

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

**PROJECTS COMMITTEE  
December 9<sup>th</sup>, 2021  
MEETING MINUTES**

**CALL TO ORDER**

The COIDA and OCCRC's joint Projects Committee meeting was called to order at 8:15am at the Otsego Now offices at 189 Main Street in Oneonta, NY. Members were given the option to attend the meeting virtually (v) or in-person. Members present included:

Cheryl Robinson  
Patricia Kennedy (v)  
David Rowley  
Jeffery Joyner

Tom Armao  
Andrew Marietta (v)  
Craig Gelbsman

Also, in attendance:

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

**CHAIR'S REMARKS**

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

**MEETING MINUTES**

C. Robinson requested a motion to approve the October 14<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. T. Armao 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 October 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:

- **Oneonta Rail Yards** – J. Zakrevsky advised the committee that he had a recent meeting with Corning, who expressed their satisfaction with the IDA and the three recent projects they've done at their Oneonta campus. There is possibility of further expansion, potentially in the Rail Yards, but so far no plans have been brought to the IDA. C. Robinson asked where the focus of the Rail Yards is? She asked if the IDA is marketing the Rail Yards as is? Or if the IDA still intends to move forward with infrastructure improvements and clean-up of the site? J. Zakrevsky noted that there is money in the budget for a clean-up, which he'd like to do in the spring. He also noted that MVEDD and Southern Tier 8 both submitted EDA funding applications for infrastructure improvements in the Rail Yards. As far as marketing, he spoke about his desire to market the Rail Yards specifically to investors looking to put money into the Rail Yards and projects associated with it. C. Gelbsman questioned the infrastructure and where it would be extended if there is no definite plan for what project will go in the Rail Yards. J. Zakrevsky noted that should the EDA funding be awarded, the first step would be to get design plans for the infrastructure. C. Gelbsman asked that should Corning build another campus, why aren't we pushing them to the Oneonta business park that is already "shovel-ready". J. Zakrevsky noted the Rail Yards is in an Opportunity Zone and Corning could benefit from the capital gains incentives. C. Robinson again questioned the focus, noting that the IDA could be designing the park around a tenant who chooses not to move to the Rail Yard, and asked where the master plan, that was designed by the MRB Group, comes in. J. Zakrevsky advised that the master plan is still the focus. The master plan keeps the existing road in the same place and extends the water/sewer along that route. We also have estimates from NYSEG to upgrade the electric in the park, and estimates for demolition of existing structures/buildings on the property. Those are the numbers that were put into the EDA applications and these things would need to be upgraded no matter what tenant/project goes into the Rail Yards. C. Robinson asked that the project charter for the Rail Yards be updated to highlight the focus of the master plan and what parts of it the IDA wants to advance in 2022. C. Gelbsman noted that the discussion of expanding water/sewer should not be an IDA issue and that it should fall solely on the City of Oneonta. He added that the IDA should help with finding funding sources, but the amount of effort and time that the IDA is putting into infrastructure improvements, that will benefit the City of Oneonta, is ridiculous. J. Zakrevsky expressed his optimism with the new City administrator and the new County administrator meeting with each other and with the IDA, and hopefully opening dialogues about how they can help with infrastructure improvements, their role vs. our role, and ownership responsibilities in the Rail Yards.
- **Richfield Springs (RS)** – J. Zakrevsky advised that we have signed contracts with Barton and Loguidice for administrative work on the EDA grant for infrastructure improvements in the Richfield Springs Business Park. C. Robinson asked if anything was being held up on the Town of RS and/or Village of RS's part. J. Zakrevsky noted that there is a new town supervisor stepping into the role who is very supportive of seeing this project move forward, as well as the creation of a water/sewer district between the two municipalities. He did note that the Town would take ownership of the water/sewer lines, but they have requested to take it after 20 years, instead of upon completion. J. Zakrevsky noted that our attorneys are still working through the language, but the IDA wouldn't own the district for the next 20 years.

## NEW/UNFINISHED BUSINESS

- **Systematic Power Manufacturing d/b/a IOXUS** – J. Zakrevsky advised that he is working on a CDBG pre-application for IOXUS and hopes to have it submitted in the next week. He advised that the funds would be used to buy a new piece of equipment. They have a new battery line in their Tennessee plant, and they would like to move production of that line to Oneonta, but they need the equipment to do so. They would retain approximately 22 jobs and create approximately 30 jobs.
- **Dietz Street Lofts** – D. Rowley noted that the Dietz Street Lofts were on a list of on-going projects, even though this is a City of Oneonta project. He asked J. Zakrevsky what the benefit of a 40-year PILOT (handled by the City, and not the IDA) would be to the City. J. Zakrevsky noted that the benefit would be that eventually the property will be on the tax-rolls, when previously the property was tax-exempt. He also noted that their other benefit is that the developer of the lofts paid the City for the property. He added that the lofts already have a substantial waiting list and a development of such a project shows future investors that there is potential here for doing similar projects.
- **NYS Comptrollers Audit Report** – The IDA received a draft audit report from the Comptroller's office, which was sent to all board members and staff. The Comptroller's Office has been working on this report since 2019. J. Zakrevsky prepared a draft response to the audit, which was also sent out to all board members to review. He also did an exit interview with two members of the Comptroller's Office regarding the response. In that meeting, the supervising auditor advised that the draft response was very professional and that the responses to their findings were what they expected. J. Zakrevsky advised the board that once he submits this response, the Comptroller's Office will likely issue their own response. The major finding of their audit was that the IDA board did not adequately discuss the pros and cons of owning the Rail Yards prior to its purchase. P. Kennedy noted that in the report, the auditor's recommendations to the board seemed reasonable and that it would be helpful to keep those recommendations in mind during future discussions. She added that moving forward all projects should have a thorough analysis done to understand the partners, and to work with local officials to expedite projects. J. Zakrevsky noted that he would add that into his response. C. Robinson noted that none of the recommendations listed in the report were things she felt that the board doesn't already do, and that it's not always feasible to have interested investors prior to buying land to make it shovel-ready. J. Zakrevsky added that a positive note of the audit was that their team had to go back to find issues with our office, and that they didn't have anything negative to say about what is currently being worked on. C. Gelbsman gave credit to past board members and noted that they asked a substantial amount of questions regarding the purchase of the Rail Yards, and other projects, and spent hours of their time discussing the pros and cons of that purchase.
- **Nexamp** – J. Zakrevsky advised the board that Nexamp, working on the PILOT solar project for Hartwick, has not submitted a formal application. They've only sent a proposal indicating their desire to obtain a PILOT. He let them know that the board would consider their proposal when a formal application is received by the agency. He is unsure of when they will submit their application, but hopefully before the end of the year. C. Robinson reminded him that when it is received, the board would like a copy of the application with an analysis of the project.

## **ADJOURNMENT**

There being no further business to discuss, J. Joyner made a motion to adjourn the Projects Committee meeting at 8:51am.

## **UPCOMING MEETING SCHEDULE**

The next Projects Committee meeting will be held on January 13<sup>th</sup>, 2022 at 8:00am.