

**COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY  
OTSEGO COUNTY CAPITAL RESOURCE CORPORATION  
PROJECTS COMMITTEE  
APRIL 12, 2018  
MEETING MINUTES**

**CALL TO ORDER**

The COIDA and OCCRC joint Project Committee Meeting was called to order at 8:08am at the Otsego Now offices located at 189 Main Street, Suite 500, Oneonta, New York. Committee members present were Jeffrey Lord, Tom Armao, Patricia Kennedy (by phone), Andrew Marietta (arrived 8:44am), and Craig Gelbsman (arrived at 8:52am). Also, present were Otsego Now staff members; CEO, Jody Zakrevsky, and Administrative Director, Meaghan Marino, Otsego County Chamber of Commerce members; Barbara Ann Heegan, Joan Fox, Jennie Gliha (departed at 8:55am), Al Rubin, and Nick Savin. Bryan Shaughnessy, Oneonta property owner, was also in attendance.

**JOINT MEETING WITH OTSEGO CO. CHAMBER OF COMMERCE**

The Otsego County Chamber of Commerce joined the Otsego Now board members for their Projects Committee meeting. Now that the Chamber shares office space with Otsego Now, the two boards wanted to come together for introductions and discuss collaborative efforts.

**CEO REPORT OF PROJECTS**

J. Zakrevsky provided members with his Director's Report of activities from March 22<sup>nd</sup> - April 11<sup>th</sup>. He also provided the members a document with updates on the numerous projects that are currently going on. He went over the following items:

- **Grants Z675/Z982/Z986.** J. Zakrevsky spoke briefly about three current grant reimbursements. We received a wire on March 30<sup>th</sup> of \$58,000 for a grant reimbursement for the Cooperstown Comprehensive Plan. M. Marino just sent into another grant reimbursement request for Richfield Spring Commerce Park Study and she is currently working on the Upper Susquehanna Regional Agriculture Center study reimbursement.
- **Oneonta Railyards Feasibility Study.** J. Zakrevsky advised the board of his meeting with Mary Beth Bianconi, of Delaware Engineering, the day prior. It was determined

that the environmental assessment and geotechnical study that Malcolm Pirnie Inc. completed previously on the Oneonta Rail Yards is sufficient for the current study that Delaware Engineering is doing on the property. By eliminating these pieces from their work, Delaware Engineering will reduce the cost of their contract by approximately \$105,000.

- **56854 MV Food and Beverage Innovation Center.** Jody updated the committee on the status of the proposed F&BIC. Even if the 12 Tribes and the City of Oneonta are ready to move forward with the proposed PILOT plan, J. Zakrevsky is still working out project costs issues with Empire State Development. It was originally thought that ESD would cover 100% of the projects costs, however now ESD says they will cover 20%. J. Zakrevsky is still working out the details with him and will hopefully have more information for the April board meeting. He also advised that the \$3million must be used on commercial projects, not housing. J. Zakrevsky finding out if it could be commercial property **with** housing. J. Lord reiterated to the group that the IDA is not driving this project, just facilitating the grants.
- **A56842 Oneonta Route 205 Corridor Study.** Delaware Engineering is currently looking at removing the traffic study from their existing contract to allow it to be reimbursable under this grant. 50% of the costs would be reimbursable to the IDA.
- **NYSEG.** J. Zakrevsky spoke about the meeting of the “interruptibles” (companies whose natural gas service is interrupted in the cold months by NYSEG and are forced to switch to burning oil). At this meeting they selected J. Zakrevsky to be their director. The next meeting will be with the President of NYSEG set for May 4<sup>th</sup>. T. Armao, who was also present at the meeting, advised that the long-term solution for the natural gas problem will be a big investment and the short-term solution will be controversial. Many NY residents are against the idea of CNG stations and CNG trucks driving through town. To help offset this, Southern Tier East Regional Planning Development Board is working on an education piece for the community highlighting what energy options work for industry, and what options won’t work and why. The group will also focus on looking for sectors that can use solar, switching streets lights to LED, and finding other various ways to incorporate other energy options.
- **Corning.** J. Zakrevsky has been working on projection costs/benefits associated with PILOT/tax exemptions for their proposed expansion. He’s hoping to have the specifics worked out by Friday and will update for April board meeting.
- **Pony Farm Appraisals.** Snowdon Partners currently working on appraisals for the three properties in the business park. They are also doing an appraisal on Penny Groves property (that she is currently trying to sell to the IDA) to see what it’s worth and if it makes sense to purchase and add to business park.

- **Andela Products/Ruby Lake Glass.** Andela Products expansion has somewhat taken a back seat to the Ruby Lake Glass expansion. Ruby Lake Glass recently got a contract with New York City and they would like to accelerate their expansion. J. Zakrevsky met with them to review their financial projections and loan application. They are currently looking at three properties; one that could house both Andela and Ruby Lake Glass, another that would be strictly for Ruby Lake Glass, and the IDA property in Richfield Springs is still on the table.
- **2017 Audit.** There will be a meeting at the Otsego Now offices on April 19<sup>th</sup>. Our auditors will update the board on their report.
- **Coditum.** Barbara Ann Heegan, Chamber President, asked the board for their update on this project. J. Zakrevsky advised that board member C. Robinson is heading this project, so he doesn't have specific updates. He did advise that due to the tight timeline, the IDA will not be committing to starting this project for the Fall 2018. Because of the interest in the project, we will be working to have it ready for Fall 2019. Nick Savin, Chamber member and BOCES Superintendent, advised that BOCES will be starting a coding course this summer.
- **CADE.** CADE recently held a business training in the Otsego Now training space for 35 local agra-businesses. CADE is also seriously considering moving into the mezzanine space of the Otsego Now offices. They are currently working out the details with their board and J. Zakrevsky.
- **RLM Land, LLC.** Formerly Enviro Energy, RLM Land proposed selling 3 acres of their 70-acre land that the IDA currently has a lien on. They advised that once the sale is complete they would pay the IDA monthly payments for the loan they owe. Kurt Schulte sent their attorney our stipulations and we have yet to hear back. However, RLM Land did send a payment towards their loan this month.
- **Richfield Springs Baseball.** J. Zakrevsky met with the association and their attorney to see their overall development plan for our Richfield Springs property and their financials. They have received endorsements from both their local town and village boards. They are also requesting permission, in the mean-time, to walk through the property, as there are easily accessible trails to get around the town. J. Zakrevsky passed the issue onto Kurt Schulte to work thru the legalities of walking on our property.
- **IOXUS.** Their current lease is up. J. Zakrevsky met with them about possibly increasing the price of their monthly rent. They wish to stay at the same rate, but their executives will discuss it and another meeting will be set with J. Zakrevsky.

## **NEW/UNFINISHED BUSINESS**

Bryan Shaughnessy, Oneonta property owner, addressed the IDA members regarding his concerns over the proposed Food and Beverage Innovation Center. He spoke about the Clinton Plaza and their current 7 vacancies, and sites parking as one of their premier problems with keeping stores. He advised that due to his property and the Clinton Plaza being so close to Market Street Ford Sales Building, they have a stake in what goes into that land. In a previous meeting with the IDA, B. Shaughnessy was advised that the IDA is not driving the development of a F&BIC, but rather just facilitating the grants. He says this goes directly against what the Oneonta Common Council is saying during their meetings – they say that the IDA is behind the F&BIC and the IDA is a deciding factor of what will go into that land. Because the city has a Restore NY Grant, he feels that the IDA should drop their current grants for the F&BIC because they “muddy the water”. IDA board members questioned whether he, or others who are against the F&BIC, have made a presentation to Mayor Herzig and the Common Council. He advised that the Mayor is dead set against anything that isn’t the F&BIC and will not take their ideas seriously. B. Shaughnessy advised that he does have people who are willing to put up the money to buy the building, but only under the condition that they get the Restore NY Grant. IDA Board members advised him that if he and his group wish to buy the property – that would take the IDA out of the situation altogether, which is what they want. It would also give them more leverage when dealing with the City of Oneonta and they may be willing to then discuss using the Restore NY Grant.

## **ADJOURNMENT**

There being no further business to discuss, the meeting adjourned at 9:25a.m.

## **UPCOMING MEETINGS**

The next Projects Committee meeting will be held on May 10<sup>th</sup>, 2018 at 8:00am.