

Cheryl Robinson, Chair * **David Rowley**, Vice Chair * **Jeffrey Lord**, Treasurer * **Tom Armao**, Secretary
Craig Gelbsman * **Patricia Kennedy** * **Andrew Marietta** * **James Seward**

Jody Zakrevsky, CEO * **Joseph Scott**, Bond Counsel * **Kurt Schulte**, Counsel * **Meaghan Remillard**, Dir. of Finance and Administration*
Nasim Vargha, Administrative Assistant

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, MAY 23RD, 2024

- ROLL CALL
- CHAIR'S REMARKS
- APPROVAL OF MEETING MINUTES
 - April 25th COIDA Board Meeting Minutes
 - May 9th 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
- NEW AND UNFINISHED BUSINESS
 - NYS PUBLIC SERVICE COMMISSION PUBLIC HEARING DATE
- PUBLIC COMMENT PERIOD
- EXECUTIVE SESSION (IF NEEDED)
- ADJOURNMENT

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY

APRIL 25th, 2024

MEETING MINUTES

CALL TO ORDER

Chair, C. Robinson, called to order the meeting of COIDA at 8:00 am. M. Remillard conducted roll call and determined there was a quorum. Voting members present included:

Cheryl Robinson
Jeffrey Lord
Craig Gelbsman **
James Seward

David Rowley
Patricia Kennedy*
Andrew Marietta*

Absent Board Member(s): Tom Armao

Also, in attendance:

STAFF

Jody Zakrevsky, **CEO**
Meaghan Remillard, **Director of Finance and Administration**
Nasim Vargha **Administrative Assistant**
Kurt Schulte, **Agency Counsel (v)**

GUESTS

Bryan Shaughnessy, **City of Oneonta Resident****
Chip Holmes, **City of Oneonta Resident**
Luisa Montanti, **City of Oneonta Resident**

(v) – virtual

* - joined after start of meeting

** - left before end of meeting

CHAIR'S REMARKS

C. Robinson moved immediately onto the agenda.

PUBLIC COMMENTS

C. Robinson welcomed guests and moved directly into the public comment period. B. Shaughnessy, L. Montanti, and C. Holmes gave public comments regarding development in downtown Oneonta.

MEETING MINUTES

C. Robinson presented the meeting minutes from the March 28th COIDA board meeting. She also presented the March 28th and October 26th ORYLDC minutes as well as the April 11th Audit & Finance, Governance, and Project Committee 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 J. Lord and was approved by the remaining members present.

COMMITTEE REPORTS

- ❖ Audit & Finance – The Audit & Finance Committee meeting was held on April 11th, 2024. Audit & Finance Committee Chair J. Lord let the draft minutes stand as the report.
- ❖ Governance Committee – The Governance Committee meeting was held on April 11th, 2024.
- ❖ Projects Committee – The Projects Committee meeting was held on April 11th, 2024.

BILLS & COMMUNICATIONS

M. Remillard reviewed the bills to be paid. She noted that the Amazon bill was for part of the new Polycom meeting system that was purchased. She also explained that the City of Oneonta water/sewer bill was for 139 Commerce Road and will be reimbursed by Burr Truck and Apple Converting. Under deposits, M. Remillard noted that Worms Waste Not is a new tenant that will be renting office space from Otsego Now.

J. Lord made a motion to approve the payment of bills. J. Seward seconded the motion, and it was approved by the remaining members.

NEW BUSINESS / UNFINISHED BUSINESS

Carson Power LLC: J. Zakrevsky reported that the County received another solar request from Carson Power LLC. The County directed the company to the IDA.

Roundhouse Road Pavement: J. Zakrevsky explained that the County has given approval for the Highway Department to pave Roundhouse Road. The current estimate is \$200,000.

Anjo Construction Start Date: J. Zakrevsky reported that Anjo Construction would like to start construction on June 1st. He will meet with Anjo Construction, HUNT Engineering and Keystone Engineers to determine a start date.

Clearance of Land on Roundhouse Road: J. Zakrevsky met with Larry Stevens, of Stevens Excavating, to discuss the clearance of land on Roundhouse Road.

Cooperstown Housing Project: The board discussed a housing project in Cooperstown that may be interested in a PILOT agreement.

RESOLUTIONS

There were no Resolutions for this meeting.

ADJOURNMENT

D. Rowley made a motion to adjourn the meeting of the IDA board at 8:35am.

UPCOMING MEETING SCHEDULE

- COIDA/OCCRC Audit & Finance Committee Meeting / Projects Committee Meeting – **May 9th, 2024**
- COIDA/OCCRC Board Meeting – **May 23th, 2024**

***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
MAY 9TH, 2024
MEETING MINUTES**

CALL TO ORDER

The COIDA and OCCRC's joint Audit & Finance Committee meeting was called to order at 8:03am at the Otsego Now offices at 189 Main Street in Oneonta, NY. Members present included:

Jeffrey Lord (v)
Craig Gelbsman
Patricia Kennedy

David Rowley (v)
Andrew Marietta (v)*
Tom Armao *

Absent Member(s): James Seward, Cheryl Robinson

Also, in attendance:

STAFF

Jody Zakrevsky, **CEO**
Meaghan Remillard, **Director of Finance and Administration**
Nasim Vargha, **Administrative Assistant**

(v) – virtual

* - arrived after start of meeting

CHAIR'S COMMENTS

J. Lord, Chair of the Audit & Finance Committee, was virtual so P. Kennedy led the meeting. She moved immediately into the agenda.

REVIEW OF FINANCIALS

P. Kennedy reviewed the agency's financials. J. Zakrevsky noted that the annual appropriation from the County was received. He added that the financials also showed the purchase of the Polycom meeting system.

D. Rowley asked if the Oneonta Railyards should be under "Fixed Assets" in the financial reports. M. Remillard replied that she would look into it.

NEW AND UNFINISHED BUSINESS

There was no New/Unfinished Business for this meeting.

ADJOURNMENT

There being no further business to discuss, the Audit & Finance committee meeting was adjourned at 8:07am.

UPCOMING MEETING SCHEDULE

The next Audit & Finance Committee meeting is June 13th, 2024 at 8:00am.

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

**PROJECTS COMMITTEE
May 9th, 2024
MEETING MINUTES**

CALL TO ORDER

The COIDA and OCCRC's joint Projects Committee meeting was called to order at 8:07am at the Otsego Now offices at 189 Main Street in Oneonta, NY. Members present included:

Tom Armao
David Rowley (v)
Craig Gelbsman

Jeffrey Lord (v)
Andrew Marietta (v)
Patricia Kennedy

Absent members: Cheryl Robinson, James Seward

Also, in attendance:

STAFF

Jody Zakrevsky, **CEO**
Meaghan Remillard, **Director of Finance and Administration**
Nasim Vargha, **Administrative Assistant**

(v) – virtual

CHAIR'S REMARKS

Projects Chair, T. Armao, moved immediately into the agenda.

CEO REPORT OF PROJECTS

Richfield Springs: J. Zakrevsky reported that the start date for construction will be between June 1st and June 15th. He is still awaiting a date for the Public Service Commission public hearing regarding the extension of natural gas. D. Rowley asked if they would install the gas line before hearing the PSC decision. J. Zakrevsky clarified that Anjo Construction's bid did not include the installation of the gas line because NYSEG wanted to install it themselves.

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 8:13am. The motion was approved by the remaining members present.

UPCOMING MEETING SCHEDULE

The next Projects Committee meeting will be held on June 13th, 2024 at 8:00am.

DRAFT

COIDA EXPENSES
4/25/24 - 5/22/2024

Vendor	Amount Due	Due Date	Reimbursable?	Notes
Barton & Loguidice	\$810.00			grant administration services
NYSDOT	\$550.00			RS work permit

COIDA TOTAL	\$1,360.00
--------------------	-------------------

COIDA PAID EXPENSES
4/25/24 - 5/22/24

Vendor	Amount	Date Paid		Notes
Jim Lozano	\$800.00	29-Apr		april accounting services
Jim Lozano	\$800.00	29-Apr		may accounting services
Southern Tier 8	\$7,200.00	2-May		2023 ST8 membership
Melex	\$4,116.67	9-May		may rent
Edie Halstead	\$374.00	9-May		jan-feb office cleaning
First Bankcard	\$1,037.83	9-May		room at otesaga, polycom system, sending documents
NYSEG PF	\$114.50	9-May		PF street lighting
NYSEG HQ	\$310.66	9-May		189 main st utilities
Hummel's	\$49.99	9-May		paper
Great America	\$174.83	9-May		copier agreement
Philadelphia Insurance	\$4,654.70	9-May		non profit umbrella, non profit package

COIDA DEPOSITS
4/25/24 - 5/22/2024

Vendor	Amount	Date of Deposit	Notes
IOXUS	\$6,562.50	1-May	april rent
Apple Conveerting	\$5,000.00	2-May	may rent
Foothills	\$1,666.67	2-May	april loan repayment
CADE	\$1,100.00	2-May	may rent
Burr Truck	\$518.00	2-May	City of Oneonta water/sewer bill (january-august)
Southern Tier 8	\$200.00	2-May	may rent

TOTAL	\$15,047.17
--------------	--------------------



OTSEGO **now**
HUB FOR ECONOMIC PROGRESS

OTSEGO NOW

MAY 23, 2024 BOARD MEETING



**OTSEGO NOW'S VISION IS TO BE THE VIBRANT FORCE THAT
INSPIRES PROGRESS IN ECONOMIC DEVELOPMENT IN
OTSEGO COUNTY AND TO FOSTER OPPORTUNITIES FOR
PEOPLE TO CREATE MEANINGFUL LIVES FOR THEMSELVES
AND FAMILY.**



**TO ACT ON THIS MISSION, OTSEGO NOW MUST HAVE THE RESOURCES TO
SUCCEED. STABLE AND GROWING REVENUES, INCREASED AND QUALITY STAFF,
AVAILABLE SITES TO MARKET, A PROACTIVE MARKETING PLAN TO TARGETED
INDUSTRIES.**

GOALS

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.

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.

TO ENSURE RESOURCES FOR CONTINUED SUCCESS OF AREA ENTERPRISES AND CULTIVATE A SUSTAINABLE, PROFITABLE SETTING FOR NEW INVESTMENTS IN BUSINESS, INDUSTRY, AND COMMUNITY.

STRATEGY 1:

- Invest in Infrastructure and Competitiveness: Invest in all communities, including rural communities and Oneonta, as well as projects and programs that ensure the County’s competitiveness.
- Infrastructure: continue to make strategic investments in infrastructure and launch a new focus on rural communities. This includes water and sewer investments in Richfield Springs, paving roundhouse Road in Oneonta (both 2024).

	2024	2025	2026
Complete Richfield Springs Industrial Park			
Otsego County to Pave Roundhouse Road			
IDA to Pave Stadium Circle Drive			

- **COMPETITIVENESS:** OTSEGO NOW WITH THE HELP OF SOUTHERN TIER 8, WILL INVEST IN PROGRAMS AROUND HIGH-QUALITY INTERNET AND CELL SERVICE

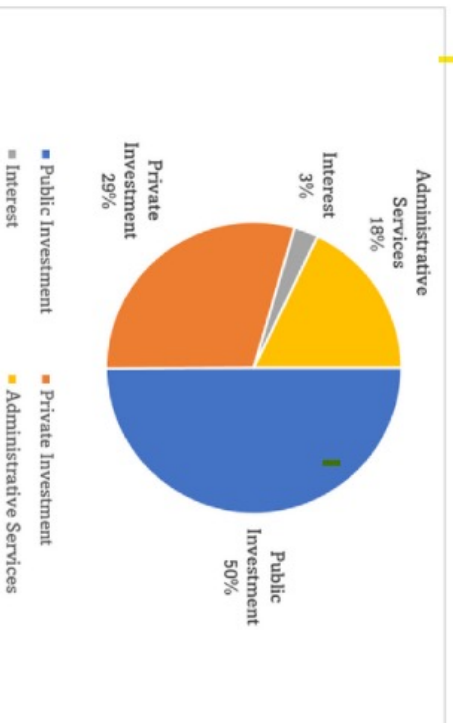
2024	2025	2026
	ST8 To complete cell coverage surveys	Grant applications to extend service to Otsego County.

STRATEGY 2: INCREASE REVENUES TO SUPPORT NEW STAFF

2024	2025	2026
County Appropriation Increased by \$125,000	County Appropriation Increased by \$100,000	Total County Appropriation at \$300,000
New Housing Pilot in Cooperstown	: one-time fee of \$235,000	Annual Pilot payment of \$16,660
10 Private Investors donating \$5,000	\$50,000	\$75,000

Schuyler County Partnership Directory of Investors

2023 INCOME: \$423,013



\$122,674 in Private Investors (29%)



The Partnership
Schuyler County Partnership for Economic Development

CONTACT WITH US

Log In

[f](#)
[t](#)
[@](#)
[in](#)
[v](#)

[Home](#)
[About](#)
[Grant Assistance](#)
[Start and Grow a Business](#)
[Data Search and Resources](#)
[Initiatives](#)
[Industrial Development Agency](#)

Directory of Investors

Platinum & Gold



Silver



Bronze

DATA ANALYTICS BUSINESS



STRATEGY 3: LAUNCH PROGRAMS TO RETAIN AND ATTRACT TALENT

- **Talent:**
 - Be the Global Talent Magnet: Launch programs to retain and attract talent, including college graduates, immigrants, non-college grads, and trades/professions. This is to be undertaken by the innovation/acceleration center.
 - College Students: Create a new internship program to connect college students and Otsego County companies to retain young talent post-graduation. Work with Dr. Stephens at Hartwick on internship programs.
 - International: Scale the Global Entrepreneur in Residence Program to enable immigrants to stay in the County.

2024	2025	2026
Hire New PT Marketing/Innovation Center Director	Develop New Pro-Active Marketing Campaign	Implement Pro-Active Marketing campaign

IDENTIFY SECTORS TO ENTICE TO COME TO OTSEGO COUNTY:

- Lengthen Our Lead: Advance bold leadership in life sciences and healthcare, advanced manufacturing and robotics, and the application of AI for all key sectors.
- Life Sciences/Healthcare 3.0: In coordination with Colleges and hospitals, entire life sciences ecosystem to tackle big opportunities around innovation, health equity, and affordability.
- Advanced Manufacturing/Robotics: Capitalize on the Northeast Microelectronics Commons Coalition Hub to strengthen our advanced electronics manufacturing and robotics ecosystems.
- Convene an AI strategic task force and develop programs to support AI adoption in our leading sectors such as education, electronics, and financial services.

	2024	2025	2026
Hire Deputy Marketing Person to Research and Solicit New Companies		1 New Business	1 New Business
Attend Trade Shows for above		Attend Trade Shows	Attend Trade Shows

SUMMARY OF KEY STRATEGIC PLAN ACTIVITIES

ID	Strategy	2024 Roadmap	Update/Status
1	Invest in Infrastructure and Competitiveness	Complete Richfield Springs Industrial Park	Scheduled for completion in October 2023.
1	Invest in Infrastructure and Competitiveness	Otsego County to Pave Roundhouse Road	
1	Invest in Infrastructure and Competitiveness	IDA to Pave Stadium Circle Drive	Need to determine whether pave or oil and stone.
2	Increase Revenues to Support New Staff	County Appropriation Increased by \$125,000	Requesting an additional \$100,000 in 2025.
2	Increase Revenues to Support New Staff	New Pilot: 217 Main St site in Cooperstown: one-time fee of \$235,000 – Annual Fee of \$16,660	
3	Launch Programs to Retain and Attract Talent	Hire New PT Marketing/Innovation Center Director	
3	Launch Programs to Retain and Attract Talent	Hire Deputy Marketing Person to Research and Solicit New Companies	
3	Launch Programs to Retain and Attract Talent	Attend Trade Shows for above	

KEY PERFORMANCE METRICS

Metric	Target	YTD 2024
Business Outreach	25	10
Community Presentations	10	3
Industry Events	3	2
Business Attraction & Retention Leads	10	6
Available Sites*	13	11

STAFFING UPDATES

Role	Role Status	Role Type	Important Updates/Notes
CEO	Existing	FT	In the succession planning process
Finance & Operations Director	Existing	FT	Transition PARIS reporting responsibilities and engaging in 4-year budgeting process to assess and understand operational finances.
Administrative Assistant	Existing	PT	Notice has been given for 5/31/2024. Posting for position immediately to allow for transition. Evaluating need for position to be full-time.
Economic Development Director	New	FT	Evaluating benefits and operational revenues to support addition of job role. Treasurer reviewing 4-year budget developed.
Marketing & Innovation Center Director	New	FT	Evaluating direction of the innovation center and, therefore, the responsibilities of this role.

4 YEAR BUDGET

2024 -2027 COIDA Budget

Revised April 30, 2024

CATEGORIES	2024	2025	2026	2027
Operating Revenues				
PILOTS	\$102,569.40	\$101,865.90	\$118,525.90	\$118,525.90
Rental & Financing Income	\$152,000.00	\$159,000.00	\$166,140.00	\$173,637.00
Other Operating Income	\$242,990.00	\$342,990.00	\$342,990.00	\$342,990.00
Non-Operating Income	\$102,438.04	\$47,000.04	\$47,000.04	\$47,000.04
Total Revenue	\$599,997.44	\$650,855.94	\$674,655.94	\$682,152.94
Operating Expenses				
Salaries and Wages	\$303,171.00	\$328,330.13	\$337,910.03	\$347,777.33
Professional Service Contracts	\$75,900.00	\$68,700.00	\$68,700.00	\$68,700.00
Operating Costs	\$101,830.00	\$101,830.00	\$101,830.00	\$101,830.00
Insurance	\$42,500.00	\$47,302.50	\$52,647.68	\$58,596.87
Utilities and Maintenance	\$25,550.00	\$27,083.00	\$28,707.98	\$30,430.46
Filings, Legal Ads, Misc.	\$500.00	\$500.00	\$500.00	\$500.00
Total Expenditures	\$549,451.00	\$573,745.63	\$590,295.70	\$607,834.66
NET	\$50,546.44	\$77,110.31	\$84,360.24	\$74,318.28

PROJECT TRACKER

25 completed
Total Investment Completed: \$34,546,500.00

19 active
Total Investment Anticipated: \$119,181,320.00

3 on-hold

3 Withdrawn

Project ID	Project Description	Estimated Investment	Available Funds	State Funds (Y / N)	Project Status	Project Category	NEXT STEP
BUILDING-E	Siemens Building	\$ -	\$ -	N	ACTIVE	BUILDING	Continue Marketing With Realtors
SITE-E	Soccer Fields/OVSA	NA	\$ -	N	ACTIVE	SITE	None
Inactive	Boardband	unknown		Y	ON HOLD	INITIATIVE	Assessment of Round III opportunities
PLAN-C	Richfield Springs Comp Plan	\$ 200,000.00	\$ 150,000.00	Y	COMPLETE	PLAN	Plan completed and grant received.
PLAN-C	Cooperstown Comp Plan	\$ 60,000.00	\$ 58,000.00	Y	COMPLETE	PLAN	Plan completed and grant received.
PLAN-C	Oreonta Comp Plan	\$ 90,000.00	\$ 90,000.00	Y	COMPLETE	PLAN	Plan completed and grant received.
PL-4	Route 205 Study	\$ 60,000.00	\$ 30,000.00	Y	COMPLETE	PLAN	Plan completed and grant received.
ST-4	Railyards Study	\$ 650,000.00	\$ 150,000.00	Y	COMPLETE	PLAN	Plan completed and grant received.
ST-17	Oreonta Airport Study	\$ 45,000.00	\$ 20,000.00	Y	COMPLETE	PLAN	Plan completed and grant received.
RR-1	Railyard Market Study	\$ 19,500.00		N	COMPLETE	PLAN	Study Completed
RR-2	Roundhouse Resurfacing	\$ 40,000.00	\$ 20,000.00	N	COMPLETE	SITE	Road Resurfacing
RR-3	Master Plan for RR	\$ 32,800.00		N	COMPLETE	SITE	New Master Plan and Subdiv. Contracts Signed. Waiting for NYDA 2021 Q2
IN-3	Wi-Fi Hotspots	\$ 570,000.00	\$ 307,000.00	Y	ACTIVE	INITIATIVE	Project On Hold.
SITE-1	Schievus Site	\$ 370,000.00		Y	ON HOLD	SITE	SEQR and comp Plan completed. Clean-Up of Site E 2021 Q2 and Feasibility Study of Community GeoThermal 2021
SITE-E	Oreonta Rail Yards	\$ 1,100,000.00		Y	ACTIVE	SITE	For Sale Signs Installed. Ongoing Marketing to Realtors
SITE-E	Oreonta Business Park (Site Development)	\$ -		N	ACTIVE	SITE	House Demolition Business Park
AQ-1	Acquisition of 159 Pony Farm Road	\$ 57,000.00		N	COMPLETE	SITE	House Acquisition to add to Oreonta Business Park
AQ-2	Demolition of House	\$ 26,700.00		N	COMPLETE	SITE	House Demolition
CD86-1	Custom Electronics	\$ 2,200,000.00	\$ 750,000.00	Y	ACTIVE	BUSINESS	Project to be Closed out 2021 Q1
CD86-2	Cooperstown Distillery	\$ 70,000.00	\$ 200,000.00	Y	ACTIVE	BUSINESS	Project to be Closed out 2021 Q1
C-1	Corring Plant Exp. 1	\$ 12,000,000.00	\$ 1,000,000.00	Y	COMPLETE	BUSINESS	Ongoing Annual Pilot Payments
C-2	Corring Solar Array	\$ 1,200,000.00	\$ -	Y	COMPLETE	BUSINESS	Pilot Application Started.
C-3	Corring Plant Expansion	\$ 18,000,000.00	\$ 750,000.00	NY	ACTIVE	BUSINESS	Pilot Application Started
BB-1	Brooks Bottling	\$ 14,000,000.00	\$ 1,750,000.00	NY	ACTIVE	BUSINESS	Pilot Application Started
SPS-1	Systematic Power Systems	\$ 14,000,000.00	\$ 1,000,000.00	Y	ACTIVE	BUSINESS	Close on Pilot and Sales Tax
RS-1	Andela Products Exp.	\$ 4,930,000.00	\$ 950,000.00	Y	ACTIVE	BUSINESS	Waiting on Financials
RS-2	Richfield Ind. Park	\$ 2,400,000.00	\$ 1,525,000.00	Y	ACTIVE	BUSINESS	Waiting on Business Commit.
ME-1	Micro-Enterprise Grants	\$ 200,000.00	\$ 200,000.00	Y	ACTIVE	BUSINESS	Continue Drawdowns
PPE-1	Protective Equipment	\$ 50,000.00	\$ 25,000.00	Y	ACTIVE	BUSINESS	Ongoing
FB-1	Ford Building Restoration	\$ 5,200,000.00	\$ 600,000.00	Y	ACTIVE	BUSINESS	Decision to be Made 2021 Q1
Lofts-1	Dietz Street Lofts	\$ 7,000,000.00	\$ 900,000.00	Y	ACTIVE	HOUSING	Study by ST8
PLAN-O	Opportunity Zone Study	\$ 250,000.00	\$ 250,000.00	Y	ACTIVE	STUDY	Project Complete
AG-1	Steiner Meat Facility	\$ 100,000.00	\$ 25,000.00	Y	COMPLETE	BUSINESS	Project On Hold
AG-2	Halal Meat Processing	\$ 900,000.00	\$ 200,000.00	Y	ON HOLD	BUSINESS	Project On Hold
E-1	Community Geothermal	unknown			ACTIVE	STUDY	NYSRROA Feasibility Study
MK-1	Installation of Signs	\$ 3,200.00		N	COMPLETE	Marketing	Signs installed at industrial site
DM-1	Digital Marketing	\$ 62,500.00	\$ 10,000.00	Y	ACTIVE	Marketing	

NEW LEADS

Open	Closed	Total
7	5	12

First Contact Date	Property of Interest	Company	Status
1/26/2024	Anywhere in Mohawk Valley	ESD Project Diamond: A manufacturing company is pursuing an artificial graphite-based anode active material manufacturing facility. First prioritization is being given to sites that are as “development ready” as possible.	Do not have 150 acres of developable property.
1/29/2024	Anywhere in Mohawk Valley	ESD Project Bluebird: Existing U.S. company seeking to expand their manufacturing operations in the clean hydrogen industry. They will fabricate a variety of electrode components for an established customer base of multiple PEM and alkaline electrolyzer OEMs in US and Europe.	Submitted 41 Brown Street (Northern Eagle) Property Flyer with specifications.
1/31/2024		ESD Project Apollo: Manufacturing company is expanding into the solar industry within the United States, with plans to develop a state-of-the-art manufacturing facility in the country.	Do not have a 500,000 square foot facility.
2/7/2024	Anywhere in Mohawk Valley	ESD Project Lion 2: Top battery materials manufacturer with over 20 years of experience—specializing in lithium-ion battery materials, daily chemical materials, and specialty chemicals. This project will focus on manufacturing electrolytes and lithium-ion batteries.	Do not meet electrical requirements.
2/8/2024	Anywhere in Mohawk Valley	ESD Project Grow Greens: Manufacturer looking to establish a collection of greenhouses with efficient energy sources.	Do not meet gas requirements.
2/13/2024	Oneonta Business Park	Cannabis Manufacturer: Looking for assistance with state financial incentives.	Preliminary Discussions
2/16/2024	Oneonta Railyards	Manufacturing company interested in railyards with a concentration on rail access.	Preliminary Discussions
3/18/2024		ESD Project Format: global manufacturing company with a funded project in the energy storage space. They are seeking to locate two manufacturing functions in two facilities. ESD Project Horizon: animal feed manufacturing that is considering NYS for their U.S. expansion.	Do not meet building sizes or power requirements. Need between 275 – 400 acres. Very Preliminary Discussions.
	Oneonta Business Park	Brett Holleran has been working with a company in Delaware. He is trying to get them to look at the Oneonta Business Park. Sent him copies of our recent appraisal.	Submitted both the Oneonta Railyard Site and the Oneonta Business Park Site for consideration on April 25, 2024.
	Oneonta Railyards and Oneonta Business Park	ESD Project Omega: This is an established company with several decades of experience; they are an award-winning sustainable modular construction specialist. Given the growth in the US market, the company is looking to invest here to access market opportunities. The company currently has several customers lined up in the US. The main functions of the facility would include production and assembly. \$100 million investment creating 350 jobs.	ESD requested additional information which was supied on May 1, 2024.
	Oneonta Railyards	Received a telephone call from Edward A. Granka, President & Managing Director BBG Mergers & Acquisitions representing a company looking for rail siding.	Preliminary Discussions

2024 ACTIVE LEADS LISTING

Property of Interest	Company	Status
<p>1/26/2024</p> <p>Anywhere in Mohawk Valley.</p>	<p>ESD Project Diamond: A manufacturing company is pursuing an artificial graphite-based anode active material manufacturing facility. First prioritization is being given to sites that are as “development ready” as possible.</p>	<p>Do not have 150 acres of developable property.</p>
<p>1/29/2024</p> <p>Anywhere in Mohawk Valley.</p>	<p>ESD Project Bluebird: Existing U.S. company seeking to expand their manufacturing operations in the clean hydrogen industry. They will fabricate a variety of electrode components for an established customer base of multiple PEM and alkaline electrolyzer OEMs in US and Europe.</p>	<p>Submitted 41 Brown Street (Northern Eagle) Property Flyer with specifications.</p>
<p>1/31/2024</p>	<p>ESD Project Apollo: Manufacturing company is expanding into the solar industry within the United States, with plans to develop a state-of-the-art manufacturing facility in the country.</p>	<p>Do not have a 500,000 square foot facility.</p>
<p>2/7/2024</p> <p>Anywhere in Mohawk Valley</p>	<p>ESD Project Lion 2: Top battery materials manufacturer with over 20 years of experience— specializing in lithium-ion battery materials, daily chemical materials, and specialty chemicals. This project will focus on manufacturing electrolytes and lithium-ion batteries.</p>	<p>Do not meet electrical requirements.</p>
<p>2/8/2024</p> <p>Anywhere in Mohawk Valley</p>	<p>ESD Project Grow Greens: Manufacturer looking to establish a collection of greenhouses with efficient energy sources.</p>	<p>Do not meet gas requirements.</p>
<p>2/13/2024</p> <p>Oneonta Business Park</p>	<p>Cannabis Manufacturer: Looking for assistance with state financial incentives.</p>	<p>Preliminary Discussions</p>

2/16/2024 Oneonta Railyards	Manufacturing company interested in railyards with a concentration on rail access.	Preliminary Discussions
2/16/2024	Reached out to Norfolk Southern, ESD and DOT.	Concern: natural gas requirements.
2/21/2024	Norfolk Southern Wants Discussion with Company.	
2/26/2024	Company meeting to discuss zoom meeting with Norfolk Southern.	
4/14/2024	Reached out to company – no response. Mike Batorini of New Holland came down to meet with JZ and Board Member Rowley.	Awaiting purchase offer.
5/7/2024		
3/18/2024	ESD Project Format: global manufacturing company with a funded project in the energy storage space. They are seeking to locate two manufacturing functions in two facilities.	Do not meet building sizes or power requirements.
4/01/2024	ESD Project Horizon: animal feed manufacturer that is considering NYS for their U.S. expansion.	Need between 275 – 400 acres.
4/10/2024 Oneonta Business Park	Brett Holleran has been working with a company in Delaware. He is trying to get them to look at the Oneonta Business Park. Sent him copies of our recent appraisal.	Very Preliminary Discussions.
4/23/2024 Oneonta Railyards and Oneonta Business Park	ESD Project Omega: This is an established company with several decades of experience; they are an award-winning sustainable modular construction specialist. Given the growth in the US market, the company is looking to invest here to access market opportunities. The company currently has several customers lined up in the US. The main functions of the facility would include production and assembly. \$100 million investment creating 350 jobs.	Submitted both the Oneonta Railyard Site and the Oneonta Business Park Site for consideration on April 25, 2024. ESD requested additional information which was supied on May 1,2024.
4/30/24 Oneonta Railyards	Received a telephone call from Edward A. Granka , President & Managing Director BBG Mergers & Acquisitions representing a company looking for rail siding.	Preliminary Discussions