

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

**PROJECTS COMMITTEE
JANUARY 10, 2019
MEETING MINUTES**

CALL TO ORDER

The COIDA's and OCCRC's joint Projects Committee meeting was called to order at 8:52am at the Otsego Now offices located at 189 Main Street, Suite 500, Oneonta, New York. Committee members present were:

Cheryl Robinson
Tom Armao
Craig Gelbsman
Andrew Marietta

Patricia Kennedy
Jeffrey Lord
Jeffery Joyner

Also, in attendance:

STAFF

Jody Zakrevsky, CEO
Meaghan Marino, Director of Finance and Administration
Kurt Schulte, Agency Counsel

GUESTS

Michael Sussman, President, Strategic Rail Finance*
Cliff Bassman, Business Development Director, Strategic Rail Finance*
Carl Belke, Executive Consultant, Strategic Rail Finance*

*Arrived after start of meeting

CHAIRMAN'S REMARKS

Projects Chair, Cheryl Robinson, reminded everyone of the three 2019 priority projects that J. Zakrevsky outlined in the December board meeting. She asked if any of the board members had any issues with the priority projects? They did not, so C. Robinson advised them that J. Zakrevsky's time should mostly be spent on priority projects and not focused heavily on side items.

MEETING MINUTES

C. Robinson requested a motion to approve the December Project Committee meeting minutes. Committee members were given a draft copy of the minutes prior to the meeting for review. J. Joyner

made a motion to approve the meeting minutes. J. Lord seconded the motion and the motion was approved by remaining board members.

CEO REPORT OF PROJECTS

J. Zakrevsky recapped some of his activities since the December 27th board meeting until now. He provided members with a detailed update of some of the IDA's ongoing projects. The following topics were discussed:

- **Custom Electronics** – The IDA has received a signed contract with the Town of Oneonta to administer the grant for Custom Electronics. J. Zakrevsky prepared the environmental review of the project as listed, as a Type II action and Categorical Exempt under Section 58.35A. The IDA is now working on the release of funds. The IDA will receive \$10,000 for the administration of the grant and program delivery costs. C. Robinson asked if everyone involved (Town of Oneonta, Custom Electronics, and the IDA) is comfortable with the arrangement, referencing the back and forth in previous months regarding indemnification. K. Schulte advised that the town and Custom Electronics signed a separate agreement, but the IDA is not indemnifying the Town, unless the IDA compromises the grant in some way.
- **Cooperstown Hot Spots** – J. Zakrevsky has been working with the Village of Cooperstown, Midtel, and the NYS Dormitory Authority regarding the project. Contracts are currently being developed between the Village of Cooperstown and the IDA, and between the IDA and MidTel. J. Zakrevsky believes that MidTel will pay the costs upfront and get reimbursement only when the IDA is reimbursed by the state for the project.
- **Oneonta Airport Study** – McFarland Johnson provided a draft feasibility study for their assessment of the airport. J. Zakrevsky provided the report to the board and advised that he is dissatisfied with the final project and expressed that to McFarland Johnson.
- **Energy** –
 - GE Energy Solutions wants to sign a \$10,000 contract with the IDA to look at a microgrid installation at the Rail yards. At the December board meeting, members suggested getting an RFP for the work before signing the contract with GE. However, due to the limited number of firms in the area that could undertake a similar study, an RFP has not yet been issued.
 - J. Zakrevsky was asked by the Otsego Co. Chamber of Commerce to make the opening remarks at their Energy Summit and he agreed.
 - J. Zakrevsky was also asked to be part of Otsego County's newly-created Energy Task Force.
- **Oneonta Business Park** – J. Zakrevsky met with the Code Enforcement Office for the Town of Oneonta to discuss the zoning at Penny Groves property. The entire property, from the Business Park West to the Town line, is zoned for industrial/manufacturing. The IDA recently made an offer on the property and provided a \$1,000.00 deposit. K. Schulte advised that Penny Groves and

her attorney have verbally accepted the IDA's purchase offer, but as of now, no contracts have been signed. K. Schulte is working diligently to have the IDA take possession of the property prior to March 1, 2019.

- **Otsego Co. Program Income** – Otsego County appropriated \$100,000 to be used to bring Coditum to the County. Based on conversations with Coditum, Springbrook, and other local organizations, the IDA has decided not to pursue this initiative. J. Zakrevsky advised that he had other ideas for the funds, including \$50,000 to hire an energy consultant for the County's Energy Task Force, and another \$50,000 to do an evaluation of Richfield Springs for Andela Products. A. Marietta asked if J. Zakrevsky had spoken to Karen Sullivan about these suggestions, because he was under the impression that she had other intentions for the money if the IDA didn't pursue Coditum. J. Zakrevsky advised that he hadn't yet reached out to Karen, but would do so after the meeting. The County Board will have a to pass a new resolution to re-appropriate the funds.

GUEST PRESENTATIONS

Staff from Strategic Rail Finance came to Oneonta to look at the Oneonta Rail yards firsthand and to introduce themselves to the IDA board. The IDA recently signed a contract with Strategic Rail Finance to "provide advisory services, where Strategic Rail Finance will identify an optimal logistics-oriented development and marketing approach for the 89+/-acre rail-served industrial property owned by the IDA." M. Sussman, President, asked several questions of the board about their ideas for the future of the Rail yards and he fielded some of their questions.

NEW/UNFINISHED BUSINESS

There was no new or unfinished business to attend to.

ADJOURNMENT

There being no further business to discuss, J. Joyner made a motion to adjourn the projects committee meeting at 9:22am. J. Lord seconded the motion, and it was approved by remaining members.

UPCOMING MEETING SCHEDULE

The next Projects Committee meeting will be held on February 14th, 2019 at 8:00am.