

Projects Committee Meeting
April 14th, 2022
8:00 A.M.

**Cheryl Robinson, Chair • Tom Armao, Vice Chair • Patricia Kennedy • Andrew Marietta
Jeff Joyner • Jeff Lord • Craig Gelbsman • David Rowley • James Seward**

**Jody Zakrevsky, CEO • Meaghan Marino, Director of Finance and Administration •
Joseph Scott, Bond Counsel • Kurt Schulte, Agency Counsel**

1. Chairman's Comments
2. Approval of March 10th Projects Committee Minutes
3. Review Project Trackers
4. Review Director's Report
5. New and Unfinished Business
 - Advanced Biotech IDA Application.
 - Oneonta Business Park – Two Interested Parties

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

**PROJECTS COMMITTEE
MARCH 10TH, 2022
MEETING MINUTES**

CALL TO ORDER

The COIDA and OCCRC's joint Projects Committee meeting was called to order at 8:45am 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)
Jeffrey Lord
James Seward

Also, in attendance:

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

*departed before end of meeting.

CHAIR'S REMARKS

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

MEETING MINUTES

C. Robinson requested a motion to approve the February 1st 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, J. Lord made a motion to approve the meeting minutes. D. Rowley 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 February 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 Audit & Finance Committee went into executive session in the meeting prior to this, to discuss a potential offer on the Rail Yards site.
- **Richfield Springs (RS)** – J. Zakrevsky advised that the Richfield Springs project is moving along nicely. He noted that Cynthia Andela provided the agency with current and projected electrical/natural gas usage amounts. These were then provided to NYSEG and Barton & Loguidice. He added that Cynthia Andela is still interested in moving her business into the business park. J. Lord asked if any financing had been secured for her business. J. Zakrevsky noted that he doesn't believe she's gone any further with her banks. Last they had discussed it, her bank wouldn't provide financing because the site didn't have water/sewer. Now that the agency has a grant to obtain water/sewer in the business park, she could back to them. J. Zakrevsky added that Kurt Schulte, agency counsel, advised him that he doesn't have the expertise in water/sewer districts, so J. Zakrevsky reached out to Joe Scott, bond counsel, to finish up the agreements between the Town and Village of RS. J. Scott has since talked to both the Town attorney and the Village attorney, and he expects to have those agreements ironed out in the next few weeks. Lastly, Keystone Associates advised Barton & Loguidice that the final designs are complete and are ready to go out to bid.
- **Innovation/Acceleration Center** – J. Zakrevsky provided members with a conceptual proposal on the Innovation/Acceleration Center. This proposal was sent to USDA in consideration of the RISE grant that the agency is applying for. D. Rowley asked if this concept has come up with SUNY Oneonta President, Alberto Cardalle, as he has a lot of experience in the creation of Center's like the one the agency is proposing. J. Zakrevsky advised that he attended a breakfast with the SUNY Oneonta President, who brought up his interest in wanting to be part of a center like this. J. Zakrevsky hasn't been able to secure a meeting with Alberto Cardalle to discuss this further. C. Robinson expressed that it seems like the IDA is taking on a lot of responsibility with this project, and although there are great partnerships lined up, it looks like no one else is on the hook. She expressed concern if the manufacturing partners, Custom Electronics and IOXUS, were to walk away, what would the IDA be able to add to this already-built project? Members expressed a desire to have a long-term commitment that wouldn't change with leadership changes of our partners. D. Rowley asked about the grant requirements and how much money would be involved. J. Zakrevsky advised that the agency can apply for up to \$2,000,000 and USDA will fund 80% of the project. Right now, total cost of the project is \$1,600,000 and the agency is looking to obtain a grant of \$1,300,000.

NEW/UNFINISHED BUSINESS

- **Systematic Power Manufacturing d/b/a IOXUS** – J. Zakrevsky advised that he attended the Town of Oneonta board meeting last night, where there was a public hearing and the board voted on submitting a full CDBG application that the agency would administer. The board voted unanimously in favor of applying.
- **NYSERDA** – J. Zakrevsky advised that he attended a kick-off meeting with NYSERDA and Rambol Engineers on their three geo-thermal studies. One being at SUNY Oneonta, another in the City of Oneonta, and the third in the Oneonta Rail Yards. They discussed the parameters of the

grants and discussed trying to find one solution for all three, as opposed to looking at them separately.

- **Norbut Solar** – J. Zakrevsky received an email from Norbut Solar about the possibility of doing a solar array in the Town of Edmeston. He has little information on the project, but advised that he would reach out to them to get a better understanding.
- **Hickey Golf, Inc.** – Members were sent a copy of a PILOT application from Hickey Golf, Inc. for a project on Route 28 in Cooperstown. The project would involve building new baseball/softball fields and upgrading existing buildings on the site. The applicant expressed a desire to close on this as soon as possible, due to a desire to begin construction. As this has been an issue in the past, members discussed ways applicants could know to come to the IDA sooner, so the agency isn't scrambling. In the past this has put pressure on the agency and on our bond counsel at Hodgson Russ. J. Lord asked if there was evidence that this client was ready to move forward, if his financing was in-place. J. Zakrevsky advised that the applicant has his construction documents complete, as he had to go out to bid on those items and take them to the bank. J. Zakrevsky agreed that there should be a checklist of steps applicants need to take before approaching the IDA, although it doesn't solve the issue of applicants wanting an expedited process by the time they get to the agency. Members did agree that much of the application was blank, so those items would need to be filled in prior to consideration from the board.
- **OYSA Lease** – M. Marino advised that she reached out to the soccer club that their lease was up and to ask about their thoughts on resigning. They want to renew the lease, but asked that the IDA consider amending the lease to include possible repairs to the field's water maintenance system. They don't foresee an issue with it, but believe that it would be costly to fix should it break down. Members questioned that the IDA isn't already responsible for any major repairs to the campus. Members asked for clarification from counsel, neither of whom were at the meeting. A. Marietta added that OYSA is a small organization, with limited financial resources, so should there be a significant maintenance cost with the irrigation system, he doesn't believe that they would be able to pay for it.

ADJOURNMENT

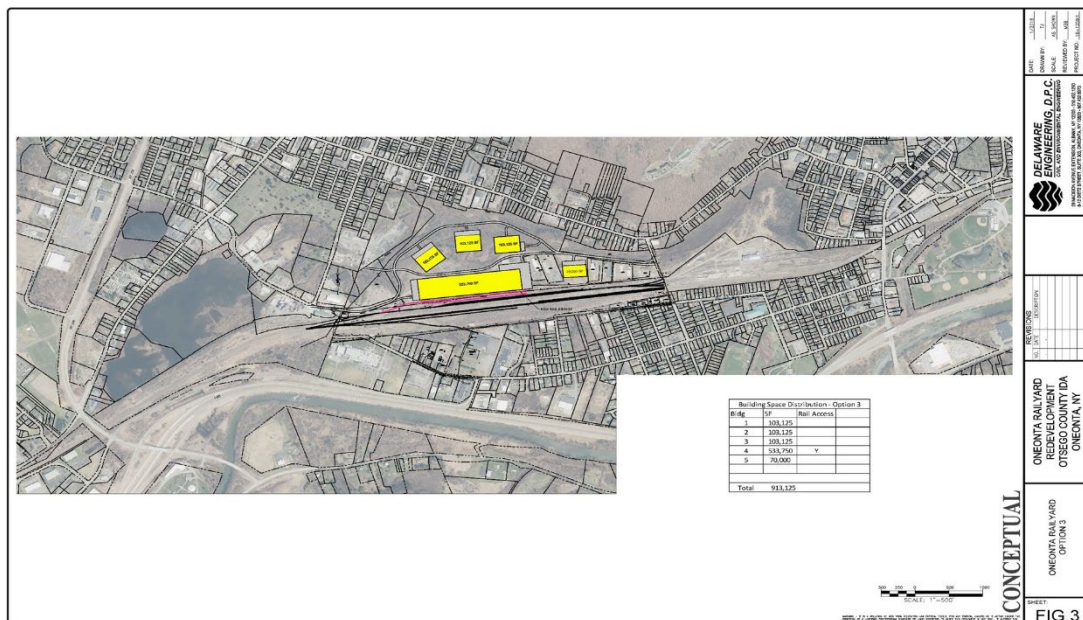
There being no further business to discuss, D. Rowley made a motion to adjourn the Projects Committee meeting at 9:26am.

UPCOMING MEETING SCHEDULE

The next Projects Committee meeting will be held on April 14th, 2022 at 8:00am.

Project Overview

Project Title	Oneonta Railyards Development
Project Description	<p>Redevelopment of Oneonta Railyards</p> <p><i>2021 Phase: Site Development</i></p> <p>While a generic environmental impact assessment has been performed on the site, no realistic site plan has been developed with could be used to market the “buildable” lots to perspective businesses. This project will develop a “master plan” for the entire site which will include buildable lots, parking lots, retention ponds, walkways and utility layouts.</p>
Key Objectives for 2022	<ul style="list-style-type: none"> • Clean Up Lot 5 • Commence Community Geo-Thermal Heat Pump Feasibility Study • Market the Park Using Opportunity Exchange
Target Completion Date	July 31, 2021
Estimated Total Investment	\$5,200,000
Owner	Jody Zakrevsky
Stakeholders	City of Oneonta, Otsego Now, NYS ESD
Status	Active
Project Flags/Concerns	Site Contamination – low risk



IDA Objective ROI

Employment Impact	50-100 new jobs
IDA Revenue (One-Time)	NA
IDA Revenue (Recurring)	\$x (lease of 5 buildings)
Business Relationship Impact	Moderate
Community Engagement Impact	Moderate As part of a ongoing community engagement effort, a Environmental Justice Committee has be organized and meets on a regular basis to review the master plan development.

Partnerships

Project Partnerships	Michael N'Dolo, MRB Group Jane Nicholson, MRB Group Judy Pangman, City Community Development Danny Lapin, Otsego County Conservation Association Mark Davies, City Councilman Kevin Schultz, City Environmental Review Board Karl Seeley, Hartwick College Barbara Ann Heegan, Chamber of Commerce Katherine O'Donnell, Hartwick College
Post Project Partnerships	

Grant Management

Grant ID	Project# 132,929
Grant Amount	\$500,000
Source Agency	NYS Empire State Development
Details	Grant funds are for acquisition and infrastructure investments
Requirements	Grant Funds can only account for 20% of total project costs.
Expiration Date	Fall 2022

Budget and Funding

Project Expenses	Target Amount	YTD Actual	Grant Funding Amount	YTD Actual
Acquisition	\$250,000	\$250,000	\$	\$250,000
			\$	
Site Master Plan	\$50,000 - planned \$32,800 – awarded	\$32,800	\$	\$32,800
			\$	
Infrastructure Improvements	\$4,600,000		\$ 500,000* \$2.3 million**	
TOTALS	\$5,250,000	\$250,000	\$500,000	\$0

*Awarded by NYS ESD

** Planned application to Federal EDA

Project Milestones: Master Plan Development

Project Milestones	Target Start	Target End	Status	Actual Start	Actual End
Engineering Proposals	2/20/20	2/20/20	Completed	3/26/20	
Railyard Master Plan Development	4/1/20	8/1/20	100% Completed	4/9/20	8/28/20
Marketing of Property	9/1/20	Ongoing			
Commence Community Geo-Thermal Study	4/1/22	5/1/23	Just Commenced		
Clean Up Site 5	8/15/22	9/15/22			
Total Project					

Activity Log

Date	Activity Details
3/28/22	Received revised insurance from Robinson Contracting naming the IDA as additional insurance while using lot 5 as a staging area. Upon completion of street reconstruction, they will bury debris and regrade property.
3/7/22	Spoke again with Al Rubin. Went through in a little more detail their plans for the site. They expect to have a proposal to us by the end of the week. Mamco, who currently does hemp manufacturing, also might be involved. Belpointe is working with farmers from the Finger Lakes Region and having rail access at the site would be very beneficial. They are also interested in the work Ramboll will be doing.
2/15/22	Al Rubin of Evolution 19, Inc., reached out to indicate that Belpointe REIT is still very interested in purchasing property at the railyards. I asked him to get a proposal from them as to what they want to do (i.e. investment, jobs being created, feasibility study).
1/5/22	Senator Schumer issues press release that he is urging the U.S. Department of Health and Human Services (HHS) and the Department of Defense to give full and fair consideration of the proposal submitted by Corning Incorporated to expand domestic industrial base capabilities for bioproduction and diagnostic consumables production
January 2022	Discussions with MRB Group about building our innovation/acceleration center in the Railyards.
12/28/21	Ozone Capital Markets contacted us looking for information on the Oneonta Railyards. OCM is a qualified opportunity zone investment group out of NYC who brings in investors to opportunity zone projects. They are asking what our Internal Rate of Return and Multiple on Invested Capital on the railyards.
12/21/21	The Oneonta City Council authorizing the installation of two new streetlights on Roundhouse Road.
12/2/21	Discussions with Corning Senior Staff and Senator Schumer's Office
11/18/21	Discussion with Senator Schumer's staff regarding a proposal to Corning
11/17/21	Met with A. Rubin, Assemblyman Miller and Chief of Staff to Assemblyman Salka to discuss the Innovation/Acceleration Center and infrastructure needs on Oneonta Railyards.
11/11/21	Reached out to David Whipple of ESD about getting the railyard certified as shovel ready.
11/2/21	Discussion with Dawn Burlew of Corning re: new campus.

10/28/21	Meeting with Senator Oberacker re: Railyards
10/22/21	Discussion with Senator Schumer's staff regarding a proposal to Corning
10/18/21	Discussion with Corning's Oneonta Plant Manager re: new campus
10/8/21	Provided letters of support to MVEDD and Southern Tier 8's grant application to EDA.
10/7/21	Provide to MVEDD what the anticipated cost for final design and bidding documents for the infrastructure improvements (\$780,000).
10/6/21	Met with A. Rubin, Assemblyman Miller and Chief of Staff to Assemblyman Salka to discuss the Innovation/Acceleration Center and infrastructure needs on Oneonta Railyards. Assemblyman Miller called to set up a future meeting in November.
9/28/21	At the request of MVEDD, supplied detailed budgets of the cost for water, sewer, and natural gas extensions to the Park (MRB Group estimates) as well as upgrading the electrical (NYSE&G estimate).
9/22/21	Meeting with Southern Tier 8 re: EDA Build Back Better Program Meeting and to including the Oneonta Railyards for EDA funding
9/15/21	Meeting with Southern Tier 8 re: EDA Build Back Better Program Meeting and to including the Oneonta Railyards for EDA funding
9/15/21	Submitted a request to the Mohawk Valley Economic Development District to build the required infrastructure at the Oneonta Business Park.
9/14/21	Submitted formal request to fund building an Innovation/Acceleration Center in the Oneonta Business Park. Total cost for new building and infrastructure is estimated to be \$9.6 million.
9/8/21	Meeting with Southern Tier 8 re: EDA Build Back Better Program Meeting and to including the Oneonta Railyards for EDA funding
9/2/21	Meeting with Southern Tier 8 re: EDA Build Back Better Program Meeting and to including the Oneonta Railyards for EDA funding.
8/23/21	NYS ESD indicated to Meaghan that they have received all required documents and will be scheduling a public hearing on reimbursement of \$150,000 in October.
8/23/21	We were contacted by a new project manager for ESD and after several discussions with her she agreed to have Jane Ji (Meaghan's contact) continue with project.
8/6/21	Asked Scott Harrington to give me a time we can get together.
8/5/21	Meeting with Hartwick College Grain Innovation Center staff, Al Rubin and representatives of Belpointe.

7/31/21	Scott Harrington, City Council member, let me know he has talked with Norfolk Southern about the business park.
7/30/21	Received notice from Ramboll Engineers that our proposal for a geo-thermal community heat pump system around the railyards was awarded by NYSERDA.
6/30/21	Send description of industrial park along with drone photos for developer's conference workshop.
6/21/21	Received 5 air photos from Chris.
6/11/21	Requested of Chris Kuhn to take photos of industrial park with drone.
6/3/21	Meeting with representatives of Belpointe and their agriculture consultant.
5/26/21	Arranged meeting with Belpointe to tour the Railyards on 6/3/21 followed up by a discussion at Otsego Now with CADE and the Small Business Development Council.
5/22/21	Al Rubin indicated that Belpointe REIT, an investment group from Connecticut will be arriving the first week in June to look at the Park for a possible investment in a hemp manufacturing facility.
5/21/21	Sent to Al Rubin additional information on Opportunity Zones.
5/11/21	Sent information on site plan, potential rail siding, and utilities to Cynthia Andela who is working with the Infinite Recycled Technologies out of Minnesota. Their facility not only recycles a variety of glass, it also houses a recycled product research and development lab where a team of engineers and recycling specialists continue to invent more effective and efficient ways to recycle. They are working with Andela Products and Ruby Lakes Glass and need rail siding to ship glass from Minnesota to New York.
5/6/21	Sent draft support letter to Chamber of Commerce and IGA Committee
5/6/21	Received letter of support from Chamber of Commerce
5/6/21	Sent site plan and information on the Opportunity Exchange to A. Rubin.
5/4/21	Meeting with Ramboll Engineers and Bennett Sandler to discuss grant application to NYSERDA for community geo-thermal heating and cooling system.
5/3/21	Send information on Opportunity Zones and environmental review of the railyards to A. Rubin who has a client interested in railyards.
4/21/21	Meeting with Ramboll Engineers and Bennett Sandler to discuss grant application to NYSERDA for community geo-thermal heating and cooling system.
4/15/21	Sent additional information to the energy group at Corning regarding building a community geo-thermal heat and cooling system as well as providing additional information on the Oneonta Railyards as a possible new campus for Corning.
4/13/21	Meeting with Ramboll Engineers and Bennett Sandler to discuss grant application to NYSERDA for community geo-thermal heating and cooling system.

4/6/21	Scheduled meeting with Ramboll Engineers for meeting next week to discuss a community geo-thermal heating and cooling system for the park.
3/5/21	Danielle Adams of ESD reached out to get status update of their funds and was informed we were trying to get Corning to show interest. She indicated she would check back later this summer.
2/23-4/6/21	John Faso, representing Mesa Solutions would like to bring in natural gas (CNG or LNG) to the railyards by rail.
2/17/21	Mr. Morse indicated he would talk with Dawn Burlew of Corning.
2/12/21	Met with Mayor Herzig regarding new campus for Corning.
2/10/21	Sent Mr. Morse a presentation regarding building at the Oneonta Railyards and its benefits to companies.
2/9/21	Had discussion with Mr. Morse about new campus.
2/5/21	Reached out to Mike Morse of ESD re: new Corning Campus.
1/26/21	Responded to NYS ESD regarding the status of the railyard redevelopment.
1/13/21	Met with representative of hemp stalk processing company.
1/8/21	A representative of a hemp stalk processing and manufacturing facility contacted us. They have been looking to expand in about 5 locations one being in the Buffalo area but after having a discussion with here they thought being in the Rail Yard was intriguing to them. They would be in the beginning look at building approximately 45,000 square feet roughly 25 employees
1/7/21	Had discussion again with Dawn Burlew of Corning about the possibility of having them purchase the railyards for a new building since it is in an opportunity zone. This could be the site of a new Corning Campus.
12/31/20	Meeting with City Councilman Scott Harrington re: Oneonta Railyards
12/16/20	Meeting with Bennett Sandler and Ramboll Engineers
12/14/20	Reached out to Melany Putnam of NYSEG re: community geo-thermal system
12/14/20	Contacted by Joseph Russo of NYSE&G re: potential marketing grant funds
12/8/20	Bennett arranges meeting with Ramboll Engineers who are per-certified to work on feasibility studies for NYSERDA
12/7/20	Sent Bennett revised site plan for railyards
12/3/20	Discussed with Bennett Sandler the idea of a community geo-thermal heating and cooling system
11/18/20	Scott Harrington, City of Oneonta 6th Ward Councilman, has contacted us and asked that he could serve on a committee recommending types of businesses to attract to the Railyard Business Park. We asked Scott to chair the committee which is to be formed.

11/17/20	Site included in Opportunity Zone Available Property Listings.
11/12/20	Peter Fontana of Norfolk Southern (their Industrial Development Manager) also contacted us and felt it was time to reconnect on this and any other efforts that Norfolk Southern can be of assistance.
9/29/20	Documentation submitted to ESD regarding payment to Elan3 for MWBE work. ESD's MWBE Unit has approved documentation and signed off on the entire \$180,000 in grant funds.
8/28/20	Received final deliverables from the MRB Group.
8/27/20	<p>Additions to the Railyard Master Plan summary email from below:</p> <p>Sewer Line: After considerable digging around and calling, MRB was able to speak several times with the DPW and sewer department administrative personnel (Maryann and indirectly with Jeremy). MRB have been assured that the sewer line show on the map as coming in from the eastern boundary of the business park is publicly owned and maintained.</p> <p>Existing Structures: Elan's response on this is, "Perhaps the standing chimney could be left as an iconic feature but most likely would be removed to accommodate new facility foot-prints. MRB would apply a concept level budgeting cost for hazardous material testing and demolition at \$40,000. MRB suggests next step would be hazardous materials testing, demolition permit, and demolition documents for bidding the removal work."</p>
8/20/20	<p>Response to our Questions:</p> <ul style="list-style-type: none"> • Water and Sewer Lines – see the attached draft layout plan that shows the locations of the water and sewer lines. <ul style="list-style-type: none"> o As a follow up, you asked us to verify whether the sewer lines shown on the map coming from the eastern edge are private or public lines. I am asking Elan to verify this information for you. • Subdivision layout – as we discussed, the subdivision layout lines are simply to show where the lots could logically be subdivided. We would not suggest moving forward with the subdivision until an end user is identified, because the ultimate location and size of the buildings will drive the subdivision. (No sense moving forward now to only have to redo it potentially in the future.) • You asked me about the existing, obsolete structures on the site and whether the demolition and removal of those structures was contemplated in this master plan. Specifically, you mentioned that there was a 200ft smokestack, a few dilapidated buildings and concrete debris, and that the presence of these materials inhibits the upkeep of the site (can't get someone to brush hog the site with debris that could destroy the machines). <ul style="list-style-type: none"> o Asking Elan to weigh in here as well – what are your thoughts on this aspect of the master plan? If Jody wanted to phase this and just deal with demolition/removal, what do you think that would cost? Any other steps to move this forward?

8/17/20	Sent comments and questions back to the MRB Group regarding water and sewer line locations.
8/13/20	MRB Group sends the Railyards draft subdivision plan documents for our review, consisting of a map showing lots and the zoning analysis.
8/5/20	Mayor Herzig expressed his appreciation for reviewing the presentation.
8/5/20	We received paid invoices from Elan3 needed to request reimbursement from ESD.
7/29/20	Forwarded MRB Presentation to Mayor Herzig for comments.
7/23/20	MRB gives presentation to Otsego Now Board of Directors.
7/22/20	MRB submits draft budget estimates for road, water, sewer. Electric and natural gas extensions.
6/22/20	Zoom meeting with MRB Group, Jody and Meaghan to discuss mapping of utility information.
6/18/20	The MRB Group requested utility information (gas, water, sewer) from us. We supplied them with maps received from one of the city council members who serves on our Environmental Justice Committee.
6/4/20	ESD again responded after careful review and discussing further within their office, they can combine our projects. Regarding the disbursement process for AA609, OCSD can sign off once they receive form OCSD-1 for AA609.
6/2/20	ESD thanked us for providing a formal request for combining project AA609 & AB198. ESD approved the request and have combined projects on the NYSCS and copied our project managers to apprise them of this change.
6/1/20	We requested from ESD that AB198 be merged into project AA609. AB198 was for the traffic study portion of AA609, the Oneonta Railyard feasibility and master plan. I We also attached a signed copy of the contract with the MRB Group for their files.
5/29/20	Zoom meeting with MRB Group, Jody and Meaghan and members of the Environmental Justice Committee
5/22/20	Zoom meeting with MRB Group, Jody and Meaghan
5/15/20	Zoom meeting with MRB Group, Jody and Meaghan
5/11/20	Zoom meeting with MRB Group and Regional Director of EDA regarding additional appropriations EDA received from the stimulus funding.
5/6/20	Zoom meeting with MRB Group and Elan Planning to start discussions on master plan work.
4/9/20	Forwarded signed contract to MRB Group to begin master plan work.
4/3/20	Notified MRB Group by telephone about the Board's decision to award the work to MRB.

3/23/20	Otsego Now Board of Directors approves contract with MRB Group for Master Plan work.
3/6/20	Recommended approval of Master Plan to MRB Group to both Finance and Projects Committee.
2/27/20	Met with Environmental Justice/Smart Growth Committee. They are also reviewing engineering proposals. Finalizing Plans for April cleanup days.
2/24/20	Received two quotes for insurance coverage. We have decided to go with Philadelphia Insurance Company which provides higher limits than Nationwide with a minimum premium of \$300. It will cover approximately 24 people over a two-day period.
2/20/20	We received proposals from Shumaker Engineering and the MBR Group to prepare master plan for Railyard Business Park
2/20/20	Requested insurance quotes for volunteer weekend.
1/28/20	ESD indicated they would consider transferring the 205 MWBE requirement to this grant to satisfy their requirements.
1/27/20	Sent request to MBR Group to also consider for master plan work.
1/24/20	Sent additional information to Shumaker Engineering.
1/17/20	LaBella Associates informs us that the Oneonta Business Park/Railyards was selected as a demonstration site for the Southern Tier 8 Energy Infrastructure Assessment Program.
1/17/20	Meet with Shumaker Engineering in Binghamton to discuss the possibility of hiring firm for master plan and subdivision of property.
1/7/20	The Otsego County IGA Committee recommended that Southern Tier 8 select Otsego Now's proposal submitted to LaBella Associates.
1/27/19	LaBella Associates requested certain documents and maps of both parks. Otsego Now forwarded 8 documents and maps to them.



TABLE ROCK PARK

GENEVA AVE

CHESTNUT ST

CONNA AVE

MULTI-USE RECREATIONAL TRAIL WITH POTENTIAL FOR CITY AND REGIONAL TRAIL NETWORK CONNECTION

WETLAND BUFFER

AREA FOR RAIL SIDING

ONEONTA BALLYARD MASTER PLAN

- SITE INFO
- BOUNDARY LINE
- DEC WETLAND
- 150' DEC WETLAND BUFFER
- NYS DEC STREAM
- S.W.B. STORMWATER BASIN

LAND USE
TOTAL BIDDABLE LAND: 17.15 ACRES
TOTAL SITE: 78.79 ACRES

PROPOSED COMMERCIAL BUILDINGS SIZE
 A - 50,000 SQ. FT.
 B - 40,000 SQ. FT.
 C - 30,000 SQ. FT.
 D - 30,000 SQ. FT.
 E - 25,000 SQ. FT.
177,000 SQ. FT. TOTAL

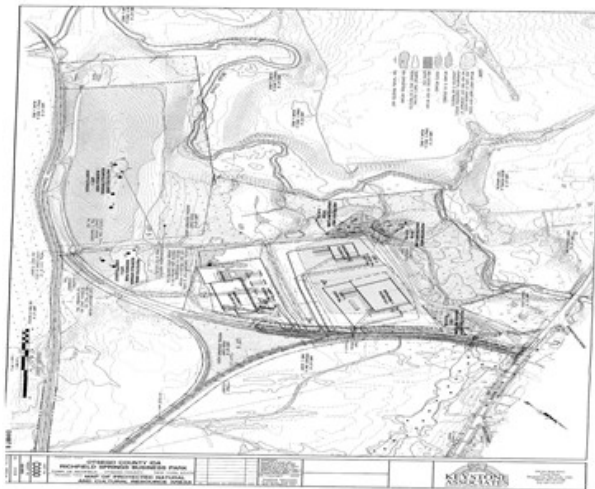
VEHICLE PARKING
 P1= 150
 P2= 200
 P3= 143
 P4= 75
663 TOTAL VEHICLE PARKING



Project Overview

Project Title	Richfield Spring Eco-Business Park
Project Description	<p>Development of Richfield Spring Eco-Business Park to accommodate Crystal Mountain Properties will develop a 22-acre business Park in Richfield Springs Otsego County with 85,000 square feet of manufacturing space in two separate buildings to house Ruby Lake Glass and Andela Products business expansions.</p> <p><i>2022 Phase: Site Development</i> The project will consist of site preparation and extension of necessary utilities to the Park, including site clearing and earthwork, construction of an access road, installation of a wastewater collection system, and extension of water service, a gas main, and electrical service.</p>
Key Objectives	<ul style="list-style-type: none"> • Prepare Site for Sale or Lease • Provide for at least 3 new businesses to relocate or expand into the Richfield Springs Business Park
Target Completion Date	August 30, 2022
Estimated Total Investment	\$2,400,000
Owner	Jody Zakrevsky
Stakeholders	Andela Products/Ruby Lakes Glass, NYS ESD
Status	Active
Project Flags/Concerns	<p>Concerns of bid prices due to covid-19 and inflation</p> <p>Concerns over NYSE&G getting public service commission approval.</p>

Insert any land maps as appropriate relating to the project here.



IDA Objective ROI

Employment Impact	15 new jobs
IDA Revenue (One-Time)	\$250,000 (sale of site) To Be Determine by Appraisal
IDA Revenue (Recurring)	\$ To Be Determined – vacant sites could be leased to companies
Business Relationship Impact	Low Enhancing relationship with Ruby Lakes Glass/Andela Products
Community Engagement Impact	Low Village and town communication through project process.

Partnerships

Project Partnerships	Brett Steinberg, Project Engineer, EDA Michael N'Dolo, MRB Group Alyson Slack, MRB Group Cynthia Andela, Andela Products Jonathan Gross, Ruby Lake Glass Ken Ellsworth, Keystone Associates Mark Parker, Keystone Associates Richfield Springs Town Board Richfield Springs Village Board
Post Project Partnerships	IDA, the Village, the Town and Andela Products and Ruby Lake Glass

Grant Management

Grant ID	93220 (ESD) 01-01-14979 (EDA)
Grant Amount	\$325,000 – NYS ESD \$1.2 million – federal EDA
Source Agency	NYS Empire State Development and federal EDA
Details	Grant funds are for sewer and water infrastructure
Requirements	Grant Funds can only account for 70% of total project costs.
Expiration Date	December 9, 2021

Budget and Funding

Project Expenses	Target Amount	YTD Actual	Grant Funding Amount	YTD Actual
Administrative and Legal Expenses	\$59,000		\$325,000 - ESD* \$1,200,000 – EDA**	
Architectural and Engineering Fees	\$18,000			
Construction Supervision and Grants Management	\$100,000		\$875,000 – IDA***	
Construction	\$1,910,000			
Contingencies	\$313,000			
TOTALS	\$2,400,000		\$2,400,000	

*Approved

**Approved

***IDA will need to borrow \$600,000.

Does not account for any sale of property.

Project Milestones

Project Milestones	Target Start	Target End	Status	Actual Start	Actual End
Response to ESD Request for MWBE	1/17/20	1/21/20	Completed		1/21/20
EDA Application Submission	1/15/20	4/1/20	Completed	1/15/20	4/21/20
EDA Approval	8/1/20	8/1/20	\$1.2 Million Grant Approved	08/28/20	02/28/23
Water and Sewer District Creation	10/14/20	3/15/21	Started	10/14/20	
Submission of Grant Administration Plan	10/6/20	10/28/20	Started	10/6/20	10/23/20
Completion of Final Design	10/14/20	2/15/21	Completed		
RFP for Construction Management	5/15/2022	6/30/2022	On Track		

Project Milestones	Target Date	Target End	Status	Actual Date	Actual End
RFP for Grant Management	2/15/21	2/15/21	Hired Barton&Logi.	11/24/21	
Completion of Water and Sewer District	5/30/2022		Joe Scott working on this.		
Preparation of Bidding Documents	6/3/21	7/15/21		2/15/22	
County Loan	6/2/21	12/15/22			
All Permits Approved	2/15/21	4/15/21			
Bid Construction	6/30/2022				
Construction Contract Award	7/15/2022				
Pre-Construction Conference	8/15/2022				
Construction	8/16/2022				

Activity Log

4/6/2022	EDA reminder that quarterly reports are due at end of May.
4/5/2022	Asked NYSEG if they are working with NYS PSC.
3/10/2022	Barton & Loguidice ready to bid out project.
3/2/22	Mark Parker of Keystone Associates reached out to Barton & Loguidice to inform them that final designs are complete and are ready to be bid out.
3/1/22	Barton & Loguidice confirmed they talked with EDA and the construction contracts must be with the IDA.
3/1/22	Cyndy Andela provided us with current and projected electric and natural gas usage loads. These were then provided to NYSEG and Barton & Loguidice.
2/28/22	Joe Scott reached out to see if we wanted to have the Town enter into the construction contract. I told him I didn't think we could given that the grant was awarded to the IDA.
2/17/22	Barton & Loguidice reached out to see if we had received estimates from Andela Products yet.

2/16/22	Kurt Schulte reached out to the Village and Town attorneys to inform them that Joe Scott will be working with them on the water and sewer agreements.
2/15/22	Again, reached out to Cyndy Andela regarding gas and electric usage.
2/2/22	Richfield Town Attorney reached out to Kurt Schulte with draft water and sewer agreements.
2/1/22	Requested from Cyndy Andela new estimates for loads for both electric and natural gas.
1/31/22	Submitted formal request to NYSEG for lateral hookup.
1/31/22	Mary Putnam of NYSEG requested Art Klingler of NYSEG to work with the engineering department to create new estimates to provide to Otsego Now.
1/27/22	Daniel reached out to me to get our NYSEG contacts so they can follow up on the gas lateral installation.
1/27/22	EDA signed off on our quarterly report.
1/26/22	Daniel E. Theobald, of Barton & Loguidice, reached out to Keystone to arrange for construction and bidding documents and schedules.
1/26/22	Daniel completed 5 th quarterly report for my review, and after a few revisions it was forward to EDA.
1/26/22	Based on the revised projected time schedule, we notified NYS ESD about the proposed delay in finishing the project until 2023.
1/24/22	NYS ESD called to review timeline of project since they are still working with Andela Products and ESD wants to coordinate the timelines.
1/21/22	Met with K. Shulte about the water and sewer districts and how they would be funded.
1/14/22	Ruby Lake Glass is now moving out of the Utica facility since it was sold. All their equipment is in storage and they're trying to figure out plans for getting it set up again in another location for glass processing in the spring. They continue talks with Integrated Recycling Technologies (from MN). IRT went to FL first, since Andela didn't have a location and they had a site and waste glass there. They are still planning on putting a plant in upstate NY, and Andela continues working with them on that plan.
12/9/21	Town Board passes resolution directing town attorney to complete water and sewer agreements.
12/6/21	Forwarded contract information to Barton&Loguidice for attorneys being used, EDA contacts and Keystone Associates.
11/26/21	Request from Barton&Loguidice for additional documents
11/24/21	Signed contracts with Barton&Loguidice

11/22/21	Received cost for additional work requested of Barton&Loguidice
11/9/21	Received required forms by Keystone to submit to EDA
10/29/21	Submitted Quarterly Progress and Budget Report to EDA
10/15/21	Spoke with Allyson Nowak and submitted formal request for contract.
10/14/21	Reviewed RFPs with Project Committee
10/13/21	Asked Allyson Nowak of ESD where our ESD contact is – no response.
10/8/21	Mark Parker from Keystone called to apologize for the delays. He indicated that our project was a priority to finish up but they have been shut down due to a covid outbreak in their office. He indicated that it was now on the top of their list.
10/5/21	Asked Keystone for an update – no response.
10/5/21	Asked Allyson Nowak of ESD where our ESD contact is – no response.
10/1/21	Met with Kurt Schulte regarding water and sewer districts.
9/29/21	Spoke with EDA about our request for proposals which were sent to: <ol style="list-style-type: none"> 1. Ramboll Engineers 2. Thoma Development 3. McFarland Johnson Engineers 4. GEMS Grants 5. CT Male Associates 6. Barton and Loguidice 7. JG Grant Consulting LLC <p>Of these, we only received proposals back from CT Male and Barton and Loguidice.</p> <p>He asked for us to get back to him with a recommendation.</p>
9/28/21	Asked Keystone for an update – no response.
9/15/21	Answered various questions from one of the consultants.
8/27/21	Received two proposals to administer the grant.
8/23/21	Advertised for grant administrator.
8/16 -8/20/21	Conducted discussions with various grant administrators regarding the project.
8/13/21	Various emails from Town Supervisor, board members and County Representative regarding water and sewer. It was agreed to forward documents to each attorney and Kurt to finalize agreements.
8/12/21	Reached out to eight consulting firms to see if they had any experience in administering EDA grants.
8/9/21	Cindy Andela indicated she would get the purchase offer to her attorney this week.

8/5/21	Received approval from EDA for RFP
8/4/21	Submitted revised RRP to EDA
8/3/21	Met with Mark Parker of Keystone Associates to discuss EDA requirements for bidding, having them come up with a bidding schedule, ROW's needed, and construction documents status.
8/2/21	Received approval of our quarterly progress report from EDA.
7/29/21	Submitted 3 rd quarterly progress report to EDA.
7/22/21	Forwarded draft water and sewer agreements to Kurt Schulte.
7/16/21	Spoke with EDA about draft RFP and received comments from the on what else to include.
7/8/21	Attended Village and Town Meeting on water and sewer districts.
7/8/21	Submitted draft RFP to EDA
7/6/21	Notified EDA of county loan and discussions regarding Andela Products.
7/2/21	EDA requests next quarterly reports for July 31 st .
6/24/21	Had a discussion with NYSE&G to begin process with Public Service Commission.
6/14/21	<p>EDA wants: 1. SAC#23 Grant Administration Agreement (are you hiring a grant administrator?) 2.SAC#28 A/E Agreement for reimbursement from EDA. 3.SAC#29 Project Inspection</p> <p>For an amendments</p> <ul style="list-style-type: none"> • Reason for the delay (an explanation of the Recipient's inability to complete or start work by the specified date in the grant award documents) • The amount of time needed to bring the project back into compliance (i.e. when you expect to start construction by, when you expect to be complete by if the end date is affected, etc.) • A statement demonstrating that the bona-fide need for the project still exists. The bona-fide need is what brought the project to EDA. If the need no longer exists then continuation of the project is no longer necessary. • A statement that no further delay is anticipated and that you will start and complete the project within the revised time schedule.
6/11/21	Sent final contract documents to EDA
6/3/21	CEO signed contract with Keystone Engineering in the amount (not to exceed) \$23,025 for construction and bidding documents.
6/3/21	June 17th will be the first meeting of the "Water-Sewer District Committee". A meeting will be held every week until the Town and Village get the documents in a condition that they can all support and then start the process to create the district.

6/2/21	The Otsego County Board of Representatives approved a interest free \$600,000 loan to the IDA to be repaid by 12/15/22.
5/20/21	The Otsego County Administrative Committee recommended a loan to the County IDA in the amount of \$600,000 (interest free) for a one-year period.
5/11/21	Cindy Andela called to say the building she leases in Utica has just sold and the closing will be in four months. She needs to find a place asap to move Ruby Lakes Glass. She also indicated that she does not have the required cash match for the SBA 504 loan. She is willing to sign a purchase offer on the property with the condition that the park infrastructure is built and an appraisal in done to confirm the purchase price.
5/11/21	Attended the Otsego County IGA Committee meeting to discuss borrowing \$600,000 from the County's Cares Act Funding. Allen Ruffles indicated that they have received over \$20 million in requests and all of those requests should be reviewed by the County and priorities voted on. He also indicated that he didn't think building a new industrial park would qualify under the Cares Act. After much discussion, the IGA unanimously recommended approving a \$600,000 one year, interest free, loan to the IDA taking funding from the County's fund balance. It will go to the full board for approval on June 2 nd .
5/10/21	Allyson Nowak of ESD called to indicate they could not increase the grant amount.
5/6/21	Cindy Andela gave a summary update of where she is with her bank. Still looking at giving a SBA 504 loan.
5/5/21	Allen replied that the proposal looked good to him and needed to take it to the IGA Committee.
5/3/21	Sent Allen Ruffles a proposal and justification to borrow \$600,000 from County.
4/27/21	EDA responded that they have no reason to object to the consideration of a time extension in the future once a more definitive timeline is known but at this time, they would much prefer that we advance the project to avoid further delay. They recognize that we must fund the remaining design work and they would certainly work with you on an extension in the future once plans and specs are complete and ready for advertisement. They indicated it is too soon to submit a time extension request, but please do contact them when our timeline is more certain, and we can discuss the next steps. Any funds that we will not be able to utilize toward design due to the circumstances can be shifted around in the budget and either moved to construction or the other budget line items if additional funds are needed in those categories. They asked we please continue to advance the grant expeditiously to avoid further delay. Once we have our matching share issues resolved please keep them apprised of the outcome.
4/27/21	Met with the Mayor and the Village Board and three town board members in Richfield Springs to discuss water and sewer districts and status of project.
4/26/21	Senator Oberacker reached out to the Utica Office of ESD.
4/26/21	Sent to EDA quarterly report on Richfield Springs Business Park.

4/26/21	Cynthia Andela called to say she was meeting with her bankers the following day.
4/26/21	Keystone Associates sent a proposal to complete construction and bidding documents for the project. The fee is \$23,025.
4/22/21	Met with Senator Oberacker about trying to get NYS ESD to increase our grant by \$155,000.
4/19/21	Spoke with Allen Ruffles about the possibility of receiving a \$600,000 interest free loan from the County.
4/15/21	Spoke with Madison Wellman (Congressman Delgado's office) about getting a time extension with the EDA.
4/2/21	Spoke with Ms. Andela. She indicated her bank was interested in participating if they could get a SBA 504 loan.
3/26/21	Offer Andela Products two of the lots for \$ 363,100.
3/19/21	Cynthia replied that Otsego Now should reach out to Congressman Delgado for more funding and that Senator Schumer indicated there was funding under the recovery act.
3/17/21	Made an offer to Cynthia to split the cost of the water and sewer improvements costing each of us \$600,000.
3/8/21	Had discussions with Town Councilman Frigault.
3/5/21	Had telephone conversation with Nick Palevsky, Town Supervisor, and Jim Hughes from Hancock and Estabrook (town attorney).
3/5/21	Had further discussions with Cynthia Andela.
2/19/21	Cynthia Andela updated that she is having her accounts get materials to banks.
2/18/21	Sent final drafts of water and sewer agreements to Larry Frigault to send to Village and Town Board members.
2/15/21	Attend Town of Richfield Board Meeting to discuss process for water and sewer districts.
1/29/21	Submitted Quarterly Progress Report No. 1 to EDA outlining lack of match for grant at this time.
1/28/21	Larry Frigault summarized his discussions with the Mayor about rates and suggest that Ken call the Mayor to discuss as well.
1/28/21	Cynthia called to let us know that she spoke with her accountant who is putting financials together to go to Key Bank as well as the Adirondacks Bank. She has also started the process of getting construction estimates for a 50,000 square foot building.
1/25/21	Meaghan and I met with Cynthia in our office to discuss the immediate need for her to secure financing for the building and matching funds for the EDA grant.

1/23/21	Ken is to get back to us on bid documents and provide a list of easements needed.
1/21/21	Cynthia got back that the estimates for her water consumption were very much over estimated and she could live with the outside user rates as proposed by the Village. I informed Ken that Cynthia was ok with the rates and to finish his report.
1/21/21	Reached out to Larry Frigault, Town Councilman, who will speak to the Village about their rates. He indicated that the Village set the higher rates for large water users in a effort to promote conservation.
1/21/21	Contacted Keystone about cost to prepare bidding documents and whether any easements are needed.
1/15/21	Forwarded copies of Ken report on proposed water and sewer rates to Cynthia Andela to see if she could afford these costs.
1/14/21	Conference call with Ken Ellsworth from Keystone Associates discussing the major increase in cost for the sale of water to outside village users. Ken forward us the sections of his report detailing the charges.
1/13/21	Discussed with Joe Scott the calculations for bond repayments
1/7/21	Received Incentive Proposal from NYS ESD for the \$325,000 grant.
1/4/21	`Barton&Loguidice reaches out to EDA regarding bidding requirements.
1/4/21	Forwarded to K. Schulte Certificate as to Project Site, ROW, and Easements.
12/29/20	Again, asked Andela if there was any movement...not much
12/29/20	Received revised table from Joe of payments for bond issuance
12/11/20	Received from Joe a table of payments for bond issuance
11/26/20	<p>Raised the following question with Cindy Andela:</p> <ul style="list-style-type: none"> • Have you hired anyone to design the building yet? Do you have revised cost estimates? No – we haven't started any design work yet – so I haven't gotten any revised estimates, but I will be starting on this soon. • Have you updated your financials and had any meetings with banks about financing you building expansion? We're having a good year with both businesses, so I'm working with my accountants to get all the year-end planning done and years end financial and taxes in 2021 done as fast as possible too, so I have this for the banks. But I will set up some meetings now too to start getting feedback from the banks on what they need and want from us. • Any movement with your Dutch firm about becoming involved with financing? Yes – our Dutch partners are interested in backing the building for RLG. We should be finishing up our JV agreement by the end of Nov. and then the 2021 plans will be next. I think they will be planning to provide the financial backing as needed, depending on what the banks want.
11/23/20	Again, ask Joe Scott about bond issuance.

11/16/20	Received from Keystone Associates engineering reports for water and sewer for Richfield Springs as well as the draft intermunicipal agreements.
11/16/20	Sent Joe Scott proposed park layout and both engineers and NYSEG cost estimates for construction
11/13/20	Requested calculations from Joe Scott on bond issuance costs.
11/9/20	EDA Approves Grant Administration Plan as submitted.
11/8/20	Several correspondences with Town of Richfield Supervisor, Nick Palevsky, regarding the creation of a water and sewer district and memorandum of agreement between the town and village.
11/5/20	Conference call with EDA, our office and Keystone Associates. EDA sends: agenda, memo, sign-in sheet (to be returned at conclusion of call), Specific Award Conditions, CD-450 for reference and part 1 of the electronic EDA Construction Disc Files. Part 2 will be sent in a separate e-mail due to size. Both part 1 and part 2 should be unzipped and the contents transferred to a common folder (recommended name "EDA Construction Disc 2019") for your use on the grant.
10/26/20	<p>The following questions were posed to C. Andela:</p> <ul style="list-style-type: none"> • Have you hired anyone to design the building yet? Do you have revised cost estimates? No – we haven't started any design work yet – so I haven't gotten any revised estimates, but I will be starting on this soon.. • Have you updated your financials and had any meetings with banks about financing you building expansion? We're having a good year with both businesses, so I'm working with my accountants to get all the year-end planning done and years end financial and taxes in 2021 done as fast as possible too, so I have this for the banks. But I will set up some meetings now too to start getting feedback from the banks on what they need and want from us. <p>Any movement with your Dutch firm about becoming involved with financing? Yes – our Dutch partners are interested in backing the building for RLG. We should be finishing up our JV agreement by the end of Nov. and then the 2021 plans will be next. I think they will be planning to provide the financial backing as needed, depending on what the banks want</p>
10/23/20	Send draft Grant Administration Plan to EDA.
10/14/20	Meeting with C. Andela, Keystone Associate and village and town officials in Richfield Springs.
9/3/20	Sent examples of municipal service agreements for water and sewer extensions to Keystone Associates.
8/28/20	EDA announces a \$1.2 million grant award to the IDA.
8/27/20	Andela Products mails check to IDA for \$2,000.
8/5/20	EDA acknowledges receipt of information.

8/5/20	Oneonta Town Supervisor forwards intermunicipal agreements with the City regarding water and sewer districts.
8/4/20	Public Comment Period ends – no comments received.
7/30/20	Meeting with Andela Products and Keystone Associates to begin work on water and sewer district creation.
7/23/20	IDA Board approved revised resolution clarifying bond issuance amount.
7/16/20	Reached out to the town supervisor regarding getting examples of water and sewer districts.
7/13/20	Regional Director from EDA submitted questions from their attorneys to us.
7/13/20	Proof of Publication submitted to EDA for public comment period published on July 1, 2 and 3.
7/2/20	Planning Director Karen Sullivan is recommending extending our contract with Keystone Associates until April 2021 (CDBG Funds).
6/29/20	We forwarded the SEQR review record done by the Town of Richfield to EDA.
6/25/20	Detailed numbers of the breakdown of fees (bond counsel, grant administration, etc.) we supplied to EDA
6/25/20	EDA requested State Environmental Review (SEQR) Records for the project. We reached out to Keystone Associates.
6/24/20	EDA engineer Brett Steinberg requested a conference call regarding our budget numbers.
6/23/20	EDA requested we publish a notice about our intent to receive funding from EDA for public comment period.
6/23/20	EDA also requested a breakdown of our bond counsel fees, grant administration fees, and construction management fees which was responded to.
6/11/20	The U.S. Economic Development Administration (EDA) informed the Otsego County IDA that our application for investment assistance to support the Richfield Springs Eco-Industrial Business Park has been selected through EDA's competitive application review process for further consideration for funding.
5/29/20	Spoke with Cynthia Andela. She has had several zoom meetings with Dutch company about a joint venture.
5/26/20	Ryan LeoGrande of ESD requested an update on the progress of their grant. Informed him we had not yet received from the State an incentive offer which should have been mailed to us in January. Also advised him of our EDA grant submission.
4/30/20	At EDA's request, forwarded two FEMA maps showing project area.
4/30/20	NYS Historic Preservation office provides updated review letter.

4/28/20	EDA requests updated NYS Historic Preservation letter. Staff contacted the Historic Preservation Office.
4/26/20	Received back completed beneficiary forms and forwarded them to EDA
4/21/20	Full EDA application submitted. EDA confirms receipt of application.
4/21/20	EDA requests most recent audit for IDA which was forwarded to them.
4/21/20	EDA requests that Andela and Ruby Lake complete beneficiary forms which were filled out and forwarded to the companies.
4/17/20	Received feedback from Ed Hummel and changes made.
4/16/20	Received opinion letter from Hodgson Russ regarding IDA's bonding authority for project.
4/16/20	MRB forwards completed application to Edward Hummel, regional director of EDA.
4/3/20	Reviewed and signed appendix A of the application and forwarded it to the MRB Group.
3/27/20	Sent minutes of IDA meeting to MRB Group regarding bonding for the project.
3/11/20	Received environmental narrative from Keystone Associates and forwarded it to the MRB Group.
3/10/20	Again, requested Keystone Engineering help on environmental review questions on EDA application.
3/10/20	Again, requested again Bond Counsel Letter from Joe Scott
3/10/20	Requested a meeting with Keystone Engineering and Town and village officials regarding forming water and sewer districts.
2/18/20	Requested Keystone Engineering help on environmental review questions on EDA application.
2/18/20	Requested again Bond Counsel Letter from Joe Scott
2/10/20	Received commitments letters from Andela Products and Ruby Lake Glass.
2/4/20	MRB Group reminded Andela Products it needs commitment letters.
1/27/20	Comments received back from MVEDD
1/23/20	Draft application forwarded to Mohawk Valley Economic Development District for review.
1/15/20	Draft EDA application forwarded to Otsego Now
12/26/19	Confirmed meeting for 1/8/20 with Andela Products and the MRB Group to be held in Richfield Springs.
12/19/19	The MRB Group sent the following: <ul style="list-style-type: none"> • A word document that bond counsel can turn into an opinion/letter to be attached to the grant.

	<ul style="list-style-type: none">• The draft resolution for your January board meeting• Company letter template• The revised content (narrative) for the EDA-900-GA form
7/721	Various correspondence between EDA and our office.

CEO's Report April 11, 2022

Date	Place	Meeting
March 10, 2022.	Oneonta	Audit & Finance and Projects Committee Meetings
March 10, 2022.	Oneonta	Meeting with Cooperstown and Oneonta Mayors
March 15, 2022.	Oneonta	Broadband Collaboration Meeting
March 16, 2022.	Oneonta	Meeting with Chairperson of Projects Committee
March 17, 2022.	Oneonta	Brownfield Developers Summit Meeting
March 22, 2022.	Oneonta	Economic Development Project Portfolio Meeting
March 23, 2022.	Oneonta	Meeting with Town and City of Oneonta re: Roundhouse Road
March 24, 2022.	Oneonta	Otsego Now Board of Directors Meeting
March 24, 2022.	Oneonta	Brownfield Developers Summit Meeting
March 29, 2022.	Oneonta	Broadband Collaboration Meeting
March 29, 2022.	Oneonta	Zoom Meeting with SUNY President and Staff
March 31, 2022.	Oneonta	Brownfield Developers Summit Meeting
April 1, 2022.	Oneonta	Southern Tier 8 Board of Directors Meeting
April 1, 2022.	Oneonta	Meeting with Ms. Denise Wist
April 1, 2022.	Oneonta	Meeting with Soccer Club President
April 5, 2022.	Oneonta	Otsego Now Special Board Meeting
April 5, 2022.	Oneonta	Economic Development Project Portfolio Meeting
April 7, 2022.	Oneonta	Brownfield Developers Summit Meeting
April 8, 2022.	Oneonta	27 Market Street Discussion with City of Oneonta
April 8, 2022.	Oneonta	Meeting with Soccer Club President
April 11, 2022.	Oneonta	Meeting with Chair of Hartwick College School of Business
April 12, 2022.	Fonda	Attended Brownfield Developers Summit

Correspondence

- Letter dated April 1, 2022 from Porzio, Bromberg & Newman regarding Advanced Biotech IDA Application.

Financial Updates

- see year to date 2022 budget.

Oneonta Railyards Industrial Park

- see Project Charter.

Richfield Springs Industrial Park

- see Project Charter

Custom Electronics

- nothing new.

County Micro-Enterprise Grant Program

- Project is ready to be closed out.

Cooperstown Distillery CDBG

- Prepared annual program income report for the Village.

Corning

- Still moving ahead with proposed expansion III.

Center for Innovation

- Meeting has been scheduled for April 15, 2022. All parties have signed the MOU.

Systematic Power Systems (Ioxus)

- Finalizing grant application. Have received all documents from Ioxus.

Springbrook

- Delays in timeframe due to review by National Park Service.

New York State Energy Research and Development Agency

Barton & Loguidice

- Have submitted a proposal to do other grant writing activities for us.

ZAED Properties

- Received his insurance with a \$5 million umbrella policy.

Soccer Fields

- Final draft lease attached. Both IDA and Soccer Club agree to changes.

PARIS Reporting

- All PARIS Reports have been submitted.
- The Budget Authority's Office accepted web page documents but still want all active projects documentation added.

Foothills Performing Arts Center

- Our attorney has advised us we may enter into a negotiated settlement with Foothills.

Robert Hickey: Cooperstown Experience

- Public Hearing has been scheduled for April 20th at 10 am at the Town Hall in Hartwick.

JONATHAN B. KING
MEMBER, NJ AND NY BARS
DIRECT DIAL NO.: 973-889-4057
E-MAIL ADDRESS: JBKING@PBNLAW.COM

April 1, 2022

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY
189 Main Street, Suite 500
Oneonta, New York 13820
Attn: Chief Executive Officer

Re: IDA Application of Advanced Biotech
Our File No. 021428.011736

Dear Sir/Madam:

We write with reference to the captioned application of our client, Advanced Biotech, for tax benefits in connection with its significant development project in Milford/Oneonta. In particular, the IDA has suggested to our client that it is limited in the amount of available sales tax exemption for construction materials, which limitation results from a specifically *estimated* figure (\$80,000.00) provided on the application. As this appears to result from inadvertence, we would like to clarify that the exemption should not be limited to this figure.

Advanced Biotech was encouraged by IDA to provide the \$80,000.00 figure, and understood that to be a placeholder (the application specifically states "estimated") in view of the fact that the applicant was moving as quickly possible to complete this development for itself and for the community's benefit. In any case, we further understood that a subsequent version of the application was being filed showing a higher figure, later realizing that the wrong form was submitted.

We apologize for this sequence of events, but point out that the application itself is inconsistent, where a \$5 million project and an 8% sales tax rate would yield an exemption total many fold greater than the \$80,000.00 figure. In addition, the Cost-Benefit Analysis generated by IDA and posted on its website specifies a Sales Tax Exemption Nominal Value of \$421,000.00. We further note that Section 1804 of the Agency's Uniform Tax Exemption Policy makes no mention of any limitation on Sales Tax Exemption, but merely specifies that property incorporated in to improving the real property will be

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exempt from sales and use taxes for an exemption period that, as far as we know, all parties agree has seen an Early Commencement pursuant to Section 1804(B)(2).

We therefor conclude that the \$80,000.00 figure was included in the application in error. Accordingly, we respectfully request that the IDA clarify the continuing availability of the Sales Tax Exemption to Advanced Biotech so that may continue to move toward a completed project for the benefit of all.

Please contact me if you would like to discuss.

Very truly yours,



Jonathan B. King

- c. Jim Mulligan (via e-mail)
- Martin J. Healy, Esq. (via e-mail)
- Nicholas Vetterlein (via e-mail)