving immediately onto the agenda.

PRESENTATION OF SDA HOUSING NEW YORK, LLC

Sean Carpenter of SDA, spoke about the housing development in Cooperstown, N.Y. Mr. Carpenter provided a brief overview of his extensive experience as an affordable housing developer, having completed 54 projects across 21 states. He expressed his enthusiasm and bringing the first affordable housing development in Cooperstown in many years. The Board asked questions regarding the construction timeline, PILOT timeline, and any updates on the development.

MEETING MINUTES

D. Rowley presented the meeting minutes from the July 23, 2026, COIDA board meeting and August 13th Audit & Finance Committee Meeting Minutes, Governance Committee Meeting Minutes, Special Board Meeting Minutes, and Project Committee Meeting Minutes. Board members were given a copy of the minutes prior to the meeting for review.

D. Rowley made a motion to approve the meeting minutes. The motion was seconded by T. Johnson and was approved by the remaining members present.

COMMITTEE REPORTS

- Audit & Finance – The Audit & Finance Committee meeting was held on August 13th, 2026. J. Lord, Chair of the Committee, let the draft minutes stand as the report.
- Governance Committee – The Governance Committee meeting was held on August 13th, 2026. The Governance Committee meets quarterly, and the next meeting will take place on December 10th, 2026.
- Projects Committee – The Projects Committee meeting was held on August 13th, 2026. T. Marshburn stated he is meeting with Cindy Falk, Cooperstown Deputy Mayor to discuss the Tunnick Hotel in Cooperstown. Additionally, he is still determining a date for the ribbon cutting in Richfield Springs.

BILLS & COMMUNICATIONS

M. Remillard stated there was an expense from M Silber Design for the sign in Richfield Springs Business Park. She also mentioned Admin PILOT Fee's will begin to come in, as they were billed in August.

D. Rowley made a motion to approve the payment of bills. M. Catan seconded the motion, and it was approved by the remaining members.

NEW BUSINESS / UNFINISHED BUSINESS

New Board Member: M. Catan asked if there was any update on bringing in a new Board member in the future. M. Remillard proposed M. Catan resend the Board members the three (3) suggestions from the June Board Meeting. If anyone has additional candidates, they can be discussed at the September Board Meeting.

EXECUTIVE SESSION

T. Johnson made a motion to enter executive session with committee members only, under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 9:11 am for the following reasons: To discuss the proposed acquisition, sale or lease of rental property.

J. Lord seconded the motion, and it was approved by all board members present. The committee entered executive session at 9:11 am.

There was No Action Taken. The committee exited executive session at 9:15 am.

PUBLIC COMMENT

There were no Public Comments for this meeting.

ADJOURNMENT

D. Rowley made a motion to adjourn the meeting of the IDA board at 9:15 am.

UPCOMING MEETING SCHEDULE

- COIDA/OCCRC Audit & Finance Committee Meeting / Projects Committee Meeting– **September 10th, 2026**
- COIDA/OCCRC Board Meeting – **September 24th, 2026**

***All meetings are held at the Otsego Now offices at 189 Main Street, Oneonta. NY. 13820, unless otherwise specified.**

**COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY
OTSEGO COUNTY CAPITAL RESOURCE CORPORATION**

**AUDIT & FINANCE COMMITTEE
OCTOBER 8TH, 2026
MEETING MINUTES**

CALL TO ORDER

The COIDA and OCCRC's joint Audit & Finance Committee meeting was called to order at 8:02 am at the Otsego Now offices at 189 Main Street in Oneonta, NY. Committee members present included:

Jeffrey Lord

Andrew Marietta (v)

Craig Gelbsman

Patricia Kennedy

Also, in attendance:

BOARD

David Rowley

Tim Johnson

Cheryl Robinson (v)

Michelle Catan

STAFF

Jody Zakrevsky, **CEO**

Terel Marshburn, **Economic Development Director**

Meaghan Remillard, **Dir. of Finance and Administration**

Jordan Allen, **Administrative Assistant**

(v) – virtual

REVIEW OF FINANCIALS

M. Remillard stated that the financials are standard for this month and that all rent payments are current, with the exception of IOXUS's October rent. She received an email the previous day confirming that the IOXUS sale transaction had closed. She is working with the new owner's accountant to establish a new rent payment system.

NEW AND UNFINISHED BUSINESS

Review DRAFT 2027 COIDA Budget: J. Lord stated that several questions had been addressed via email and that a few items in the budget had been updated. He noted that the current draft serves as a preliminary outline for the 2027 COIDA budget.

ADJOURNMENT

There being no further business to discuss, the Audit & Finance committee meeting was adjourned at 8:12 am.

UPCOMING MEETING SCHEDULE

The next Audit & Finance Committee meeting is November 12, 2026.

**COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY
OTSEGO COUNTY CAPITAL RESOURCE CORPORATION**

PROJECTS COMMITTEE

OCTOBER 8TH, 2026

MEETING MINUTES

CALL TO ORDER

The COIDA and OCCRC's joint Projects Committee meeting was called to order at 8:12 am at the Otsego Now offices at 189 Main Street in Oneonta, NY. Members present included:

Andrew Marietta (v)

David Rowley

Michelle Catan

Craig Gelbsman

Tim Johnson (v)**

Also, in attendance:

BOARD

Jeffrey Lord

Cheryl Robinson (v)

Patricia Kennedy

STAFF

Jody Zakrevsky, **CEO**

Terel Marshburn, **Economic Development Director**

Meaghan Remillard, **Dir. of Finance and Administration**

Jordan Allen, **Administrative Assistant**

(v) – virtual

** - left before meeting ended

PRESENTATION ON PROJECT UPDATES:

T. Marshburn provided an overview of ongoing projects and project initiatives. He reviewed the project schedule, including target start and completion dates, and presented his draft vision for Otsego County. He also highlighted the project vetting process and discussed several projects that did not proceed as anticipated.

CEO REPORT OF PROJECTS

Oneonta Railyards Industrial Park: T. Marshburn reported that Larosa Landworks, LLC, estimates of \$156,800 for Lot 2 and \$192,000 for land clearance. He clarified that the estimate for Lot 1 covers stump removal and deforestation.

Richfield Springs: J. Zakrevsky stated that he had a conference call on Friday with the EDA in Seattle. Regional Counsel approved an increase in the reimbursement rate from 70% to 80%. He also noted that a six-month extension had been requested due to delays in installing the poles. However, the grants administrator in Seattle recommended a year extension to the Washington office.

NEW/UNFINISHED BUSINESS

There was No New/Unfinished business for this meeting.

ADJOURNMENT

There being no further business to discuss, the Projects Committee meeting was adjourned at 8:56 am.

UPCOMING MEETING SCHEDULE

The next Projects Committee meeting is November 12th, 2026.

COIDA EXPENSES
8/28/26 - 10/22/26

Vendor	Amount Due	Due Date	Reimbursable?	Notes
Spectrum	\$340.69	31-Oct		Otsego Now wifi & voice

COIDA TOTAL	\$340.69
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COIDA PAID EXPENSES

Vendor	Amount	Date Paid	Reimbursable?	Notes
Melex	\$ 4,116.67	27-Aug		September Rent
Directive	\$ 141.91	3-Sep		Monthly billing for September
Great America Financial Services	\$ 174.83	10-Sep		Copier agreement + insurance charge
Directive	\$ 141.91	10-Sep		Monthly billing for October
First Bankcard	\$ 151.20	10-Sep		Quickbooks subscription
NYSEG	\$ 436.12	10-Sep		189 main st utilities
Ed & Ed	\$ 67.77	10-Sep		Copies/prints
Evermore Accounting	\$ 625.00	10-Sep		monthly bookkeeping, bank reconciliation July
Evermore Accounting	\$ 625.00	10-Sep		monthly bookkeeping, bank reconciliation August
Cooperstown Central School District	\$ 33,732.91	10-Sep		Skyline: library and school tax bill 2026
The Village of Cooperstown	\$ 2,059.12	10-Sep		2026 chestnut crossing village tax bill
County of Otsego	\$ 1,145.35	10-Sep		2026 chestnut crossing county tax bill
Town of Otsego	\$ 505.48	10-Sep		2026 chestnut crossing town tax bill
Cooperstown Central School District	\$ 3,932.53	10-Sep		Chestnut Crossing: library and cooperstown school tax bill 2026
NYSEG	\$ 123.62	17-Sep		Pony farm rd street lighting
Cooperstown Central School District	\$ 63,540.05	17-Sep		Cooperstown Center: school and library tax bill 2026
Town of Otsego	\$ 8,163.51	17-Sep		2026 Cooperstown Center town tax bill
County of Otsego	\$ 18,500.95	17-Sep		2026 Cooperstown Center county tax bill
Edie Halstead	\$ 442.00	17-Sep		May + June office cleaning
Sterling Environmental Engineering	\$ 1,171.88	22-Sep		Prepare construction RFP & submit to IDA, Correspondence with NYSDEC etc.
County of Otsego	\$ 4,670.85	23-Sep		advanced biotech 2026 county tax
Town of Milford	\$ 4,262.70	23-Sep		advanced biotech 2025 town tax
Oneonta School District	\$ 32,516.19	23-Sep		advanced biotech 2026 school district tax
Spectrum	\$ 340.05	23-Sep		Otsego Now wifi & voice
Oneonta City School District	\$ 74,721.10	29-Sep		Corning 2026 school tax
City of Oneonta	\$ 41,056.62	29-Sep		Corning city tax 2026
City of Oneonta	\$ 4,602.72	29-Sep		Corning 2026 library tax
County of Otsego	\$ 11,782.37	29-Sep		Corning 2026 county tax
M Silber Design	\$ 3,250.00	29-Sep		Second half of sign design
Town of Hartwick	\$ 8,604.68	6-Oct		Skyline: town tax bill 2026
Ed & Ed	\$ 64.59	6-Oct		Copies/prints
C & A Lawncare	\$ 950.00	6-Oct		Mowing large lot/cemetery/road side August 5,12,19,26
C & A Lawncare	\$ 1,175.00	6-Oct		Mowing large lot/cemetery/road side September 9,15,23,29
Melex	\$ 4,116.67	6-Oct		October Rent
M Silber Design	\$ 6,425.00	6-Oct		Sign fabrication & installation (first half)
First Bankcard	\$ 246.50	14-Oct		mailed legal documents, 100 flag stamps, quickbooks subscription
NYSEG	\$ 363.80	14-Oct		189 Main st utilities
NYSEG	\$ 132.21	14-Oct		Pony farm rd street lighting
Paperkite	\$250.00	8-Oct		Website Maintenance
Community Bank	\$80.00	8-Oct		Safe Deposit Box Fee
Otsego Co Chamber	\$200.00	8-Oct		Non profit membership of 10 employees or less
Anjo Construction	\$ 258,117.61	9-Oct	Yes	Payment requisition #13
Great America Financial Services	\$ 174.83	14-Oct		Copier agreement + insurance charge

TOTAL	\$597,901.30
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COIDA DEPOSITS**8/28/26 - 10/22/26**

Vendor	Amount	Date of Deposit	Notes
CADE	\$1,155.00	2-Sep	September Rent
Skyline	\$51,728.38	9-Sep	Tax bill 2026
ST8	\$300.00	9-Sep	September Rent
Apple Converting	\$5,512.50	9-Sep	September Rent
ZAED	\$7,642.48	9-Sep	Tax bill 2026
IOXUS	\$7,235.15	14-Sep	September Rent
Cooperstown Center	\$140,204.51	16-Sep	2026 tax bill & PILOT fee
Foothills	\$1,666.67	22-Sep	September Loan Repayment
CADE	\$1,155.00	6-Oct	October Rent
ST8	\$300.00	6-Oct	October Rent
Corning	\$132,162.81	6-Oct	Corning tax bill 2026
Ford Block, LLC	\$6,267.01	14-Oct	Admin PILOT fee 2026
Foothills	\$1,666.67	20-Oct	October Loan Repayment
Ford Block, LLC	\$36,424.86	20-Oct	Tax bill 2026

TOTAL**\$393,421.04**

OCCRC Deposits			
Vendor	Amount	Reimbursable?	Description
Hartwick	13,854.75		2026 Bond Fee
TOTAL	13,854.75		

CEO's Report – October 2026

Operations, strategic goals, and succession

Operations:

- **M. Remillard, Director of Finance and Administration**



Meaghan is currently closing out the County's micro-enterprise grant program and is working on two new CDBG applications. She also continues to monitor CD Rates for investment of IDA funds. During October, Meaghan prepared the draft 2027 Budgets

for the IDA, CRC, and the ORY's monthly budget updates and submitted all PILOT payment requests to companies. Meaghan is now also entering information on the PARIS system and has been working with the Oneonta School Board regarding PILOT agreements. She is also the lead contact for our audit firm. Meaghan also acts as our Simple IRA administrator.

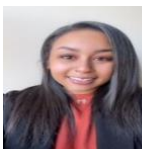
- **T. Marshburn, Director of Economic Development**



During October, Terel continues to work with the town/ other entities for an indoor sports complex. He also worked with entities interested in grants/ opportunities to expand in Otsego County. Collaborating with contractors for different projects in Otsego County on land clearing, earth disturbance removal, and sign design/ build. Terel is getting materials

together/meeting to prepare for the brownfield summit in 2027. Terel met with various community and business leaders for a roundtable meeting on how we can make Otsego County better while all have aligned goals. He attended various events happening at the colleges to: explain what OtsegoNow is and how we can serve businesses and entrepreneurs. He has been meeting with developers interested in building in Otsego County. Also in October, Terel continues to work with government/county/city/town officials on various projects slated to happen in 2027.

- **J. Allen, Administrative Assistant**



Jordan 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. She prepares bi-monthly checking account balances. She also attends Southern Tier 8's Board of Directors meetings operating our

Video equipment connecting to others in Binghamton and Tioga County.

• J. Zakrevsky



Jody provides all other operational support for economic development including grant applications, overseeing and negotiating with projects involving infrastructure improvements. During October, he prepared a presentation to the Otsego County Budget Committee for the need for additional funds in the 2027 budget year. He also worked

With the Economic Development Administration to raise the reimbursement rate by EDA from 70% to 80% to offset the disallowance of the natural gas line extension. During the past month, he has worked with the Otsego County Chamber of Commerce Executive Board to allow the Chamber to move into our offices to help with their operations. During October, he also prepared and submitted a waiver request to the NYS Empire State Development for their MWBE quotas on the Richfield Springs Business Park.

Strategic Goals:

1. To ENTICE economically diverse industries to move to Otsego County and develop a favorable environment in which businesses will continue to locate, grow, and create a range of new job opportunities

Contacts/Interviews	Potential Projects
- Neil R. Martin, RVP Franchise Development NE	- My Place Hotels Expansion into Otsego County. They have over eighty hotels nationwide.
- Tatham Havens-Morris	- Looking to buy the Tunnick Hotel in Cooperstown. - Terel met with the County Planning Director Tammie Harris and County IGA Chairman Andrew Marietta who recommended a meeting with the IGA and Ms. Havens-Morris in November.
- Sean Carpenter	- SDA Housing New York LLC - Housing project in Cooperstown.
- Sean Clark	- In conversations with Sportsfield Specialties regarding expansion plans.

2. To ENCOURAGE businesses growth and retention while elevating regional strengths to capitalize on unique regional strengths to build an economically diverse, opportunity-rich, globally competitive industrial ecosystem.

Contacts/Interviews	Potential Projects
- Cyndy Adela	- Working on securing funding for new construction.
- Cass Martin Majestic	- Working on meeting with Cooperstown All Star Village

3.To ENSURE resources for continued success of area enterprises and cultivate a sustainable, profitable setting for new investments in business, industry, and community.

- Collaborated with EDA to raise reimbursement rate on grant from 70% to 80% freeing up IDA funds for other work.
- Meeting with County Budget Committee to raise county appropriation for \$225,000 to \$300,000.
- Negotiated lease with the Chamber of Commerce for 2027 with additional \$4,500 in new revenues for 2027.

Metric	Target	YTD 2026
Business Outreach	25	24*
Community Presentations	15	11
Industry Events	3	3
Business Attraction & Retention Leads	10	10
Available Sites Sold 4 in 2025, sold 2 in 2026	5	5

Vêsucré LLC, Pusteria US, Andela Products, Massachusetts Company, Deer Haven Campground & Cabins, Vacino Group, Drogens, CLO2 Delivery Systems Corporation, Hill City Brewing.

2026 ACTIVE LEADS LISTING

Property of Interest	Company	Status	Still being Considered
1/13/2026	Project Cobra - The client ("Company") is engaged in manufacturing precision energetic safety components for aerospace and defense following established local, state and DOD codes for manufacturing and hazardous environments. The process will include receiving sealed raw materials and converting them into energetic safety solutions.	looking for 100–160-acre sites with existing facilities.	CLOSED No, did not have the required acres.

County of Otsego IDA

189 Main Street, Suite 500, Oneonta, NY 13820
607.267.4010 | OTSEGOIDA.COM

Property of Interest	Company	Status	Still Being Considered
1/23/2026	Project Largo - "Company" is a chemical company specialized in the production of saturated polyesters through chemical reaction processes. Production does not involve flammable or toxic solvents nor hazardous catalysts such as peroxides. This type of polyester is synthesized in non-explosion-proof plants, ensuring high safety and sustainability standards.	Total Minimum Sq. Ft ~ 270,000 of existing space.	CLOSED No did not have the requested square footage.
5/22/2026	Project Rivendell - solar module manufacturing operation	existing 250,000 sq ft facility with clear ceiling height of approximately 18 ft.	CLOSED No did not have the requested square footage
5/20/2026	Project Cypress- energy storage company	Minimum 183,000 SF warehousing facility	CLOSED No did not have the requested square footage
5/21/2026	Project Valor - German food manufacturing company	Minimum of 97,500 sf of manufacturing facility	CLOSED No did not have the requested square footage
5/14/2026	Project Beacan - a titanium and aluminum manufacturer.	950,000 sqft existing building (with at least 60 acres to expand on)	CLOSED No did not have the requested square footage
5/13/2026	Project Swan - builds full-stack superconducting quantum computers for high-performance computing (HPC) centers.	20,000 sf, existing building preferred (expandable over time).	CLOSED

Property of Interest	Company	Status	Still Being Considered
6/17/2026	Project Flyer - Liquid ready-to-feed infant formula in various bottle sizes, expanding to include other baby milk products, including various flavours of infant formula, over time	100,000-150,000 square feet of space, ability to double or triple building size over time to 350,000-400,000 square feet, ideally on the same land area but open to having buildings on two nearby plots of land	CLOSED No did not have the requested square footage
8/18/2026	Project Meadow – Dairy Processor	50-acre site.	CLOSED Do not meet their natural gas requirements.

2027 Draft COIDA Budget

REVENUES

Operating Revenues

PILOTS

Advanced Bio-Tech (2022-2037)
 Asteri Cooperstown, LLC.
 Cooperstown Center (2015-2040)
 Corning (2018-2034)
 Corning Phase III Expansion (2021-2037)
 Corning Solar
 Ford Block LLC. (2022-2048)
 Hillside (2015-2029)
 Klugo (2013-2028)
 Northern Eagle (2013-2027)
 Skyline Hospitalities (2023-2035)
 ZAED Properties (2022-2038)

TOTAL

2027 Draft Budget	YTD	2026 Adopted Budget	2025 Year's End
\$9,800.00	\$9,800.00	\$9,800.00	\$9,800.00
\$0.00	\$0.00	\$0.00	\$0.00
\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00
\$7,791.18	\$7,791.18	\$7,791.00	\$7,791.00
\$6,000.00	\$6,000.00	\$6,000.00	\$6,000.00
\$0.00	\$0.00	\$0.00	\$0.00
\$6,267.01	\$0.00	\$6,267.01	\$0.00
\$1,500.00	\$0.00	\$1,500.00	\$1,500.00
\$703.50	\$703.50	\$703.50	\$703.50
\$0.00	\$0.00	\$3,850.00	\$3,850.00
\$14,350.00	\$14,350.00	\$14,350.00	\$14,350.00
\$2,307.89	\$2,307.89	\$2,307.89	\$2,307.89
\$98,719.58	\$90,952.57	\$102,569.40	\$96,302.39

Rental and Financing Income

139 Commerce Road
 C.A.D.E.
 IOXUS
 Office Rental
 Otsego Co. Chamber
 Southern Tier 8

TOTAL

2027 Draft Budget	YTD	2026 Adopted Budget	2025 Year's End
\$70,615.20	\$49,612.50	\$67,252.52	\$64,049.50
\$13,860.00	\$10,285.00	\$13,860.00	\$13,200.00
\$86,821.80	\$76,341.45	\$85,788.24	\$74,484.41
\$600.00	\$1,300.00	\$600.00	\$1,400.00
\$4,500.00	\$0.00	\$0.00	\$0.00
\$3,600.00	\$2,500.00	\$3,600.00	\$2,400.00
\$179,997.00	\$140,038.95	\$171,100.76	\$155,533.91

Other Operating Revenue

Administrative Fees - OCCRC Bonds
 Bank Interest
 CD Interest
 Misc.
 Sales of Property/Assets

TOTAL

2027 Draft Budget	YTD	2026 Adopted Budget	2025 Year's End
\$42,904.75	\$0.00	\$42,904.75	\$42,904.75
\$50.00	\$40.39	\$200.00	\$209.05
\$35,000.00	\$31,308.22	\$24,107.47	\$23,144.20
\$0.00	\$674.36	\$0.00	\$0.00
\$0.00	\$85,274.13	\$0.00	\$770,388.44
\$77,954.75	\$117,297.10	\$67,212.22	\$836,646.44

Non-Operating Revenues

Investment Earnings

Foothills Performing Arts Center
 Oneonta Theater

State Subsidies/Grants

ESD - Richfield Springs

Federal Subsidies/Grants

CDBG Admin Fees

EDA - Richfield Springs

Municipal Subsidies/Grants

Otsego County Appropriation

Public Authority Subsidies

TOTAL

TOTAL REVENUE

2027 Draft Budget	YTD	2026 Adopted Budget	2025 Year's End
\$20,000.04	\$15,000.03	\$20,000.04	\$20,000.04
\$6,000.00	\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	\$325,000.00	\$0.00
\$0.00	\$0.00	\$0.00	\$15,666.00
\$0.00	\$33,356.06	\$229,727.26	\$1,293,269.08
\$225,000.00	\$225,000.00	\$225,000.00	\$225,000.00
\$251,000.04	\$273,356.09	\$799,727.30	\$1,553,935.12
\$607,671.37	\$621,644.71	\$1,140,609.68	\$2,642,417.86

OPERATING EXPENSES

Salaries and Wages

Other Employee Benefits

DBL

Other Benefits

FICA

SUTA

Payroll Service

Simple IRA

Interns

TOTAL

2027 Draft Budget	YTD	2026 Adopted Budget	2025 Year's End
\$315,922.87	\$218,837.67	\$300,878.92	\$221,822.74
\$39,000.00	\$22,290.46	\$36,000.00	\$29,553.82
	\$91.20		
	\$945.19		
	\$16,535.05		
	\$1,363.88		
	\$1,678.52		
	\$3,749.40		
	\$0.00		
\$354,922.87	\$241,128.13	\$336,878.92	\$251,376.56

Professional Service Contracts

Anjo Construction

Barton & Loguidice

Birchwood Archaeology

Capital Energy Partners

Directive

ESD/DEC

Evermore Accounting

Fyr-Fyter

Hodgson Russ

Hulbet Engineering & Land Surveying

Hunt Engineers

Keystone Associates

Kurt D. Schulte

Joanne Darcy Crum - Survey Work - Richfield Springs

Larosa Landworks, LLC.

M. Silber Design

Mostert, Manzanero, & Scott

MVEDD

NYSEG (Richfield Springs)

NYS EDC

Paperkite - Website Maintenance

STEPRDB

Sterling Environmental

TOTAL

2027 Draft Budget	YTD	2026 Adopted Budget	2025 Year's End
\$0.00	\$113,205.41	\$120,980.68	\$692,960.83
\$6,500.00	\$1,826.25	\$5,000.00	\$8,340.75
\$0.00	\$32,820.00	\$0.00	\$0.00
\$0.00	\$0.00	\$0.00	\$12,500.00
\$2,000.00	\$993.37	\$3,000.00	\$2,785.18
\$0.00	\$0.00	\$1,500.00	\$0.00
\$8,500.00	\$6,125.00	\$10,000.00	\$5,550.00
\$1,500.00	\$0.00	\$1,500.00	\$1,349.40
\$10,000.00	\$0.00	\$10,000.00	\$0.00
\$0.00	\$0.00	\$0.00	\$1,759.27
\$0.00	\$18,466.21	\$86,587.69	\$93,522.96
\$0.00	\$0.00	\$0.00	\$34,568.19
\$2,000.00	\$875.00	\$2,500.00	\$183.00
\$0.00	\$0.00	\$0.00	\$10,000.00
\$0.00	\$22,000.00	\$50,000.00	\$0.00
\$0.00	\$6,500.00	\$0.00	\$0.00
\$10,000.00	\$9,000.00	\$11,500.00	\$11,300.00
\$6,250.00	\$6,250.00	\$6,250.00	\$5,000.00
\$0.00	\$0.00	\$0.00	\$374,778.28
\$6,000.00	\$6,000.00	\$7,000.00	\$6,000.00
\$1,000.00	\$1,000.00	\$1,250.00	\$225.00
\$8,242.00	\$8,242.00	\$8,120.00	\$8,120.00
\$0.00	\$17,061.55	\$12,500.00	\$0.00
\$61,992.00	\$250,364.79	\$337,688.37	\$1,268,942.86

Advertising and Marketing

Otsego County Chamber of Commerce

Marketing

Memberships/Subscriptions

Conference, Meetings

Travel, Lodge, Meals

Supplies and Materials

Office Cleaning

Office Supplies

Computer, Phones, Copier

Copier Lease/Copies/Prints

Data/Wifi/Internet - Spectrum

Otsego Telephone

Computer/Software

Leased Office Space

TOTAL

2027 Draft Budget	YTD	2026 Adopted Budget	2025 Year's End
\$200.00	\$200.00	\$250.00	\$200.00
\$10,000.00	\$5,670.00	\$15,000.00	\$6,000.00
\$3,500.00	\$2,763.79	\$3,000.00	\$2,532.85
\$2,500.00	\$2,215.00	\$2,000.00	\$1,170.00
\$1,200.00	\$841.28	\$1,200.00	\$650.00
\$2,500.00	\$1,683.00	\$2,500.00	\$2,533.00
\$1,500.00	\$1,260.95	\$1,500.00	\$1,877.73
\$2,500.00	\$2,002.75	\$2,500.00	\$2,831.50
\$4,000.00	\$3,020.40	\$4,000.00	\$3,659.90
\$700.00	\$560.00	\$700.00	\$500.00
\$2,000.00	\$199.78	\$3,000.00	\$2,947.09
\$56,238.00	\$41,166.70	\$54,600.00	\$49,400.04
\$86,838.00	\$61,583.65	\$90,250.00	\$74,302.11

Insurance

Disability Benefits
Non-Profit PA
Non-Profit Umbrella
NYFIF
Property Insurance
Workmans Comp

TOTAL

2027 Draft Budget	YTD	2026 Adopted Budget	2025 Year's End
\$45,000.00		\$45,000.00	\$43,250.27
	\$1,283.55		
	\$37,491.64		
	\$5,205.00		
	\$0.00		
	\$0.00		
	\$385.00		
\$45,000.00	\$44,365.19	\$45,000.00	\$43,250.27

Utilities and Maintenance

189 Main Street Electric
General Maintenance (PF, HQ, IOXUS, RFSBP)
Oneonta Business Park Electric
Oneonta Business Park Mowing
Soccer Field Maintance

TOTAL

\$8,000.00	\$5,367.24	\$7,000.00	\$6,264.72
\$5,000.00	\$784.36	\$5,000.00	\$37,899.72
\$1,500.00	\$1,107.04	\$1,500.00	\$1,433.73
\$7,000.00	\$4,400.00	\$7,000.00	\$10,050.00
\$2,500.00	\$0.00	\$5,000.00	\$0.00
\$24,000.00	\$11,658.64	\$25,500.00	\$55,648.17

Filing, Legal Ads, Misc.**TOTAL**

\$500.00	\$87.74	\$500.00	\$251.19
\$500.00	\$87.74	\$500.00	\$251.19

TOTAL EXPENDITURES

\$573,252.87	\$609,188.14	\$835,817.29	\$1,693,771.16
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NET

\$34,418.50	\$12,456.57	\$304,792.39	\$948,646.70
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2027 COIDA Draft Budget

4 Year Operating Plan, Revenue Plan, Capital Expenditure Plan

<u>REVENUE & FINANCIAL SOURCES</u>	2025 Actual Budget	2026 Projected Budget	2027 Adopted Budget	2028 Proposed Budget	2029 Proposed Budget	2030 Proposed Budget
Operating Revenues						
Charges for Services	\$113,469.00	\$102,569.40	\$98,719.58	\$98,719.58	\$98,016.08	\$96,516.08
Rental & Financing Income	\$162,753.00	\$171,100.76	\$179,997.00	\$189,208.89	\$198,008.49	\$198,008.49
Other Operating Revenues	\$20,000.00	\$20,000.04	\$20,000.04	\$20,000.04	\$20,000.04	\$20,000.04
Nonoperating Revenues						
Investment Earnings	\$30,266.00	\$24,107.47	\$35,000.00	\$25,000.00	\$25,000.00	\$25,000.00
State subsidies/grants		\$325,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Federal Subsidies/grants	\$646,448.00	\$229,727.26	\$0.00	\$0.00	\$0.00	\$0.00
Municipal Subsidies/grants	\$227,082.00	\$225,000.00	\$225,000.00	\$225,000.00	\$250,000.00	\$250,000.00
Public Authority Subsidies	\$42,905.00	\$42,905.00	\$42,905.00	\$42,905.00	\$42,905.00	\$42,905.00
Other Non-Operating Revenues	-\$59,919.00	\$0.00	\$0.00	\$0.00	\$7,000.00	\$7,000.00
Proceeds from the issuance of debt		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
				\$0.00	\$0.00	\$0.00
Total Revenues & Financing Sources	\$1,183,004.00	\$1,140,409.93	\$601,621.62	\$600,833.51	\$640,929.61	\$639,429.61

2027 COIDA Draft Budget

EXPENDITURES

	2025 Actual Budget	2026 Projected Budget	2027 Adopted Budget	2028 Proposed Budget	2029 Proposed Budget	2030 Proposed Budget
Operating Expenditures						
Salaries and Wages	\$221,823.00	\$300,878.92	\$315,922.87	\$331,719.01	\$348,304.96	\$365,720.21
Other Employee Benefits	\$27,657.00	\$36,000.00	\$39,000.00	\$40,950.00	\$42,997.50	\$45,147.33
Professional Service Contracts	\$200,177.00	\$337,688.37	\$61,992.00	\$100,000.00	\$100,000.00	\$100,000.00
Supplies and Materials	\$7,485.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00
Other Operating Expenditures	\$241,686.00	\$161,250.00	\$151,338.00	\$135,000.00	\$135,000.00	\$135,000.00
Nonoperating Expenditures						
Payment of Principal on Bonds				\$0.00	\$0.00	\$0.00
Interest and other financing charges				\$0.00	\$0.00	\$0.00
Subsidies to other public authorities				\$0.00	\$0.00	\$0.00
Capital asset outlay				\$0.00	\$0.00	\$0.00
Grants and Donations				\$0.00	\$0.00	\$0.00
Other Non-Operating Expenditures				\$0.00	\$0.00	\$0.00
				\$0.00	\$0.00	\$0.00
Total Expenditures	\$698,828.00	\$839,817.29	\$572,252.87	\$611,669.01	\$630,302.46	\$649,867.54
Excess (deficiency) of revenues and capital	\$484,176.00	\$300,592.64	\$29,368.75	-\$10,835.50	\$10,627.15	-\$10,437.93

**2027 ORLDC Draft
Budget**

<u>REVENUE & FINANCIAL SOURCES</u>	2025 Actuals	2026 Projected Budget	2027 Adopted Budget	2028 Proposed Budget	2029 Proposed Budget	2030 Proposed Budget
Operating Revenues						
Charges for Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Rental & Financing Income						\$0.00
Other Operating Revenues	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
						\$0.00
Nonoperating Revenues						\$0.00
Investment Earnings	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
State subsidies/grants	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Federal Subsidies/grants	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Municipal Subsidies/grants	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Public Authority Subsidies	\$0.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00
Other Non-Operating Revenue	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Proceeds from the issuance of debt	0	0	\$0.00	\$0.00	\$0.00	\$0.00
						\$0.00
Total Revenues & Financing Sources	\$0.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00

**2027 ORLDC Draft
Budget**

<u>REVENUE & FINANCIAL SOURCES</u>	2025 Actuals	2026 Projected Budget	2027 Adopted Budget	2028 Proposed Budget	2029 Proposed Budget	2030 Proposed Budget
<u>EXPENDITURES</u>						
Operating Expenditures						
Salaries and Wages	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Employee Benefits	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Professional Service Contracts*	\$0.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00
Supplies and Materials	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Operating Expenditures	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Nonoperating Expenditures						
Payment of Principal on Bonds	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Interest and other financing charges	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Subsidies to other authorities**	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Capital asset outlay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Grants and Donations	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Non-Operating Expenditures	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Expenditures	\$0.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00
Capital Contributions	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Excess (deficiency) of revenue	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00



OTSEGO **now**
and the regional economy



OTSEGO NOW

ACTIVITIES FROM 2017 - 2026

RICHFIELD BUSINESS PARK

2022-2026

\$2.4 Million investment

- \$325,000 from NYS ESD
- \$500,000 from ARC
- \$1.2 million from federal EDA



RICHFIELD BUSINESS PARK

2022-2026

What Did It Take To Get There:

- 19 Different Federal, State, and Local Agencies Approvals.
- In House Writing Grant to NYS ESD.
- Hiring MRB Group to Write EDA Grant
- In House Writing Grant to ARC.
- Hiring Capital Energy Partners to Work with NYSEG & PSC.
- Hired HUNT Engineering to Perform Wetland Delineation Report

NYS
Département
of Health

NYS DEC (3
separate
divisions)

NYS
Department of
Transportation

NYS
Department of
State

Army Corp of
Engineers

County Code
Enforcement

Town Attorney
and Town
Board

Appalachian
Regional
Commission

NYS General
Services

Village
Attorney and
Village Board

EDA

NYS Empire
State
Development

NYS MWBE
Office

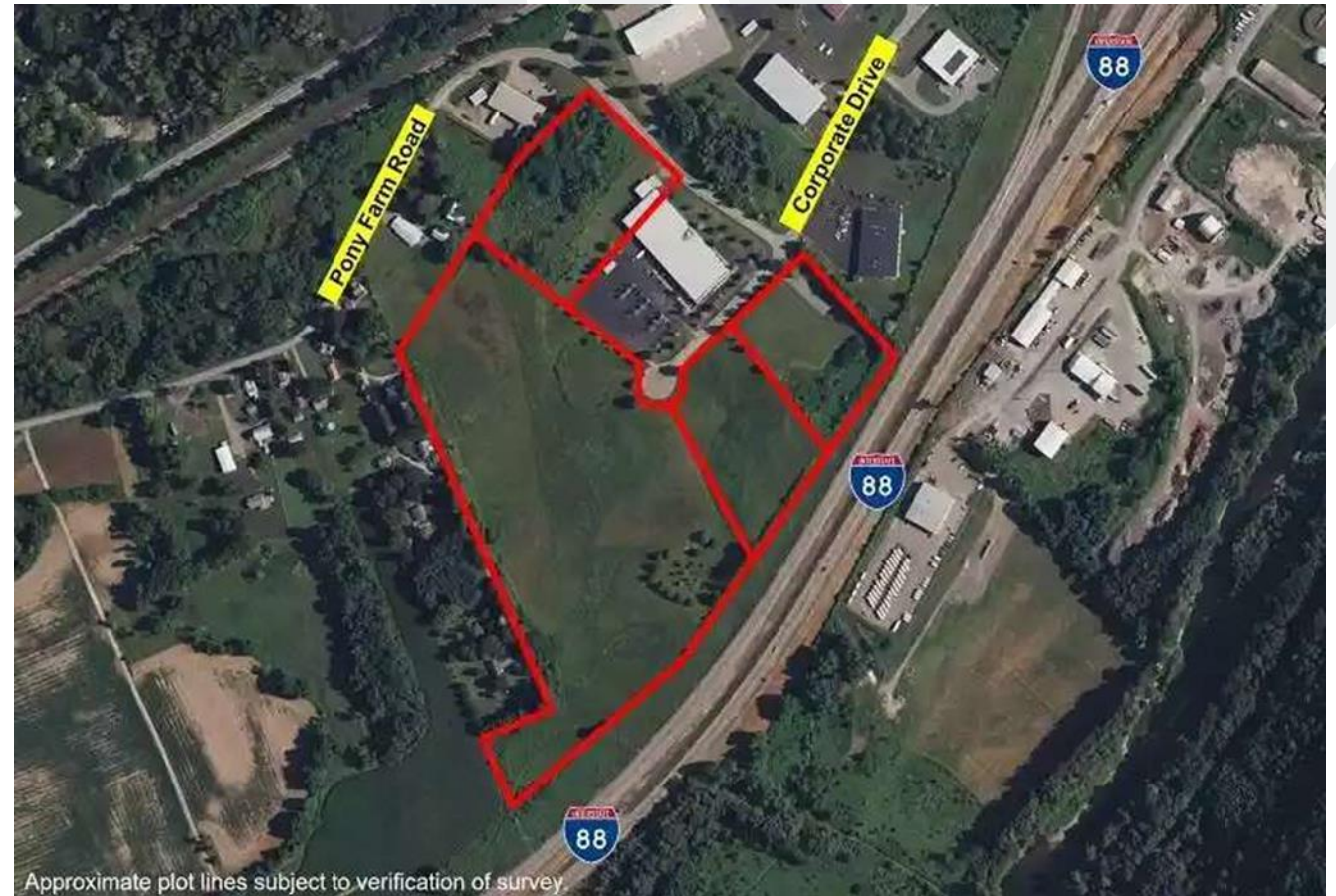
NYSE&G

NYS Public
Service
Commission

SPORTSFIELD SPECIALTIES

Leaders in sports construction equipment, has purchased 34 acres of land previously owned by the County of Otsego Industrial Development Agency.

Design starts fall 2026.



“We are thrilled to welcome a well-known and highly successful company like Sportsfield Specialties to expand their operations here in Otsego County. Their decision to invest in our business park reflects the strength of our local workforce, the value of our strategic location, and the opportunities for growth we offer. We look forward to working closely with them to ensure a smooth expansion and to maximizing the positive economic impact for our community”, Cheryl Robinson, Chairperson of the County of Otsego Industrial Development Agency.

WHAT DID IT TAKE TO ACCOMPLISH SALE

Birchwood Archeologists	\$ 41,025
Beisler Excavating	\$ 4,340
Legal Expenses	\$ 52,000
Brokerage Fees	<u>\$ 61,698</u>
Total	\$ 159,063

IDA Income \$767,000 plus New PILOTS for several years to come.



IDA PILOT PROJECTS INCREASES COUNTY ASSESSMENT BY OVER 450%

Company:	<u>Old Assessment</u>	<u>New Assessment</u>
1. Skyline Hospitalities:	\$ 223,400	\$ 5,526,600
2. Chestnut Crossings:	\$ 291,400	\$ 1,019,810
3. Ford Block Building:	\$ 950,000	\$ 2,251,800
4. Corning:	\$2,500,000	\$ 5,715,800
5. Centrome:	<u>\$1,500,000</u>	<u>\$10,500,000</u>
Sub-Totals:	\$5,464,800	\$25,014,010

PROPOSED IDA PILOT PROJECTS INCREASES COUNTY ASSESSMENT BY 1,583%

Proposed Project: 2027

Asteri Housing Development

<u>Old Assessment</u>	<u>Proposed Assessment</u>
-----------------------	----------------------------

\$ 378,400	\$ 5,991,689
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Combined Totals:

\$5,843,200	\$31,005,699
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An increase in County Assessment of
\$25,162,499 for 6 properties
or a 530% Increase in Assessment



A NEW AFFORDABLE HOUSING COMMUNITY IN
COOPERSTOWN, NEW YORK JANUARY 16, 2024



Otsego Now Helping Businesses Grow

Businesses Helped by Otsego Now



2024



Microenterprise Assistance Program



LAUNCH
Your Innovative Ideas in Otsego
Jumpstart your big idea with the infrastructure, tools, and technology you need to succeed.

OTSEGO NOW Taking on More County Responsibilities



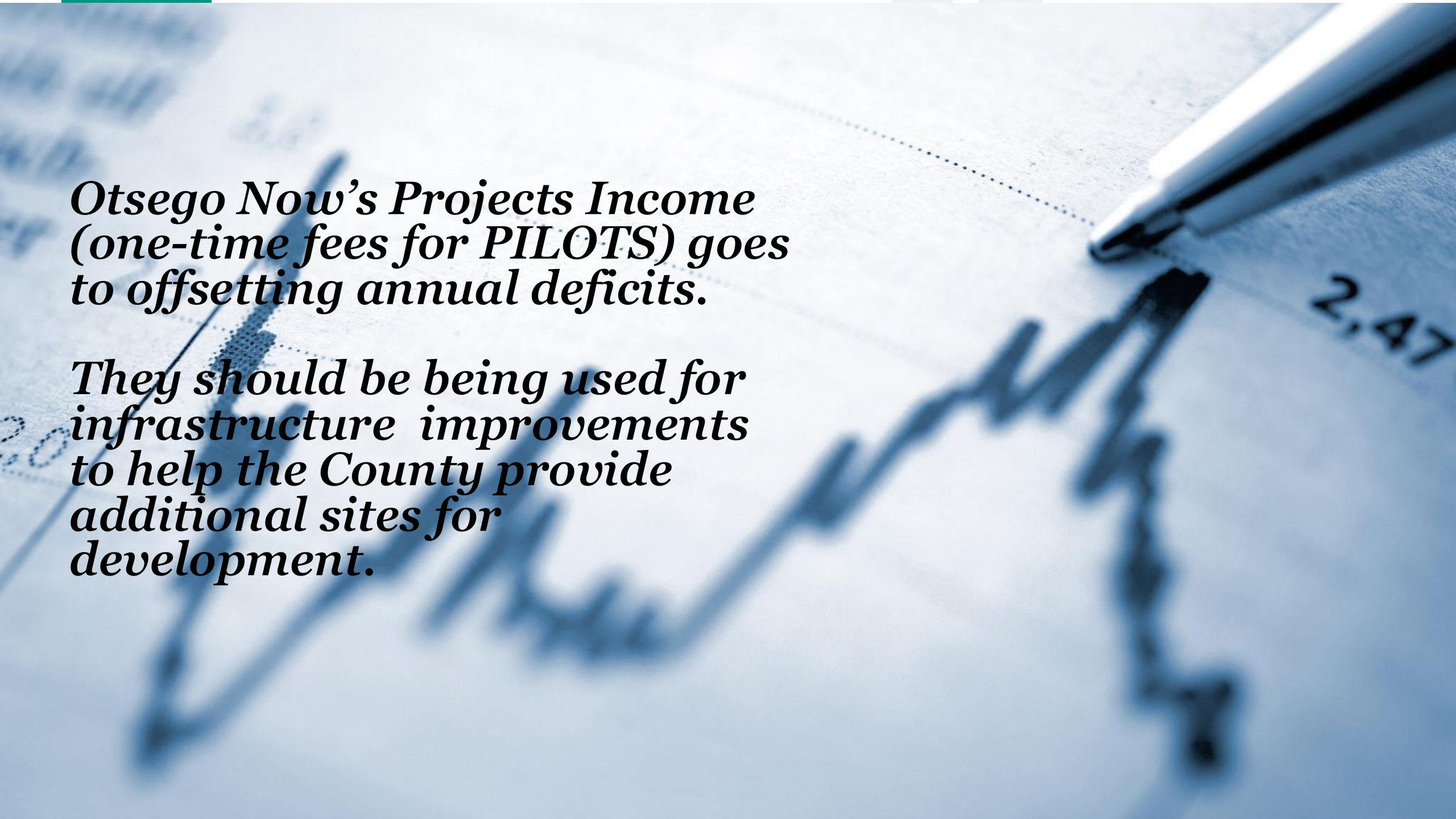
OTSEGO **now**
HUB FOR ECONOMIC PROGRESS

- Has taken on the following County responsibilities:
- Provides Grant Writing for County's Micro-Enterprise CDBG Funding
- Administers the County's \$300,000 Micro-Enterprise CDBG Program on behalf of the County.
- Calculates PILOT Payments for: Corning Phase I Expansion, the Cooperstown Center, Advanced Bio-Tech, Springbrook's "The Ford on Main", ZAED Properties (Chestnut Crossings), Corning's Phase III Expansion, the Hampton Inn in Hartwick and Centrome.
- Sends out PILOT Bills for the above, collects the taxes and redistributes them to the various taxing jurisdictions.
- Freeing up work at both County Planning and the Treasurer's Office.

Jobs Created and/or Retained between 2019 -2025				Private Investment
Company	Retained Jobs	New Jobs	Total	
Corning	175	40	215	\$27,000,000
Custom Electronics	40	50	90	\$2,200,000
Cooperstown Distillery	7	14	21	\$900,000
Andela Products	19	12	31	\$5,000,000
Ioxus	34	31	65	\$2,470,000
Steiners Meats	4	2	6	\$50,000
ASATI	23	12	35	\$400,000
ASATI II				\$1,000,000
Brooks Bottling	45	14	59	\$887,740
United Auto Supply	0	5	5	\$750,000
Apple Converting	30		30	\$4,000,000
Advanced Biotech	0	6	6	\$14,000,000
Micro-Enterprise	-	9	9	\$39,000
TS Pink	17	5	22	-
Skyline Hospitalities	-	14	14	\$23,400,000
Totals	394	214	608	\$58,696,740
Job Multiplier	1970	1070	3,040	
Housing Projects	Units Before	New Units		
Ford Block Rehab.	0	24		\$8,892,320
Chestnut Crossings	0	13		\$3,250,000
Asteri Housing - pending	0	42		\$23,800,000
Total Housing	0	79		\$35,942,320
Private Investment				\$94,639,060
Investment Multiplier				\$259,331,024
Potential Sales Tax				\$7,571,125

Manufacturing has the highest multiplier effect of any sector of the U.S. economy.

Every \$1.00 spent in manufacturing adds another \$2.74 to the economy, the highest multiplier effect of any economic sector. In addition, for every worker in manufacturing, another five employees are hired elsewhere. (Source: NAM calculations using 2018 IMPLAN data.) Recent research suggests that manufacturing's impacts on the economy are even greater when we consider the entire manufacturing value chain plus manufacturing for the supply chains of other industries. That approach estimates that manufacturing could account for one-third of GDP and employment. The same research also estimates the total multiplier effect for manufacturing at \$3.60 for every \$1.00 of value-added output, with one manufacturing employee generating another 3.4 workers elsewhere. (Source: MAPI) even greater when we consider the entire manufacturing value chain plus manufacturing for the supply chains of other industries. That approach estimates that manufacturing could account for one-third of GDP and employment. The same research also estimates the total multiplier effect for manufacturing at \$3.60 for every \$1.00 of value-added output, with one manufacturing employee generating another 3.4 workers elsewhere. (Source: MAPI)

The background is a blue-toned image of a document. A pen is visible in the upper right corner, writing on the paper. A line graph is drawn across the page, showing an upward trend. The number '2,47' is written near the end of the line. The text is overlaid on the left side of the image.

*Otsego Now's Projects Income
(one-time fees for PILOTS) goes
to offsetting annual deficits.*

*They should be being used for
infrastructure improvements
to help the County provide
additional sites for
development.*

OTSEGO NOW'S INFRASTRUCTURE PROJECTS PAID FOR BY OTSEGO NOW USING PROGRAM INCOME FROM PILOTS



Richfield Springs Eco-Business Park: \$2.4 million

Otsego Now's share \$1,034,692 in 2024 and \$609,568 in 2025 for a total of \$1,644,260



OTSEGO NOW'S INFRASTRUCTURE PROJECTS PAID FOR BY OTSEGO NOW USING PROGRAM INCOME FROM PILOTS

Otsego Now paid \$41,025 to Birchwood Archeologists to perform a phase III data recovery at the Oneonta Business Park to allow for its development.

This was needed to allow Sportsfield Specialties to purchase the remaining 34 acres for new development scheduled for 2027.



Otsego Now's Infrastructure Projects Paid for By Otsego Now Using Program Income from PILOTs



Richfield Springs Eco-Business Park: \$2.4 million (Otsego Now's share \$1,034,692 in 2024 and \$609,568 in 2025 for a total of \$1,644,260)



Preparing Oneonta Business Park for sale: \$159,063



Design for Oneonta Railyard Business Park: \$986,240 (15% of construction estimate \$4,555,900 for site readiness and \$2,019,000 for electric upgrades). Designs need for grant applications for construction.



Roundhouse Road Resurfacing: \$207,500



Real Estate Appraisals: \$6,500 (2023 costs for Railyards and Oneonta Business Park)

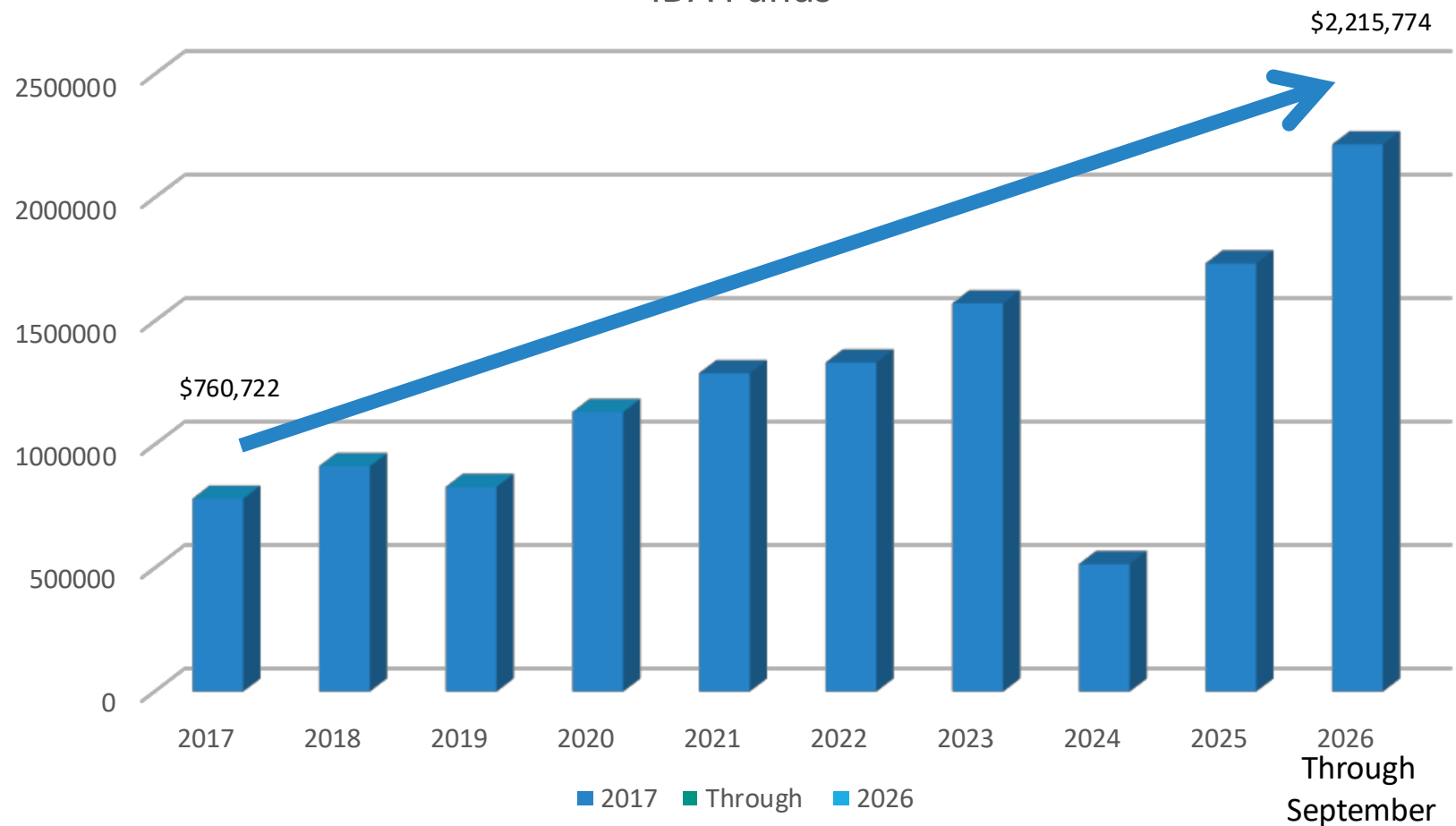


Oneonta Business Park: \$4,000 (2023 Upgrades to Heating System for 139 Commerce Road)



Environmental Reviews: \$10,000 (2023 costs for Richfield Wetland Delineation and Environmental Assessment for 139 Commerce Road).

2017-2026
IDA Funds



DETAILED BUDGETS ARE NOW PREPARED COMPARED TO 2017

COIDA BUDGET 2017

Operating Revenues

Charges for Services	\$	75,017.00
Rental & Financing Income	\$	127,500.00
Other operating revenues	\$	-

Nonoperating Revenues

Investment earnings	\$	14,841.00
State subsidies/grants	\$	-
Federal subsidies/grants	\$	-
Municipal subsidies/grants	\$	-
Public authority subsidies	\$	-
Other nonoperating revenues	\$	-

Proceeds from the issuance of debt

	\$	-
Total Revenues	\$	217,358.00

Operating Expenditures

Salaries and wages	\$	158,500.00
Other employee benefits	\$	30,268.00
Professional services contracts	\$	493,043.00
Supplies and materials	\$	48,390.00
Other operating expenditures	\$	265,084.00

Nonoperating Expenditures

Payment of principal on bonds...	\$	-
Interest & other financing charges	\$	-
Subsidies to other public authorities	\$	-
Capital asset outlay	\$	-
Grants & donations	\$	-
Other nonoperating expenditures	\$	-

Total Expenditures

	\$	995,285.00
NET	\$	(777,927.00)

2027 Draft COIDA Budget

REVENUES

Operating Revenues

PILOTS

	2027 Draft Budget
Advanced Bio-Tech (2022-2037)	\$9,800.00
Asteri Cooperstown, LLC.	\$0.00
Cooperstown Center (2015-2040)	\$50,000.00
Coming (2018-2034)	\$7,791.00
Coming Phase III Expansion (2021-2037)	\$6,000.00
Coming Solar	\$0.00
Ford Block LLC. (2022-2048)	\$6,267.01
Hillside (2015-2029)	\$1,500.00
Klugo (2013-2028)	\$703.50
Northern Eagle (2013-2027)	\$3,850.00
Skyline Hospitalities (2023-2035)	\$14,350.00
ZAED Properties (2022-2038)	\$2,307.89
TOTAL	\$102,569.40

Rental and Financing Income

	2027 Draft Budget
139 Commerce Road	\$67,252.52
C.A.D.E.	\$13,860.00
IOXUS	\$85,788.24
Office Rental	\$0.00
Southern Tier 8	\$3,600.00
TOTAL	\$170,500.76

Other Operating Revenue

	2027 Draft Budget
Administrative Fees - OCCRC Bonds	\$42,904.79
Bank Interest	\$200.00
CD Interest	\$24,107.47
Sale of Property/Assets	\$0.00
Misc.	\$0.00
TOTAL	\$67,212.22

OTSEGO NOW PROVIDES EMPLOYEE BENEFITS

- **In 2018**, Otsego Now Provided Stipends for Health Insurance for all New FT Employees.
- **In 2023**, Otsego Now Provides 100% of an employee's salary for Paid Family Leave (higher than the required 75% mandated by NYS).
- **In 2026**, Otsego Now Provides a Simple IRA for all Employees (both PT and FT) which the IDA provides regardless of whether the employee contributes.
- Otsego Now is in Discussions with Otsego County's Treasurer's Office to Receive County Health Insurance Coverage in the Future.

Otsego Now is working to become a one-stop economic development agency housing under one roof:

Otsego Now

The Center for Agriculture, Development, and Entrepreneurship

Established in 1991, CADE envisions a vibrant, regenerative, and equitable food system in which locally owned agricultural businesses thrive, and communities are nourished by healthy, sustainably produced food.

The NYS Small Business Development Center

NY Small Business Development Centers provide no-cost, confidential one-on-one business advisement, training, and research to small business owners and entrepreneurs.

The Otsego County Chamber of Commerce

The Otsego County Chamber of Commerce strives to represent the business community and all Otsego County residents in matters of growth, prosperity, economic success, diversity and quality of life that affect the overall well-being of our region.

Meaghan Remillard, Director of Finance and Administration

Meaghan joined the County of Otsego IDA in December 2017 as the Administrative Director. In August 2018, Meaghan was promoted to Director of Finance and Administration for the organization and is responsible for the day-to-day operations for Otsego Now.

She monitors CD Rates for investment of IDA funds, while also preparing monthly budget updates and submission of all PILOT payment requests to companies. Meaghan is now also entering information on the PARIS system, is the lead contact for our audit firm, and acts as our Simple IRA administrator.





Jordan Allen, Administrative Assistant

Jordan joined the County of Otsego IDA in May 2024. She receives and deposits all checks and income, prepares vouchers for billings, receives and prepares all bills for payment, composes minutes for all meetings, and manages incoming calls.

Terel Mashburn, Economic Development Director

Terel joined the County of Otsego IDA in September 2025 as the Economic Development Director. Previously, he served as the Chemung County Program Manager for IncubatorWorks where he supported local businesses and entrepreneurs, helping them grow in the business and entrepreneurship world. Terel holds a Masters Degree in Business Administration from Alfred University.

Terel is now responsible for carrying out all economic development activities for Otsego County and works with numerous businesses looking to expand. He is also working on attracting new businesses to the County. He is also actively working on several grant applications for area businesses.

