

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

**PROJECTS COMMITTEE  
DECEMBER 3<sup>RD</sup>, 2020  
MEETING MINUTES**

*Due to the Coronavirus (COVID-19), Federal and State emergency bans on large meetings or gatherings, and pursuant to Governor Cuomo's Executive Order 220.1, issued on March 12, 2020 suspending the Open Meetings Law, this COIDA/OCCRC Projects Committee meeting was held via video conferencing, instead of an open meeting for the public to attend. Members of the public were given instructions on how to join the meeting.*

**CALL TO ORDER**

The COIDA's and OCCRC's joint Projects Committee meeting was called to order at 8:08am via video conferencing app, GoToMeeting. Committee members present were:

Cheryl Robinson  
Patricia Kennedy\*  
Jeffery Joyner  
Jeffrey Lord

Tom Armao  
Andrew Marietta  
David Rowley  
Joshua Edmonds

Also, in attendance:

**STAFF**

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

\*Departed before end of meeting

**CHAIRMAN'S REMARKS**

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

**MEETING MINUTES**

C. Robinson requested a motion to approve the November 12<sup>th</sup> 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 November Projects Committee meeting until now. He also provided members with a detailed update of some of the IDA's priority projects. The following topics were discussed in greater detail:

- **Custom Electronics** – J. Zakrevsky noted that because the CDBG award for Custom Electronics is closing out, this would likely be the last project charter for them. We'll likely create a new project charter for the electronics cluster development. We received the final drawdown payment for Custom Electronics, which included approximately \$3,000 for the IDA's administrative work. All that is left to do, is to hold a public hearing to officially close out the CDBG project, which will likely be held in January. Upon completion of the public hearing, the Office of Housing and Community Renewal (who awards CDBG funds), will come to the IDA offices to do a monitoring inspection and review our files on the project. Because most documents were requested upon request for the drawdown reimbursements, J. Zakrevsky doesn't see any potential issues arising in their visit.
- **Andela Products** – J. Zakrevsky advised that he will be splitting this project into two charters; one for the expansion of sewer/water/natural gas into the business park, and one for the acquisition and construction of Andela Products in the business park. We received the engineering reports for water/sewer and draft intermunicipal agreements from Keystone Associates. We also reached out to Joe Scott (bond counsel) to have his firm do calculations on the bond issuance costs, which hopefully we will have soon. Once we have those numbers from Joe Scott's office, we can forward it to Cynthia Andela, Andela Products, and she can input it into her financial projections. She is currently working with her banks to make sure that she can make those payments to us for the bond. A. Marietta advised that a fellow County board member questioned him about the potential water/sewer district and why the IDA wouldn't take ownership of the district. J. Zakrevsky advised that he is waiting for clarification from EDA (who awarded the IDA funds for extension of water/sewer) on this issue. Originally, it was designed that the Town of Richfield Springs would own the line, and the Village of Richfield Springs would maintain it, however EDA noted in their grant agreements that the IDA is to own the improvements for the useful life of them. This language has caused the issue that the IDA would then be the owner of this for the 25-30 years, which doesn't make to J. Zakrevsky. He feels that EDA will allow the municipality take ownership, but it's currently just a glitch in the contract that is being ironed out. D. Rowley asked if there was a timeline for Andela Products financing. J. Zakrevsky advised that Cynthia Andela is aware that she needs to make a commitment to the project by February 2021.
- **Rail Yards** – J. Zakrevsky advised that he was contacted by Peter Fontana, Industrial Development Manager for Norfolk Southern, who would like to assist our agency with marketing the property. He was also contacted by Scott Harrington, Oneonta City 6<sup>th</sup> Ward Council member, who asked if he could be more involved in the development of the Rail Yards. J. Zakrevsky has a Zoom meeting scheduled with both, and encouraged any assistance that either could provide. J. Edmonds commented on a meeting he attended with Be Smart Otsego, and noted that one topic that came up was the closing of NYSEG's rate case. He advised that NYSEG is lowering their investment in their gas lines and moving towards electrification, coupled with NY's aggressive move towards carbon-neutral, he asked if there was an opportunity to target the Rail Yards to move in that direction. He noted that there will be a growing need for commercial/industrial properties that are moving towards those goals, so it would be advantageous to develop the Rail

Yards in that direction. J. Zakrevsky agreed and noted that prior to March 2020, the IDA had been working with Custom Electronics and General Electric to look into those types of opportunities for the Rail Yards property. Due to COVID-19, most of those discussions ceased, but we would like to resurrect those conversations, as an energy-efficient property was the original goal for the Rail Yards. He also noted that last year, Southern Tier 8 had commissioned a study with a firm to look at alternative energy uses for the Rail Yards, and that firm came up with a diesel-generated station, which upset many community members, and was quickly disavowed by the IDA. D. Rowley added that Bennett is working with heat pump systems and ground-source/geo-thermal, which are also alternatives that rely entirely on electricity, which would be good options for NYSEG to research.

## NEW/UNFINISHED BUSINESS

- **Cooperstown Distillery** – The IDA held a public hearing in Cooperstown to close out the project for Cooperstown Distillery using CDBG funding.
- **139 Commerce Road**– J. Zakrevsky noted that he would like to go into executive session after the Governance Committee meeting to discuss an offer for a potential lease agreement. M. Marino met with a company to tour the building, and they were very interested.
- **IOXUS** – There was a very positive write-up in the Hometown Otsego newspaper regarding the IOXUS project, and what the IDA was able to do in an attempt to get them to keep their company in Oneonta.
- **Cooperstown WiFi** – This project is moving forward. Due to COVID-19, J. Zakrevsky was concerned that the Dormitory Authority with pull previously awarded funding for the project. However, they’ve advised that they are processing the grant application and we should have a contract in January, 2021 from them, once they see Empire State Developments final commitments to the Village of Cooperstown for the project.
- **Brooks Bottling** – Brooks is still working on their PILOT application for the acquisition, renovation, and equipment purchasing of their new bottling plant. J. Zakrevsky was introduced to a design manager, for a company out of New Hampshire, that Brooks is using to work-up equipment costs, building costs, and systems costs on their behalf.
- **County Microenterprise** – M. Marino has been working on the administrative work for the County’s microenterprise program. We requested the first drawdown for reimbursement of funds for three of the businesses awarded.
- **Marketing Campaign** – At the December 17<sup>th</sup> board meeting, Chris Quereau, of Vibrant Brands, will present to the board on the status and milestones of the campaign.
- **Real Estate Development** – D. Rowley questioned if anyone on the committee has seen any change on the increased interest of people in downstate NY relocating to our area. J. Edmonds noted that he has seen a fair amount, and that his business gets 1-2 inquiries a week from people living downstate, who have visited our area in the past, and would like to move up here permanently [J. Edmonds owns a construction company, Simple Integrity]. He noted that in the past, they would get 1-2 inquiries a year, but it has increased dramatically. J. Zakrevsky added that our marketing campaign has been getting a lot of “hits” and has drummed up interest from other upstate NY IDAs. J. Joyner noted that there have been several houses in his neighborhood that have been on the market for several years that have turned over in the last couple months, as well

as a few parcels of land. T. Armao added that the increased demand for properties in the last few months have left few options for sale in our area, and have increased the value of many for-sale properties. He noted there's an opportunity to find ways to extend water/sewer to areas that don't have it to develop more properties to be built, as that is what increased growth will really depend on.

- **Congressman Delgado** – J. Zakrevsky noted that Congressman Delgado's staff reached out to us about moving into larger office space in the IDA offices. We do have a larger office space available, at an increased cost to what they are currently paying us in monthly rent. We got those numbers to them and they are deciding if they'd like to take that space.
- **Meeting with Mayor Herzig** – J. Zakrevsky advised the committee of a meeting he had with City of Oneonta Mayor Herzig. J. Zakrevsky had met, via Zoom, with the Mayor and City Council members, regarding projects that the IDA is working on. Following the meeting there had been some concerns about the projects, that Mayor Herzig spoke with J. Zakrevsky about. He noted two concerns; one being that the Otsego County Chamber of Commerce was upset about our marketing campaign that they were unaware of the campaign. J. Zakrevsky advised the committee that he had spoken with the Chamber about the campaign, the budget, and the consultant, Vibrant Brands, that we had hired to assist with the campaign. The second issue was an Opportunity Zone Committee, that both the Otsego Co. Chamber and the City of Oneonta Community Development Office were upset that they were not part of. J. Zakrevsky noted that he does regret not involving the City's Community Dev. Office and he indicated to Mayor Herzig that there should be more communication between our office and theirs, which was why we originally requested that their City Dev. Director move into our office, since their office building was running out of space. Mayor Herzig noted that he would revisit that idea with the City Dev. Director. Regarding the Opportunity Zone Committee, that is run by Southern Tier 8; J. Zakrevsky noted that Southern Tier 8's board make-up is comprised only of County officials (County Planners, County Representatives, and County IDA Directors) of the Counties in their region, which is why City officials were not invited to be part of the Opportunity Zone Committee. Initially, J. Zakrevsky had advocated for the City to have representation on the Committee, as the opportunity zone is in the City of Oneonta, but because of the large size of the committee, they opted to keep it to County officials. T. Armao advocated for open communication with everyone, but reminded that we are still a County agency and we remain independent for the whole County's benefit.
- **Meeting with Projects Committee Chair** – J. Zakrevsky noted that he would like to sit down/zoom with C. Robinson to discuss the priority projects for 2021.

## ADJOURNMENT

There being no further business to discuss, D. Rowley made a motion to adjourn the Projects committee meeting at 8:31am. T. Armao seconded the motion, and it was approved by remaining members.

## UPCOMING MEETING SCHEDULE

The next Projects Committee meeting will be held on January 14<sup>th</sup>, 2021 at 8:00am.