

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

**PROJECTS COMMITTEE
September 15th, 2022
MEETING MINUTES**

CALL TO ORDER

The COIDA and OCCRC's joint Projects Committee meeting was called to order at 8:07am at the Otsego Now offices at 189 Main Street in Oneonta, NY. Members present included:

Cheryl Robinson
Patricia Kennedy
Jeffery Joyner
James Seward

Tom Armao
Andrew Marietta (v)
David Rowley

Also, in attendance:

STAFF

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

(v) – virtual. Members attending the meeting virtually are not counted towards a quorum and not eligible to vote on items.

CHAIR'S REMARKS

Projects Chair, C. Robinson, moved immediately into the agenda.

MEETING MINUTES

C. Robinson requested a motion to approve the August 11th 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. Joyner 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 August 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:

- **Richfield Springs (RS)** – J. Zakrevsky advised that all the design work and specifications are done for EDA. They sent back a 4-page list of items they would like added to it. That list was forwarded to Keystone Engineers for review. C. Robinson asked for examples of some of the things that EDA was requesting. J. Zakrevsky advised that one item was putting a sign up in the park advising that EDA funded parts of the project, and nothing that couldn't be easily done. J. Seward question if the issues with NYSEG have been resolved. J. Zakrevsky advised that they have been resolved between our agency and NYSEG, but NYSEG has not submitted everything to the PSC. He advised that we did receive support letters from the Richfield Springs Fire Dept., who noted that they don't want to see propane tanks on the property in a rural area, as opposed to natural gas running underground. EDA has also requested an extension of time from the agency. Finally, J. Zakrevsky advised that Southern Tier 8 provided him with a list that shows the Richfield Springs Business Park as a priority project for them, and them recommending from DOT \$500,000 for infrastructure improvements in the park.
- **Oneonta Rail Yards** – J. Zakrevsky advised that we have secured CBRE's commercial real estate services to market the Rail Yards, and other properties owned by the IDA. The agency hired Rick Searles, of CBRE, who met with J. Zakrevsky and toured the sites. D. Rowley added that at his and J. Zakrevsky's meeting with Norfolk Southern, it was CBRE that they recommended using to market properties, particularly because of their experience selling properties with rail-siding. There was a brief discussion on the amount of property that Norfolk Southern owns in the Rail Yards and how, if there were a big development project that wanted to come in and use rail, their property would help increase the amount of rail-siding available. C. Robinson asked if anything else came from the meeting with Norfolk Southern. D. Rowley noted that one thing he found interesting in the meeting, was that if a company moved into the Rail Yards and didn't need freight, rail-siding could still be put in and utilized by another user. J. Zakrevsky also pointed out that there is no available warehousing or distribution sites available in New Jersey, so people have started looking north for sites to develop. They advised that a site of the Rail Yards size would go for about \$300million in New Jersey. Lastly, there was a meeting with Rambol Engineers and NYSERDA on the geothermal study being done by Rambol. They expect to complete the study in November.

NEW/UNFINISHED BUSINESS

- **Otsego County IGA Meeting** – J. Zakrevsky noted that he attended the County's IGA meeting, where he did an extensive presentation on what projects the IDA is working on. He also explained to them how much the IDA was funded by the County in 2014 vs. what the agency's appropriation is in 2022. They advised that, while they'd like to increase the allocation, matching the 2014 allocation (approximately \$214,000), they don't believe that they can take that on in one year. For 2023, they did recommend using ARPA funds to add \$200,000 to the agency's budget allocation. D. Rowley added that J. Zakrevsky did a great presentation to the County, and that the idea to use ARPA funds came from A. Marietta. A. Marietta corrected J. Zakrevsky when he advised that the appropriation had been voted on favorably by the IGA committee, and advised that they hadn't actually voted on the item. T. Armao questioned if using federal funds for the agency's appropriations means that those funds won't be available in 2024 and our appropriation would be back to where it is now. J. Zakrevsky advised that IGA is aware that this is a short-term fix and that

the dialogue about the agency's appropriation will continue. This led D. Rowley to suggest that if the IDA had more funds, the agency could hire another person to get more accomplished. J. Zakrevsky mentioned that with the ARC funding for the Innovation Center, funds were allocated to hire a marketing director for the center. He advised that he has already met with someone regarding the position. C. Robinson questioned if the position had been posted. J. Zakrevsky advised that this person had recently left their job, so he approached her about the opportunity before she found a new job. However, she is aware that the position will be posted for more candidates, but he thinks she would be a tremendous asset to the IDA and the Innovation Center.

- **Systematic Power Manufacturing/IOXUS** – J. Zakrevsky noted that we have received the environmental clearance review that were sent in for the CDBG funding. We also received the release of funds, so that IOXUS can begin to spend the money. They have hired two new people, and sent J. Zakrevsky a list of all current employees so that he can verify that they have not and will not lay anyone off, as required by the grant stipulations.
- **Brooks Bottling** – Ryan Brooks met with J. Zakrevsky about the possibility of securing funding for new equipment purchasing for Brooks Bottling. They have three large new clients that would like Brooks to bottle for them, and in order to take on the increased volume, they will need new equipment. J. Zakrevsky is working with them on Empire State Development funding and CDBG funding. This project would bring in approximately 10-12 new employees.

ADJOURNMENT

There being no further business to discuss, D. Rowley made a motion to adjourn the Projects Committee meeting at 8:28am.

UPCOMING MEETING SCHEDULE

The next Projects Committee meeting will be held on October 13th, 2022 at 8:00am.