

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

**PROJECTS COMMITTEE  
JUNE 13, 2019  
MEETING MINUTES**

**CALL TO ORDER**

The COIDA's and OCCRC's joint Projects Committee meeting was called to order at 8:42am at the Otsego Now offices located at 189 Main Street, Suite 500, Oneonta, New York. Committee members present were:

Cheryl Robinson  
Craig Gelbsman  
Jeffery Joyner

Jeffrey Lord\*  
Patricia Kennedy  
David Rowley

Also, in attendance:

**STAFF**

Jody Zakrevsky, **CEO**  
Meaghan Marino, **Director of Finance and Administration**  
Aron Zhang, **Intern**

\*departed before adjournment of meeting

**CHAIRMAN'S REMARKS**

Projects Chair, Cheryl Robinson, welcomed board members and moved immediately into the agenda.

**MEETING MINUTES**

C. Robinson requested a motion to approve the May 9<sup>th</sup> 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. D. Rowley 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 May board meeting until now. He also provided members with a detailed update of some of the IDA's ongoing projects. The following topics were discussed:

- **Custom Electronics** – Custom Electronics has added 15 new employees to their workforce. As of now, there has been no drawdown of grant money, as the company has been using its own funds. They've also advised J. Zakrevsky that they are reaching out to innovative companies in California, Europe, etc. in the hopes of them relocating their offices here. They are creating a feasibility study with those companies to see if they will fit in Otsego County.
- **Cooperstown Distillery** – The full grant application has been submitted to NYS Offices of Homes and Community Renewal in the amount of \$100,000. J. Zakrevsky has not heard anything from the office, in terms of questions or clarifications, and advised the board that, “no news is good news.”
- **Airport Study** – McFarland completed their feasibility study and economic development plan for the Oneonta Airport. There was a brief discussion over the City's desire for the IDA to take possession of the Airport, but board members ultimately agreed that the airport is not currently a priority and there is no interest in taking it over, at this time. Several board members suggested that the County should take over the airport.
- **Corning** – J. Zakrevsky is still having discussions with Corning over a PILOT agreement for their newly installed solar array. Members of Corning's executive team were upset to learn that the PILOT for their expansion earlier in the year came with an annual fee. They expressed that it was never specifically mentioned to them and never pointed out in their contract. After some back and forth over the annual fee for their expansion, J. Zakrevsky advised them that the IDA would waive the annual fee for their solar array project PILOT, but they would still be obligated to pay their annual fee for the expansion project. As of now, they have not agreed to the terms. J. Zakrevsky also mentioned to the board that Corning will soon hold a ribbon cutting for their solar array project.
- **Andela Products** – Andela is currently working with a major real estate developer on the financials for their upcoming project. They are also working with a company from the Netherlands that could be a potential investor and possibly a third tenant in their business park in Richfield Springs. J. Zakrevsky also met with Andela and Ruby Lake Glass to discuss the structure of the potential sale of their current property.
- **Housing Development** – D. Rowley requested more information about a meeting J. Zakrevsky had regarding housing developments that he had listed on his monthly report. J. Zakrevsky explained that he has been contacted by two, separate local housing developers regarding building market-rate townhouses or apartments within Otsego County. Both developers have requested information on PILOT agreements, and mortgage recording and sales tax exemptions. J. Zakrevsky explained that he sees this as a need for the County. The developers were looking at available spaces in Oneonta, but J. Zakrevsky also provided them with Cooperstown sites that they might be interested in.
- **Meetings** – J. Lord requested information on J. Zakrevsky's attendance at Citizen's Voice meetings and meetings with Hartwick/SUNY Oneonta professors. J. Zakrevsky explained that the Citizen's Voice meetings are well-attended and generally very informative on matters concerning the County. His meetings with the college professors are centered around the Rail yards, and their

willingness to help the IDA clean up the site. He also explained that prior to his meetings with the professors, there was a lot of misinformation regarding the GEIS and development of the Rail Yards, whereas now, there seems to be a better understanding of the IDA's intentions for the property and more willingness to work as a collaborative effort.

- **Roundhouse Road** – J. Zakrevsky presented the board with three estimates for resurfacing a portion of Roundhouse Road. C. Robinson questioned what the larger vision for Roundhouse Road is. J. Zakrevsky explained that he would like to continue to expand the electronics cluster (Custom Electronics, IOXUS, Astrocom, etc.) that we currently have in Otsego County. He would like to see up to 8 similar businesses in the Rail Yards, or the Business Park. He would also like to see a bikeway, bridge, and/or pathway through the wetlands, etc. However, he feels that the priority should be cleaning up the site, as it will not attract any prospective businesses or developers in its current state. J. Joyner stated that if we are going to keep the property, we need to invest in it, and agreed that first impressions are important to potential businesses moving in. There was a brief discussion on the easements of Roundhouse Road for the current tenants operating there. J. Lord suggested that before paving the road, we should clear up any easement issues on the existing deeds. There was talk of selling easement to the road, for those who currently don't have easement, to potentially offset the costs of roadway maintenance. J. Zakrevsky advised that he'd have Kurt Schulte, IDA Counsel, send out letters to the current property owners on Roundhouse Road letting them know that we are looking into the easement options for their property. He is also going to work on getting estimates for clean-up of the IDA-owned property. Bids for the resurfacing of Roundhouse Road were tabled, while the easement is worked out. J. Zakrevsky will provide an update at the June board meeting.

## **RESOLUTIONS AND MOTIONS**

### IOXUS Flagpole Removal

IOXUS has requested that the flagpoles, running along the side of the IDA-owned building that they occupy, be removed. The falling poles pose a safety hazard to any pedestrians or cars that may be walking/driving along that stretch of road. Staff requested a proposal from two companies, but only received one proposal from Steven's Excavation to cut approximately 20 poles off the fence posts and completely remove 19 poles. The cost for the removal would be \$3,250. Because of the need to remove the poles immediately, due to safety concerns from the public, the board agreed to use Steven's Excavation for the pole removal.

C. Gelbsman made a motion to approve Steven's Excavating to remove the flagpoles off the property leased by IOXUS. D. Rowley seconded the motion, and it was approved by remaining board members.

## **NEW/UNFINISHED BUSINESS**

- GEIS – D. Rowley advised the board that he attended the June 12<sup>th</sup> Community Development Committee meeting, where Delaware Engineering did a presentation on the Railyards GEIS. Overall, he said the meeting was very positive and he feels confident that the Oneonta Common Council is going to adopt the final GEIS.
- OYSA – J. Joyner requested an update on the Oneonta Youth Soccer Association and their request to OCDC for funding for new bleachers and a new fence. J. Zakrevsky advised that OCDC had a meeting this week and approved funding \$5,000 to OYSA, so long as the IDA matched the amount.
- State Senate – J. Zakrevsky updated the board on the request for information that came from the NYS Senate Committee and was sent to all IDAs in NY. He completed the information and made it available to the board to note any corrections before final submission.

## **ADJOURNMENT**

There being no further business to discuss, P. Kennedy made a motion to adjourn the projects committee meeting at 9:21am. D. Rowley seconded the motion, and it was approved by remaining members.

## **UPCOMING MEETING SCHEDULE**

The next Projects Committee meeting will be held on July 11<sup>th</sup>, 2019 at 8:00am.