

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

**PROJECTS COMMITTEE  
MAY 10, 2018  
MEETING MINUTES**

**CALL TO ORDER**

The COIDA and OCCRC joint Project Committee Meeting was called to order at 9:25am at the Otsego Now offices located at 189 Main Street, Suite 500, Oneonta, New York. Committee members present were Jeffrey Lord, Cheryl Robinson, Tom Armao, Patricia Kennedy, Andrew Marietta, and Jeffery Joyner. Also, present were Otsego Now staff members; CEO, Jody Zakrevsky, and Administrative Director, Meaghan Marino. Bryan Shaughnessy, Oneonta property owner, was also in attendance.

**APPROVAL OF NEW CHAIR**

Due to the recent departure of Sarah Harvey, the Projects Committee needed a new Chairman. J. Lord made a motion to approve Projects Committee Vice Chair, C. Robinson, as the new Chair of the Projects Committee. T. Armao seconded the motion and all board members approved.

**CHAIRMAN'S REMARKS**

C. Robinson welcomed the board members and guests to the meeting. She asked Bryan Shaughnessy if he would like to address the board, and he declined. C. Robinson

**MEETING MINUTES**

C. Robinson presented the meeting minutes from the April Projects Committee meeting and the April Board Meeting. J. Lord made a motion to approve the minutes. T. Armao seconded and all board members approved.

**CEO REPORT OF PROJECTS**

J. Zakrevsky provided members with his Director's Report of activities from April 12<sup>th</sup> – May 9<sup>th</sup>. He also provided the members a document with updates on the numerous projects that are currently on going. He discussed in more detail the following items:

- **NYSEG.** J. Zakrevsky updated the board on the May 4<sup>th</sup> meeting with NYSEG. Both he and T. Armao agreed that the meeting was very positive and productive. As of now, the short-term solution for the lack of natural gas in our area, is to build a CNG station. The conversation about where to put a CNG station in our area has centered around the railyards. Delaware Engineering is looking at both the railyards, and the Oneonta business park, as potential sites. J. Zakrevsky would work with Empire State Development to try and match funds for the cost of the station. The CNG station would only be in operation when natural gas demand is high (the cold months). In the meeting, NYSEG agreed to rebuild the natural gas line between Norwich and Oneonta over the next 5 years, at a rate of 5 miles/year. Once completed, the CNG station would hopefully be unnecessary.
- **Andela Products/Ruby Lake Glass.** J. Zakrevsky spoke briefly about Andela products and their desire to expand. They still have two properties that they are deciding between. The first property is 24 acres, approximately \$350,000, and has natural gas and electric capacity. This property would house both Andela Products and Ruby Lake Glass. J. Zakrevsky would help with a CFA for this property. The second property is \$65,000 and the owner of Andela Products would pay for the property outright. This property would only house Ruby Lake Glass. J. Zakrevsky has been actively helping them with their decision. A. Marietta mentioned the idea of Andela Products or Ruby Lake Glass accepting the county's recycled glass. Now that China is no longer accepting recyclables, the county is paying to get rid of it's recyclables by the ton, and glass is heavy. The partnership has the potential to be beneficial for everyone.
- **Corning.** They are moving forward with their PILOT. The next step is the public hearing which is scheduled for May 29<sup>th</sup>. M. Marino is taking care of mailing and posting the public hearing notices. Otsego Now recently signed a contract with the Center for Governmental Research (CGR) to purchase a licensing agreement for Corning's Cost Benefit Analysis program called InformAnalytics.
- **Custom Electronics.** J. Zakrevsky is working on a financing plan for their expansion this summer, 2018. He is working with the Town of Oneonta Supervisor to seek the Otsego County Board's approval to file a small city application on behalf of the town and the company.
- **Intergovernmental Affairs Committee.** J. Zakrevsky attended the most recent meeting of the IGA, during which a discussion ensued regarding \$580,000 that the county board was awarded through the CDBG Program. The money needs to be used by the end of the year. As of now, the Otsego County Board has not determined what the money will be used for. A. Marietta advised that he advocated for the IDA to receive some of those funds for current projects. Members of the IDA board expressed a desire to build a stronger partnership with the Otsego County board. C. Robinson asked A. Marietta to go back to the Otsego County board and ask them for criteria on what they would like to invest the money in. J. Zakrevsky provided the IGA with ideas of how the grant money could be put to best use. C. Robinson requested J. Zakrevsky create a more detailed profile of the top 3-5 prospective projects aligned with the County board's criteria, the minimum and maximum funds requested to support project success, and the compelling argument for receiving the funds.

- **Richfield Springs Youth Baseball Association.** An agreement was signed with the Richfield Spring Youth Baseball Association granting them access to our industrial site to determine best layouts.
- **Saratoga CoWorks.** J. Zakrevsky toured Saratoga CoWorks with members of SUNY faculty and Otsego County Chamber President, Barbara Ann Heegan. Saratoga CoWorks is a shared incubator space in downtown Saratoga, offering support services to new businesses. Business professionals can rent work space by the day or monthly.
- **Hartwick College.** J. Zakrevsky met with Hartwick College President, Margaret L. Drugovich, to discuss their START-UP NY site and how Otsego Now can assist with the development and marketing. START-UP NY was created to stimulate job growth and promote partnerships between businesses and the state's higher education.
- **Coditum.** C. Robinson went over a detailed analysis of the Coditum project that she compiled. She feels that the project has a lot of potential and could bring in a profit by year 4-5 of it's development. The biggest obstacle right now is determining who will own the project. It would require at least one fulltime staff member. If Otsego Now continues to spearhead the project, the ownership will fall on the IDA. IDA board members agreed that they do not want to own the project but would like to help facilitate it to be successful. They encouraged C. Robinson to meet with the heads of local colleges to see if they would take the lead on the project with the assistance of the IDA.

## **NEW/UNFINISHED BUSINESS**

There was no new or unfinished business to review.

## **ADJOURNMENT**

There being no further business to discuss, the Projects Committee meeting adjourned at 10:03a.m.

## **UPCOMING MEETING SCHEDULE**

The next Projects Committee meeting will be held on June 14<sup>th</sup>, 2018 at 8:00am.