

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

**PROJECTS COMMITTEE  
MARCH 10<sup>TH</sup>, 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 1<sup>st</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, 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 14<sup>th</sup>, 2022 at 8:00am.