

2019 COIDA OPERATIONAD AND ACCOMPLISHMENTS

Activities and Major Projects

Board and Compliance

COIDA's Board, Audit and Finance Committee, and Project Committee all continued to meet on a monthly basis to address COIDA's governance and projects, its financials and loan portfolio. Staff prepared and submitted COIDA's Procurement, Investment and Annual Report to the ABO, and prepared and submitted its 2019 budget to the ABO in October 2019. Staff continued to meet individually with COIDA loan clients particularly those with delinquent loans and were successful in obtaining payments from clients who had not serviced their loans for several years. COIDA's loan portfolio has become healthier as a result. During 2019, COIDA's board gained member David Rowley.

Staff Changes

No staff changes occurred in 2019.

Real Property

COIDA's 40-plus "shovel-ready", developable acres in the Oneonta Business Park continues to be marketed aggressively by staff. A potential halal meat processing facility has expressed interest in building a manufacturing facility on property owned by the IDA. In addition, COIDA's vacant spec building, also in the Oneonta Business Park, which was occupied by Siemens Medical for 20 years, was leased in early 2017 by Hale Transportation. IOXUS renewed their lease from the IDA the building which formerly housed the Soccer Hall of Fame, and the IDA finalized a new five-year use agreement with the Oneonta Soccer Club to provide limitless access to the high-quality soccer fields on the property, for their use for training, tournaments and events. In addition, the IDA subleased part of its office space at 189 Main Street to the County of Otsego Chamber of Commerce, Southern Tier 8 (a regional planning agency) and the Center for Agriculture, Development and Entrepreneurship (CADE) and in 2019 a satellite office for Congressman Delgado.

Oneonta Rail Yards

During 2019, the final generic environmental impact statement was accepted by the City of Oneonta. During the past year, the IDA in conjunction with the City of Oneonta and the County Highway Department re-surfaced Roundhouse Road – the entranceway into the new industrial park site.

Workforce Development

In 2019, the Workforce Development Center (the "Center") continued its focus to conduct training programs being carried out by the NYS Small Business Development Center, the Otsego County Chamber of Commerce, SUNY Broome, the NYS Department of Labor and the Center for Agriculture, Development and Entrepreneurship (CADE) using the IDA's facilities and the IDA computers and other equipment.

Grants

The IDA is administering the following grants:

- \$500,000 in capital grants to continue to move the Oneonta Rail Yards project forward.
- \$750,000 CDBG awarded to the Town of Oneonta for the expansion of Custom Electronics.
- \$250,000 grant from the NYS Dormitory Authority towards a public wifi "hotspot" initiative for the Village of Cooperstown

- \$100,000 CDBG awarded to the Village of Cooperstown for the Cooperstown Distillery expansion.

One Stop Business Center

The IDA began a One Stop Business Center with the Otsego County Chamber of Commerce who moved its operations into the IDA offices. This cooperative venture would allow the IDA, the Chamber and the NYS Small Business Development Center to function as a cohesive unit. In addition, an agreement with the Southern Tier East Regional Planning and Development Board from Binghamton to house a staff planner within the IDA offices was completed by the summer of 2018. The Center for Agriculture, Development and Entrepreneurship (CADE) also now share the IDA offices thereby enhancing the services provided to businesses of all sectors.

Comments on Financial Analysis

Concerning the increases in operating revenues:

- Operating revenues for the IDA remained fairly constant.
- Similarly, revenues from economic development, while down in 2018, is projected to increase in 2019 – but this also is a fluctuating revenue source.
- Rents, increased in 2019 with planned subleasing to the Chamber of Commerce and, CADE and Southern Tier 8 and a satellite office of Congressman Delgado.

Concerning operating expenses:

- Major decreases in operating expenditures included office expenses, consulting services related to lobbying efforts, grant writing and administration, executive management, travel and conferences. These operating expenditures will continue into future years.
- Consulting services also increased in 2019 mainly due to two capital projects, the acquisition of additional property in the Oneonta Business Park and the resurfacing of Roundhouse Road in the Oneonta Railyard Business Park.
- Staff salaries remained constant during 2019.

Economic Factors

2019 continued to be a difficult economic environment, on the global, national and local level. Locally, most businesses are not growing, whether by circumstance or by choice, and the population is stagnant or declining, making growth all the more challenging. Furthermore, with an unemployment rate of 4%, existing businesses in all industries are having a difficult time filling job vacancies in Otsego County. Commercial lending continued to lag, hampering the access to capital many businesses need for growth and stability. However, throughout the year, COIDA continued to reach out to existing businesses for growth opportunities and to identify business retention cases. Agribusiness and growth in the downtown Oneonta and Cooperstown areas continue to be of significant focus for economic activity during the year, as do redevelopment of the Oneonta rail yards and the Market Street area of Oneonta in general. Further, Otsego County hopes to take advantage, in the coming years, of the nanotechnology sectors growing rapidly to our east in Albany and to our west in Utica/Rome.

At the close of 2019, our goals remain in conjunction with Governor Cuomo's Regional Economic Development Councils and the commitment to develop and participate in regional strategic plans, to

work to attract private investment and well-paying jobs, and to build a pipeline for targeted economic development initiatives.

2019 MARKETING INITIATIVES

- Continue to build relationships among New York State agencies and individuals, the site-selector community nationally, and key industry groups in order to attract new private investment to Otsego County;
- Develop property fact sheets for direct marketing campaigns and website viewing and downloading;
- Continue to develop a comprehensive inventory of available sites and buildings for lease or purchase;
- Continue to publicize Otsego Now activities and successes through a combination of social media, press releases, relationship-building with local and regional press, website marketing and events;
- Participate in targeted industry and sector events; and
- Host developers' forums where appropriate to increase visibility.

2019 GOALS

- Continue work redeveloping Oneonta rail yards with partners including Norfolk Southern and the City of Oneonta;
- Street streetscape improvements, the Westcott Lot building, and all other related initiatives;
- Aggressively market shovel-ready sites at Oneonta Business Park;
- Continue to conduct annual business retention and site visits to existing companies in Otsego County;
- Aggressively market shovel – ready sites at Oneonta Business Park;
- Utilize the completed comprehensive plans for Richfield Springs, Cooperstown, and Oneonta for business attraction and retention;
- Work to move forward significantly WiFi and Broadband development;
- Conduct annual business retention and site visits to existing companies in Otsego County; and
- Form relationships with strategic partners across the Region and State in order to promote job-creation and economic development throughout Otsego County.

Requests for Information

Questions concerning any of the information provided in this report or request for additional financial information should be addressed to Jody Zakrevsky, Chief Operating Officer, County of Otsego Industrial Development Agency, 189 Main Street, Suite 500, Oneonta, New York 13820.