

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

**PROJECTS COMMITTEE  
JANUARY 13, 2022  
MEETING MINUTES**

**CALL TO ORDER**

The COIDA and OCCRC's joint Projects Committee meeting was called to order at 8:39am 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:

Jeffrey Lord (v)  
Patricia Kennedy (v)  
David Rowley  
Tom Armao (v)

Craig Gelbsman  
Andrew Marietta (v)  
Cheryl Robinson

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 December 9<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. C. Gelbsman 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 priority projects. The following topics were discussed in greater detail:

- **Oneonta Rail Yards** – C. Robinson noted that the City of Oneonta is installing streetlights along Roundhouse Road. J. Zakrevsky advised that the Opportunity Exchange program, which is based out of Chicago, IL., and works to match potential investors with projects in opportunity zones, produced an inquiry for the agency from the Ozone Capital Market Development Group. The group is interested in the Rail Yards and the potential Innovation Center. There was a brief discussion surrounding Opportunity Zones, the potential development group, and other possible investors. J. Zakrevsky then advised the committee of the press release put out by Senator Schumer's office about his help with Corning next expansion. The Agency has been showcasing the Rail Yards to Corning as a potential spot for their expansion for the last year or more. C. Robinson asked if we're focusing our attention on Corning for the Rail Yards? Or is the agency going to continue marketing the Rail Yards? J. Zakrevsky advised the agency will still market the Rail Yards.
- **Richfield Springs (RS)** – J. Zakrevsky advised Barton & Loguidice has been in contact with EDA and Keystone Engineers. They are also currently working on bid documents and sent over some items that need to be filled out by agency counsel on easements. J. Zakrevsky noted that when the property was purchased, it was purchased with a quick claim deed and title insurance was never acquired, so Kurt Schulte is working on this issue now. J. Zakrevsky noted that attorneys for the agency and for the Town and Village of RS are working to finalize the water/sewer agreements. The agency finally received the Incentive Letter from Empire State Development for the RS award. J. Zakrevsky stressed to ESD that he needed the incentive letter for EDA to move forward with the project, so ESD was able to get that out to the agency.

## NEW/UNFINISHED BUSINESS

- **Systematic Power Manufacturing d/b/a IOXUS** – J. Zakrevsky advised that pre-application was submitted to NYS HCR for a CDBG award for IOXUS's new equipment line. HCR reviewed the preapplication and gave the agency the go-ahead to submit a full application. The Town and the agency have scheduled a public hearing for the project on February 9<sup>th</sup>.
- **Springbrook** – J. Zakrevsky advised that, depending on how their preliminary bids go, they intend to get their financing approved by the end of March, and then a closing with the agency.
- **NYSERDA** – NYSERDA signed a grant agreement with Rambol Engineers to do a geothermal study for the Oneonta Rail Yards. They will schedule a meeting with the agency in the next couple weeks.
- **ZAED Properties, LLC.** – Their closing is this afternoon, and their public hearing is scheduled for January 24<sup>th</sup>. The agency approved approximately 1/3 of the fee on this project and will collect the rest after the public hearing.

- **Trinity Meats** – J. Zakrevsky advised that this company is looking at an expansion project and is looking to create approximately 20 new jobs. He sent the company information on potential grant opportunities and the agency's PILOT application.
- **OYSA** – J. Zakrevsky advised that the Oneonta Youth Soccer Association's lease at the Wright Soccer Fields has ended. He asked the committee their thoughts on renewing the lease, not resigning a new lease, and their thoughts on changes that needed to be made to a new lease. C. Robinson noted that when the agency last reviewed the lease terms, five years ago, they felt comfortable with what was decided on. She also noted that, prior to OYSA maintaining the fields, the agency was spending much more money to care for them. The committee agreed that they enjoy the community-based soccer program using the fields, and should OYSA decide they want to sign a new lease, we would review the lease as a means to renegotiate.
- **Hartwick College Marketing Class** – J. Zakrevsky noted that we were approached by a professor at Hartwick who asked if one of her classes could look at the agency's social media platforms and recommend positive changes to make. J. Zakrevsky and M. Marino met with the class virtually to go over the IDA's function and where our current marketing efforts stand. The class will divide into four groups and present to agency staff in two weeks. Our current marketing campaign targets residents/businesses outside of our area, mostly downstate. We asked the class to focus on marketing our agency to our local community, so they know what we do, what we're working on, and how we can help them.
- **Greater Oneonta Historical Society** – A. Marietta advised that he had been contacted by the GOHS who would like to apply for funding to put a historical marker in the Oneonta Rail Yards. Because the land is owned by the IDA, they need the agency's permission to apply for funding. C. Robinson asked if the marker would interfere with the master plan. J. Zakrevsky advised the location is at the agency's discretion and could be on the side of the road, which we know shouldn't be affected by any development. C. Gelbsman asked if the funding lists the property as a historical site and would affect development down the road. A. Marietta advised that the funding is strictly for the sign.
- **I-88 Marketing** – C. Gelbsman asked how many calls/emails the agency receives from the marketing sign that is near exit-13 on I-88. J. Zakrevsky said it's probably around three or more calls a year. C. Gelbsman suggested that we should be listing the property through a real estate company due to the agency's lack of staff and resources to adequately market the property. C. Robinson asked where the available properties are listed. J. Zakrevsky advised that they are listed through the state, on our webpage, and the signs that are in the Oneonta Business Park and the Oneonta Rail Yards, but that's it. T. Armao asked if it would be beneficial to have a group of realtors' drive/walk through the available properties that we have that they may not be aware of. C. Robinson asked if there is anything that precludes the IDA from using realtors to sell sites. J. Zakrevsky said there may be some, so he would reach out to agency attorneys for more information, but he like T. Armao's idea. C. Gelbsman advised that he is aware of other IDA's that are selling properties/land through realtors.
- **Upcoming Meeting Schedule** – M. Marino advised that, due to a lack of agenda items, the agency would cancel the January 27<sup>th</sup> board meeting. She noted that, per agency bylaws, the agency's Annual Meeting is scheduled for the first Tuesday in February, which would be February 1<sup>st</sup>. As opposed to holding the committee meetings the following week, on February 10<sup>th</sup>, she asked the committee if they would be alright with holding the annual meeting and the committee meetings all on February 1<sup>st</sup>. The committee agreed.

## **ADJOURNMENT**

There being no further business to discuss, D. Rowley made a motion to adjourn the Projects Committee meeting at 9:21am.

## **UPCOMING MEETING SCHEDULE**

The next Projects Committee meeting will be held on February 1<sup>st</sup>, 2022 at 8:00am.