

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

**PROJECTS COMMITTEE
JANUARY 9, 2020
MEETING MINUTES**

CALL TO ORDER

The COIDA's and OCCRC's joint Projects Committee meeting was called to order at 8:07am at the Otsego Now offices located at 189 Main Street, Suite 500, Oneonta, New York. Committee members present were:

Cheryl Robinson
Patricia Kennedy
David Rowley
Craig Gelbsman

Tom Armao
Andrew Marietta
Jeffery Joyner
Jeffrey Lord

Also, in attendance:

STAFF

Jody Zakrevsky, **CEO**
Meaghan Marino, **Dir. of Finance and Admin.**

COUNSEL

Kurt Schulte, **Bond Counsel**

GUESTS

Michael N'Dolo, **MRB Group**
Daniel Valle, Sweet Home Productions

CHAIRMAN'S REMARKS

Projects Chair, Cheryl Robinson, welcomed committee members, and requested to change the order of the agenda. C. Robinson requested reviewing the Priority Project Tracks prior to reviewing the Director's Report.

MEETING MINUTES

T. Armao requested a motion to approve the December 12th Project Committee meeting minutes. Committee members were given a draft copy of the minutes prior to the meeting for review. There being no corrections to be made, D. Rowley 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 Projects Committee meeting until now. He also provided members with a detailed update of some of the IDA's ongoing projects. The following topics were discussed in greater detail:

- **Andela Products** – J. Zakrevsky advised the committee of the meeting he attended with Cynthia Andela, Keystone Associates, and the MRB Group. Keystone is creating the site-plans for the Richfield Springs Business Park and the MRB Group is writing the EDA grant for the project. J. Zakrevsky advised that he plans to invoice the County for the MRB Groups work under the program income that was allocated for feasibility of the Richfield Springs Business Park. C. Robinson asked that IDA staff update the budget portion of the project tracker. J. Zakrevsky advised that he intended to update the entire tracker to reflect not just Andela Products, but also Ruby Lake Glass and the entire industrial park.
- **Custom Electronics** – J. Zakrevsky updated the board that Custom Electronics has hired an additional 32 people since the start of their expansion project. Their revenue projections are also up over their numbers from last year. J. Zakrevsky also reviewed similar companies that Custom Electronics is working with that have the potential to open satellite offices in Oneonta, or move their entire company to the area. There was a brief discussion on whether the newly acquired business would move into Custom's building or build a new facility.
- **Oneonta Rail Yards** – J. Zakrevsky updated the board on the County IGA meeting that he attended earlier in the week. During that meeting, there was a discussion on whether to fund an energy study with LaBella, and the IGA committee ultimately decided to go ahead with the study. The study will analyze all available types of energy, for both the Oneonta Business Park and the Oneonta Rail Yards, and ways to supplement that energy with other forms, like solar or geothermal. C. Robinson recommended making a few changes to the project tracker to include some of the updates that J. Zakrevsky provided.
- **Cooperstown Distillery** – J. Zakrevsky updated the board that the Cooperstown Distillery has hired 5 new employees. They are also about 20% complete with their expansion project and will voucher for reimbursement closer to the end.
- **Corning** – J. Zakrevsky updated the board that we received the 2019 annual PILOT payment, for their expansion, that was billed to them in March of 2019. D. Rowley questioned their second PILOT for their solar array and if it has yet been closed on. J. Zakrevsky explained that both of our attorneys worked diligently to close on the solar array PILOT before the end of 2019, but the holidays, and Corning's office being closed, may have been the reason it didn't get done. He's hopeful it will be closed on within the next week.
- **Oneonta Business Park** – J. Zakrevsky updated the board on the \$200,000 capital grant from Empire State Development to assist with building a Halal Meat Processing Facility. T. Armao advised that there was some opposition to the facility at the Town of Oneonta board meeting the night prior.
- **Cooper Country Ford** – J. Zakrevsky advised that, at the request of several County board members, he went to meet with Cooper Country Ford in Richfield Springs. He explained that they are required to build a new facility across the street from their existing one, and they would like the IDA to take ownership of the current property. J. Zakrevsky advised them that he would be happy to assist with any funding opportunities that may be available and would bring the idea up

to the board. Board members agreed that they do not want to take ownership of the property, but are open to J. Zakrevsky assisting them with funding options. J. Zakrevsky explained how ESD funding could help them purchase both properties.

- **Cooperstown Water Park** – J. Zakrevsky advised the board that he did view a business plan for a water park in Cooperstown, and while he explained that he thinks it's a good business plan, it ultimately will be up the banking community to see if the project is viable.

NEW/UNFINISHED BUSINESS

MRB Proposal – J. Zakresky explained the contents of a proposal received by the MRB Group that would contract rates for their services, as needed. If the board approves signing the contract, any project that would require MRB's help, would still have to go before the board for approval. J. Lord confirmed that by signing the contract, we would lock in their rates for the contract period, but if we have a project and we find another firm with lower rates, we are under no obligation to use the MRB Group. J. Lord then questioned if there were any downsides to signing the contract. Michael N'Dolo, MRB Group, explained that he doesn't see a downside. The contract for them is an easier vehicle, as the IDA will already be locked in for rates and not have to go through the contract process for each project. He also explained that he understands that, even if in contract with the IDA, the IDA will still have to go out to bid on projects and could potentially contract with a different firm. J. Zakrevsky recommended that the projects committee bring the proposal to the full board and recommended signing.

Sports Dome – J. Zakrevsky reviewed the latest proposal that was received from Venue Strategies. The IDA now has three proposals to complete a feasibility study for a sports dome at the Wright Soccer Fields, but as J. Zakrevsky explained, all three proposals are different in terms of how much detail is put in. J. Zakrevsky advised that he'd prepare a document comparing all three proposals for the board to review at the next Projects Committee meeting. J. Joyner suggested the board review the proposals and strategize about the future of the Wright Soccer Fields at the IDA's retreat on January 23rd. D. Rowley asked Michael N'Dolo if MRB was recommending the proposal that had been received by Venue Strategies. Michael explained that he had reviewed the most recent proposal from Hunt and found it to be very comprehensive. He thought that the board might benefit from a smaller-scale study that gives them enough information to determine if they want to invest in a more comprehensive study. He reached out to Venue Strategies to prepare a proposal for the IDA.

ADJOURNMENT

There being no further business to discuss, D. Rowley made a motion to adjourn the projects committee meeting at 8:30am. 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 6th, 2020 at 8:00am.