

Cheryl Robinson, Chair * **David Rowley**, Vice Chair * **Jeffrey Lord**, Treasurer * **Tom Armao**, Secretary
Craig Gelbsman * **Patricia Kennedy** * **Jeffery Joyner** * **Andrew Marietta** * **James Seward**
Jody Zakrevsky, CEO * **Joseph Scott**, Bond Counsel * **Kurt Schulte**, Counsel * **Meaghan Marino**, Dir. of Finance and Administration *
Gina Gardner, Marketing Coordinator * **Nasim Vargha**, Administrative Assistant

The Mission of Otsego Now is to transform Otsego County's economy so that it can provide a prosperous livelihood for all its residents by attracting and retaining business investment from established and growing firms that will bring high-paying skilled jobs to our community.

COIDA BOARD AGENDA

THURSDAY, APRIL 27TH, 2023

- ROLL CALL
- CHAIR'S REMARKS
- APPROVAL OF MEETING MINUTES
 - March 23rd, 2023 – Meeting Minutes
- REPORT OF THE AUDIT & FINANCE COMMITTEE AND TREASURER
- BILLS AND COMMUNICATIONS
- REPORT OF THE PROJECTS COMMITTEE
- NEW AND UNFINISHED BUSINESS
 - SKYLINE HOSPITALITY
 - HIRING OF TAMMY GRAVES AS PART TIME INNOVATION MARKETING DIRECTOR
 - RICHFIELD SPRINGS UPDATE
 - PILOT PROGRAM REQUEST FROM COUNTY
- PUBLIC COMMENT PERIOD
- EXECUTIVE SESSION (IF NEEDED)
- ADJOURNMENT

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY

March 23rd, 2023

MEETING MINUTES

CALL TO ORDER

Chair, C. Robinson, joined the meeting virtually and called to order the meeting of COIDA at 8:01am. M. Marino conducted roll call and determined there was a quorum. Voting members present included:

Cheryl Robinson (v)
Jeffrey Lord
Patricia Kennedy
James Seward

David Rowley
Jeffery Joyner
Tom Armao
Craig Gelbsman

Absent Board Member(s): Andrew Marietta

Also, in attendance:

STAFF

Jody Zakrevsky, **CEO**
Meaghan Marino, **Dir. of Finance and Administration**
Gina Gardner, **Marketing Coordinator**
Nasim Vargha **Administrative Assistant**
Kurt Schulte, **Counsel (v)**

GUESTS

Shannon Wagner, **Hodgson Russ LLP (v)**

(v) – virtual and did not count toward the voting quorum

CHAIR'S REMARKS

Chair, C. Robinson, welcomed fellow board members and staff to the March board meeting and moved immediately onto the agenda.

MEETING MINUTES

C. Robinson presented the meeting minutes from the February 23rd, 2023 COIDA board meeting. Board members were given a copy of the minutes prior to the meeting for review.

C. Robinson then presented the meeting minutes from the March 9th, 2023 Special Board Meeting. Board members were given a copy of the minutes prior to the meeting for review.

J. Joyner made a motion to approve the February 23rd Board minutes and the March 9th Special Board minutes. The motion was seconded by D. Rowley and was approved by the remaining members present.

BILLS & COMMUNICATIONS

M. Marino explained that one significant bill was for the work done by AJL Plumbing and Heating at 139 Commerce Road to replace the two heaters. The bill was approved on an emergency basis at the March 9 Audit & Finance meeting. The other significant bill was for the NYS Economic Development Council's annual meeting and welcome reception that will be held in Cooperstown. She noted that the rest of the bills were normal operating expenses.

D. Rowley made a motion to approve the payment of bills. J. Lord seconded the motion, and it was approved by the remaining members.

COMMITTEE REPORTS

- ❖ Audit & Finance – The Audit & Finance Committee meeting was held on March 9th, 2023. J. Lord, Chair of the Committee, referred board members to the draft of the meeting minutes that had been provided to them.
- ❖ Governance Committee – The Governance Committee meeting was held on January 12th, 2023. The Governance Committee meets quarterly, and the next meeting will take place on April 13th, 2023.
- ❖ Projects Committee – The Projects Committee meeting was held on March 9th, 2023. T. Armao, Chair of the Committee, referred board members to the draft meeting minutes that had been provided to them.

NEW BUSINESS / UNFINISHED BUSINESS

Review and Approve PARIS Reports for Annual Report, Certified Financial Audit, Procurement Report, and Investment Report for the COIDA and the ORYLDC: C. Robinson noted that one of the PARIS reports has been left blank because J. Zakrevsky was still waiting for the board evaluations to be returned. J. Zakrevsky explained that the reports covered relatively standard information. In the summary of financial statements, J. Zakrevsky noted that the information was taken directly from the audit, and that the ORYLDC information was separated from the COIDA audit. He also reported that the agency had no outstanding debt. The certified reports are due at the end of the month and the agency is on track to submit them on time. J. Zakrevsky said that he had received an email from the Authority Budget Office stating that the agency was delinquent in submitting its reports last year, but the email was actually meant for the Otsego County Development Corporation.

D. Rowley made a motion to approve the PARIS reports for the COIDA and the PARIS reports for the ORYLDC. J. Seward seconded the motion, and it was approved by the remaining members present.

C. Robinson then asked Vice Chair D. Rowley to lead the meeting due to technical difficulties.

Accepting proposal from CBRE, Inc., Valuation & Advisory Group: J. Zakrevsky explained that CBRE had lowered the appraisal rate at \$3,250 per appraisal or \$6,500 for both. He recommended that the board accept the proposal because the IDA has worked with CBRE in the past and they are very qualified to do the appraisals. D. Rowley asked what the scope of the appraisal would be and J. Zakrevsky explained that they would be appraising four lots in the Oneonta Business Park and the entire Oneonta Railyards.

T. Armao made a motion to accept the CBRE proposal. J. Seward seconded the motion, and it was approved by the remaining members present.

Authorizing Gina Gardner to attend the International Conference on Business Incubation in Detroit: D. Rowley asked if it was necessary to vote on G. Gardner being authorized to attend the ICBI in Detroit and suggested that it was an operations issue that did not need to be authorized by the board.

Approving changes to the Otsego Now Employee's Handbook: J. Zakrevsky explained that the changes to the Otsego Now Employee's Handbook would need to be approved by motion. He said that the changes included the removal of Martin Luther King Jr. Day as a paid holiday, and the addition of sections covering vacation time, personal time, and sick leave.

J. Seward made a motion to approve the changes to the Otsego Now Employee's Handbook. J. Lord seconded the motion, and it was approved by the remaining members present.

Resolution – Authorizing signing of third-party Custodian Agreement with NBT Bank, N.A. and The Bank of New York Mellon: J. Zakrevsky explained that he was asked at the last meeting to compare CD rates and wanted to recommend choosing NBT Bank at 4.25% for 10 months. But shortly after sending the board agendas out, M. Marino received an email from Community Bank stating that they could offer 4.25% for 6 months or 4.5% for one year. J. Zakrevsky said that after receiving the rates from Community Bank, he is recommending that the CD is renewed with Community Bank with 4.25% for 6 months. He noted that the rates may go up after 6 months and the IDA may need the money flexibility for the Richfield Springs project. T. Armao asked if a motion was needed, and M. Marino said that it would only be needed if the CD was being transferred to a different bank.

Extension of Natural Gas in Richfield Springs: J. Zakrevsky explained that NYSEG had met with the Public Service Commission to discuss the extension of natural gas to the Richfield Springs site. He reported that they are recommending a greenhouse gas emission study to determine the potential energy loads required for natural gas and to increase efficiency. J. Zakrevsky noted that there would be a meeting on Monday with himself, NYSEG, the Public Service Commission, and J. Seward. Additionally, he received an email from John Hamor of Capital Energy Partners and will be meeting with him and his son Michael Hamor before the meeting on Monday to discuss how to approach the meeting with NYSEG and the PSC. Capital Energy Partners is an energy company that works with utilities such as NYSEG, and J. Hamor has done testimony in front of the PSC before. J. Zakrevsky explained that M. Hamor is familiar with the members of the PSC and recommended hiring Capital Energy Partners to assist with this issue. He noted that they were originally asking for \$5,000 a month for 6 months but have now agreed to do \$3,500 per month with an option to terminate within 30 days. J. Zakrevsky added that only 12-13 acres of the site are being developed and will require gas, so some of the studies may not be needed.

After a brief discussion, T. Armao made a motion to hire Capital Energy Partners at \$3,500 per month for 6 months. J. Joyner seconded the motion, and it was approved by the remaining members present.

RESOLUTIONS

There were no Resolutions for this meeting.

PUBLIC COMMENT

There were no Public Comments for this meeting.

ADJOURNMENT

J. Joyner made a motion to adjourn the meeting of the IDA board at 8:20am.

UPCOMING MEETING SCHEDULE

- COIDA/OCCRC Audit & Finance Committee Meeting / Projects Committee Meeting/Governance Committee Meeting – April 13th, 2023
- COIDA/OCCRC Board Meeting – April 27th, 2023

***All meetings are held at the Otsego Now offices at 189 Main Street, Oneonta. NY. 13820, unless otherwise specified.**

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

**AUDIT & FINANCE COMMITTEE
APRIL 13TH, 2023
MEETING MINUTES**

CALL TO ORDER

The COIDA and OCCRC's joint Audit & Finance Committee meeting was called to order at 8:03am at the Otsego Now offices at 189 Main Street in Oneonta, NY. Members present included:

Cheryl Robinson
Tom Armao
Andrew Marietta
Craig Gelbsman

David Rowley
James Seward
Jeffrey Lord

Absent Member(s): Jeffery Joyner, Patricia Kennedy

Also, in attendance:

STAFF

Jody Zakrevsky, **CEO**
Gina Gardner, **Marketing Coordinator**
Nasim Vargha, **Administrative Assistant**

CHAIR'S COMMENTS

J. Lord, Chair of the Audit & Finance Committee moved immediately onto the agenda.

MEETING MINUTES

J. Lord requested a motion to approve the meeting minutes from the March 9th Audit & Finance Committee meeting. Members were given the draft minutes prior to the meeting for review. There being no corrections, D. Rowley made a motion to approve the meeting minutes. C. Robinson seconded the motion, and it was approved by remaining members.

PAYMENT OF BILLS

J. Lord reviewed the bills and deposits made since the March Audit & Finance committee meeting. Committee members received a report of the expenses and deposits prior to the meeting to review. Most of the bills presented were normal operating expenses for the agency. J. Lord noted that the largest expenses were for the 2022 Audits for COIDA and the OCCRC, as well as the umbrella insurance policy.

There were no questions about the bills, so C. Gelbsman made a motion to approve the payment of bills. D. Rowley seconded the motion, and it was approved by the remaining members.

REVIEW OF FINANCIALS

J. Zakrevsky reviewed the financials and stated that the IDA is about \$17,000 ahead of last year. C. Robinson pointed out that the balance sheet actually showed a decrease of about \$30,000. J. Lord asked J. Zakrevsky if he was referring to the month-to-month change or the difference in the two year-to-date amounts. J. Lord noted that he was comparing the -\$91,000 from last year's YTD to the -\$120,000 of this year's YTD. J. Zakrevsky said that the decrease was due mainly to the depreciation of the IDA's fixed assets. C. Robinson noted that depreciation appeared to be the same as last year. She added that General Maintenance appeared to be the largest expense and asked what constituted General Maintenance. J. Zakrevsky explained that the repairs to the IOXUS building and the rise in staff costs fell under General Maintenance and would explain the increase. He added that the audits were done earlier this year, so those expenses were also included in the YTD total.

NEW AND UNFINISHED BUSINESS

Insurance Coverage for Clean-Up Event at the Oneonta Railyards: J. Zakrevsky explained that G. Gardner has been organizing a clean-up event for the Oneonta Railyards. Because there will be volunteers attending, the IDA will be taking out a short-term liability policy that will cost \$300. J. Seward asked what the volunteers would be doing, and G. Gardner replied that they would be picking up trash in the wetlands throughout the Railyards. The trash will be bagged and then picked up by the City of Oneonta.

Buying Additional Adobe Pro Software: J. Zakrevsky said that he has been using Adobe Pro to create the meeting packets that are required to be posted online prior to board and committee meetings. The software is only on his computer and cannot be transferred, so he would like to purchase another copy of the software to be put on N. Vargha and G. Gardner's computers. C. Robinson recommended looking into free versions of the Adobe software to see if they would have the needed features.

ADJOURNMENT

There being no further business to discuss, C. Robinson made a motion to adjourn the Audit & Finance committee meeting at 8:13am.

UPCOMING MEETING SCHEDULE

The next Audit & Finance Committee meeting is May 11th, 2023 at 8:00am.

COIDA EXPENSES
4/13/2023 - 4/26/2023

Vendor	Amount Due	Due Date	Reimbursable?	Notes
BST	\$65.00			QBO fee
Edie Halstead	\$391.00			office cleaning
Fyr Fyter	\$1,538.30			sprinkler system test, victaulic fireloc, valve check, misc. fittings (139 Commerce Road)
ISD	\$716.93			antivirus software subscription (late), gotomeeting pc annual subscription (late),
Keystone Associates	\$12,692.94			additional engineering services (Richfield Springs)
MELEX	\$4,116.67			April rent
Railroad Management Company	\$610.61	1-Apr		license fees (late)
Spectrum	\$299.95	1-May		otsego now wifi and voice

COIDA TOTAL	\$20,431.40
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COIDA DEPOSITS 4/13/2023 - 4/26/2023

Vendor	Amount	Date of Deposit	Notes
James Stevenson	\$500.00	18-Apr	April rent
Otsego County	\$275,000.00	17-Apr	2023 general assistance
ARCH Insurance	\$1,903.71	21-Apr	paid family leave reimbursement for Meaghan Marino

TOTAL	\$277,403.71
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**COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY
OTSEGO COUNTY CAPITAL RESOURCE CORPORATION**

**PROJECTS COMMITTEE
APRIL 13th, 2023
MEETING MINUTES**

CALL TO ORDER

The COIDA and OCCRC's joint Projects Committee meeting was called to order at 8:13am at the Otsego Now offices at 189 Main Street in Oneonta, NY. Members present included:

Tom Armao
David Rowley
Andrew Marietta
Craig Gelbsman

James Seward
Jeffrey Lord Jeffrey Joyner
Cheryl Robinson

Absent members: Jeffery Joyner, Patricia Kennedy

Also, in attendance:

STAFF
Jody Zakrevsky, **CEO**
Gina Gardner, **Marketing Coordinator**
Nasim Vargha, **Administrative Assistant**

CHAIR'S REMARKS

Projects Chair, T. Armao, moved immediately into the agenda.

MEETING MINUTES

T. Armao requested a motion to approve the March 9th 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. Seward 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 March 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 Railyards: J. Zakrevsky mentioned that there was not much to report about the Railyards. There will be a clean-up day on April 19th to remove trash from the wetlands. He also noted that the property appraisals are underway. T. Armao pointed out that the Railyards have been difficult to get off the ground and he asked if the IDA paid a lot of money for them. J. Zakrevsky replied that the cost was not extreme, but it has become more expensive with the number of environmental reviews that have to be done.

Richfield Springs: J. Zakrevsky reported that he had received all of the construction bids, and the lowest bid was from Anjo Construction for \$1,693,611.11. Anjo Construction's bid was approximately \$75,235 less than the engineer's estimate. He noted that this estimate does not include the natural gas and electric which would be done by NYSEG. J. Zakrevsky also explained that the Town of Richfield has approved the site plan submission and is seeking review. He added that because of the approval that the IDA had received about 15 years ago, they did not charge an application fee. The issue of NYSEG approving the gas line extension has not yet been brought to the Public Service Commission, but everything has been submitted to NYSEG. J. Zakrevsky noted that he was just waiting for Andela Products to submit the request for service. J. Seward explained that the RS site is outside of NYSEG's franchise area for gas, and the adjustment of the area could take up to 90 days. J. Zakrevsky reported that the Appalachian Regional Commission has approved the IDA's \$500,000 grant. He also mentioned that the proposals for construction management will be due on April 14. Four proposals are expected to be submitted. T. Armao asked if there is an expected start date, and J. Zakrevsky replied that he hopes to have EDA approve the bids by the end of the month and then bring it to the board. D. Rowley asked if J. Zakrevsky was worried about cash flow for the RS project. J. Zakrevsky explained that he was worried because the ESD grant of \$325,000 will not be reimbursed until the project is complete. The EDA and ARC grants will be merged, totaling approximately \$1.7 million, but will be dispersed every two months. J. Zakrevsky noted that the contractor would be submitting \$200,000 every month, so he is worried about cash flow during that break between grant disbursements. C. Robinson said that a two-month lag seemed short, and encouraged looking into how long the expected lag would be. J. Lord added that it would be beneficial to look at the scope and timeframe of the construction project and when advanced requests would come in. J. Zakrevsky replied that he would go over these concerns with the construction manager once one is selected. D. Rowley noted that the concern over cash flow would be during the initial payment before reimbursement. T. Armao also reported that Burr Truck would be withdrawing from the market on May 1st, but they will still be paying rent to the IDA.

Innovation Acceleration Center (IAC): G. Gardner reported that the IAC is looking at expanding its partners and she met with Creekside Industries to discuss how they might collaborate with the IAC. She also met with the owner of Vesucre, a vegan ice cream replacement company, to talk about how the IAC can assist them with expansion. G. Gardner explained that she is looking for an intern from either SUNY Oneonta, Hartwick, or BOCES to complete market

research. Otsego Now and the IAC have also committed sponsorship for WhatsupstateNY.com. G. Gardner reported that she will be putting together commercial videos for Vesucre as well as attending the upcoming Innovation Conference in Detroit. The IAC will also be resubmitting the RISE application for \$1.3 million. A. Marietta expressed that connecting with WhatsupstateNY would be beneficial. He also questioned how much each partner would be committing because the project tracker stated that the IDA and the IAC have committed \$2,000 each. The board had previously been told that each of the ten partners would be contributing \$1,000. J. Zakrevsky explained that in the beginning there was a shortage of \$4,000 so it was originally covered by the IDA and the IAC. He is waiting to hear back about the breakdown of the commitments. A. Marietta said that it was reported at a County Board meeting that there are ten partners, two of which are the IDA and the IAC. D. Rowley asked what the connection was between the IAC and Harwick or SUNY Oneonta. G. Gardner said that her connections at SUNY Oneonta have been helpful, but Harwick has been unresponsive to her efforts to collaborate. A. Marietta pointed out that they may feel that the innovation center at Hartwick needs to be up and running before pursuing collaborators. After a brief discussion, T. Armao noted having two innovation centers in a small community is hard without collaboration. C. Robinson emphasized that it would be beneficial to meet with the person in charge at Harwick and establish how the two entities might work together. G. Gardner explained that she also spoke with someone at Southern Tier 8 regarding a new ARC grant for the IAC but was told that because they have already put money into the innovation center at Harwick it would be unlikely that they would award money to the IAC. G. Gardner has a meeting set up in May to tour the innovation center at Hartwick and discuss collaboration.

NEW/UNFINISHED BUSINESS

Skyline Hospitality Public Hearing: J. Zakrevsky reported that Skyline Hospitality is planning on constructing a hotel in Hartwick. Since the initial request, the project cost has gone from \$11 million to approximately \$18-\$20 million. Skyline Hospitality will also require more sales tax, mortgage recording tax, and real property tax which will equal over \$100,000 of additional benefits. Because of these changes, the IDA is required to hold another public hearing. J. Lord asked what the scope of the project was, and J. Zakrevsky replied that the hotel would be four stories with about 200 rooms. The public hearing will be held on April 18th at 10:30am in Hartwick. The board will vote on the issue at the April meeting. C. Robinson noted that the board should be shown all of the updated documents before making a decision. J. Seward asked if the scope of the project has remained the same, and J. Zakrevsky replied that it had stayed the same.

ADJOURNMENT

There being no further business to discuss, C. Robinson made a motion to adjourn the Projects Committee meeting at 8:48am.

UPCOMING MEETING SCHEDULE

The next Projects Committee meeting will be held on May 11th, 2023, at 8:00am.

**SUPPLEMENTAL PUBLIC HEARING PURSUANT TO
SECTION 859-a OF
THE GENERAL MUNICIPAL LAW**

Minutes of the Supplemental Public Hearing Held on April 18, 2023

Agency	County of Otsego Industrial Development Agency (the “Agency”)
Project Beneficiary:	Skyline Hospitality LLC (the “Company”)
Project Location:	Town of Hartwick, Otsego County, New York
Hearing Date:	April 18, 2023
Hearing Time:	10:30 o’clock a.m.
Hearing Location:	Town of Hartwick Town Hall located at 103 Town Drive in the Town of Hartwick, Otsego County, New York

Opening Remarks

Good morning.

My name is Jody Zakrevsky, and I am the Chief Executive Officer of County of Otsego Industrial Development Agency (the “Agency”) in connection with the project which is the subject of this supplemental public hearing (the “Supplemental Public Hearing”).

Today I am holding this Supplemental Public Hearing to allow citizens to make a statement, for the record, relating to the involvement of the Agency with a project (the “Proposed Project”) for the benefit of Skyline Hospitality LLC, a New York State limited liability company (the “Company”).

The Proposed Project consists of the following: (A) (1) the acquisition of an interest in approximately 6.1503 acres of land located at 4882 State Highway 28 (Tax Map No. 146.00-1-26.04) in the Town of Hartwick, Otsego County, New York (the “Land”), (2) the construction on the Land of a new building to contain approximately 60,000 square feet of space (the “Facility”) and (3) the acquisition and installation of certain machinery and equipment therein and thereon (collectively, the “Equipment”) (the Land, the Facility and the Equipment hereinafter referred to as the “Project Facility”), all of the foregoing to be owned and operated by the Company as a hotel facility and other directly and indirectly related activities; (B) the granting of certain “financial assistance” (within the meaning of Section 854(14) of the Act) with respect to the foregoing, including potential exemptions from certain sales and use taxes, real property taxes, real estate transfer taxes and mortgage recording taxes (collectively, the “Financial Assistance”); and (C) the lease (with an obligation to purchase) or sale of the Project Facility to the Company or such other person as may be designated by the Company and agreed upon by the Agency. This Project was the subject of a public hearing held by the Agency on May 13, 2020 (the “Prior Public Hearing”).

I intend to provide general information on the Agency’s general authority and public purpose to provide assistance to this Proposed Project. I will then open the comment period to receive comments from all present who wish to comment on either the Proposed Project or the Financial Assistance contemplated by the Agency with respect to the Proposed Project.

Legal Authorization and Powers of the Agency

The provisions of Chapter 1030 of Laws of 1969 of New York, constituting Title I of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York as amended, and Chapter 252 of the 1973 Laws of the State of New York, as amended, codified as Section 910-a of said General Municipal Law (collectively, the “Act”), authorize the Agency to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining and equipping and furnishing of manufacturing, warehousing, research, commercial and industrial facilities, among others.

Purpose of this Supplemental Public Hearing

Pursuant to Section 859-a(2) of the General Municipal Law of the State of New York (the “Act”), prior to the Agency providing any “financial assistance” (as defined in the Act) of more than \$100,000 to any project, the Agency, among other things, must hold a public hearing pursuant to Section 859-a of the Act with respect to said project. Since the proposed “financial assistance” to be provided by the Agency with respect to the Proposed Project may exceed \$100,000, then prior to providing any “financial assistance” (as defined in the Act) of more than \$100,000 to the Proposed Project, the Agency must hold a public hearing on the nature and location of the Project Facility and the proposed “financial assistance” to be provided by the Agency with respect to the Proposed Project.

Subsequent to the Prior Public Hearing, the Agency received an amendment to the Initial Application (the Initial Application, as amended is herewith referred to as the “Application”) providing for certain amendments to the Initial Application, which amendments revised Project costs and amounts of Financial Assistance resulting in the need for the Agency, pursuant to Section 859-a of the Act, to hold this Supplemental Public Hearing.

Pursuant to the Application, the staff of the Agency caused notice of this Supplemental Public Hearing to be (A) mailed on April 4, 2023 to the chief executive officers of Otsego County, the Town of Hartwick and the Cooperstown Central School District and (B) published on April 6, 2023 in The Daily Star, a newspaper of general circulation available to the residents of the Town of Hartwick, Otsego County, New York. In addition, the Chief Executive Officer of the Agency caused notice of this Public Hearing to be posted on April 4, 2023 on the Agency’s website and on April 4, 2023 on a public bulletin board located at the Town of Hartwick Town Hall located at 103 Town Drive, in the Town of Hartwick, Otsego County, New York.

Copies of the notice of this Supplemental Public Hearing are available on the table.

Now, unless there is any objection, I am going to suggest waiving the full reading of the notice of this Supplemental Public Hearing, and instead request that the full text of the notice of this Supplemental Public Hearing be inserted into the record of this Supplemental Public Hearing.

The comments received today at this Supplemental Public Hearing will be presented to the members of the Agency at or prior to the meeting at which the members of the Agency will consider whether to approve the undertaking of the Proposed Project by the Agency and the granting by the Agency of any “financial assistance” in excess of \$100,000 with respect to the Proposed Project.

Written Comments

The notice of this Supplemental Public Hearing indicated that written comments could be addressed to: Jody Zakrevsky, Chief Executive Officer of the Agency. No written comments have been

received by the Agency prior to this Supplemental Public Hearing.

Remarks by the Company

I will now introduce Niren Patel of the Company, who will describe the Proposed Project in further detail.

Open Supplemental Public Hearing to the Floor for Comments

I will now open this Supplemental Public Hearing for public comment at 10:36o'clock, a.m.

By way of operating rules, if you wish to make a public comment, please raise your hand, and I will call on you. Please wait to be recognized, once recognized, please stand and state your name and address for the record.

When everyone has had the opportunity to speak, I will conclude this Supplemental Public Hearing. A record of this Supplemental Public Hearing will be prepared and reviewed by the members of the Agency in connection with the Agency's consideration of the Proposed Project.

Again, the purpose of this Supplemental Public Hearing is to solicit public comment. We are not here to answer questions. However, we will in the course of this Supplemental Public Hearing consider questions if we have the information to answer the questions and there is sufficient time to consider such questions.

I will now ask if there is anyone in attendance who wishes to comment on either the nature and location of the Project Facility or the proposed "financial assistance" being contemplated by the Agency with respect to the Proposed Project.

For the record, please state your name and indicate your comments on either the Proposed Project or the proposed "financial assistance" being contemplated by the Agency with respect to the Proposed Project.

My name is Sarah Spross and I am the Superintendent for the Cooperstown School District. I just wanted to come and see how the public hearing is conducted and how the process works. Thank you.

Formal closure of the supplemental public hearing

So, if there are no further comments, I will now close this Supplemental Public Hearing at 10:45 o'clock, a.m.

Thank you for attending.

COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY

APPLICATION

IMPORTANT NOTICE: The answers to the questions contained in this application are necessary to determine your firm's eligibility for financing and other assistance from the County of Otsego Industrial Development Agency. These answers will also be used in the preparation of papers in this transaction. Accordingly, all questions should be answered accurately and completely by an officer or other employee of your firm who is thoroughly familiar with the business and affairs of your firm and who is also thoroughly familiar with the proposed project. This application is subject to acceptance by the Agency.

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

This application by applicant respectfully states:

APPLICANT: Skyline Hospitality LLC

APPLICANT'S STREET ADDRESS: 5206 State Highway 23

CITY: Oneonta STATE: NY ZIP CODE: 13820

PHONE NO.: 408-621-2512 FAX NO.: N/A E-MAIL: myskylinehotels@gmail.com

NAME OF PERSON(S) AUTHORIZED TO SPEAK FOR APPLICANT WITH RESPECT TO THIS APPLICATION:

IF APPLICANT IS REPRESENTED BY AN ATTORNEY, COMPLETE THE FOLLOWING:

NAME OF FIRM: Westfall Law PLLC

NAME OF ATTORNEY: Melody D. Westfall, Esq; Ethan M. Peterson, Esq.

ATTORNEY'S STREET ADDRESS: 247 West Fayette Street, Suite 203

CITY: Syracuse STATE: New York ZIP CODE: 13202

PHONE NO.: 315-412-0440 FAX NO.: 315-216-5388 E-MAIL: mwestfall@westfalllaw.com

NOTE: PLEASE READ THE INSTRUCTIONS ON PAGE 2 HEREOF BEFORE FILLING OUT THIS FORM.

INSTRUCTIONS

1. The Agency will not approve any application unless, in the judgment of the Agency, said application and the summary contains sufficient information upon which to base a decision whether to approve or tentatively approve an action.
2. Fill in all blanks, using “none” or “not applicable” or “N/A” where the question is not appropriate to the project which is the subject of this application (the “Project”).
3. If an estimate is given as the answer to a question, put “(est)” after the figure or answer which is estimated.
4. If more space is needed to answer any specific question, attach a separate sheet.
5. When completed, return two (2) copies of this application to the Agency at the address indicated on the first page of this application.
6. The Agency will not give final approval to this application until the Agency receives a completed environmental assessment form concerning the Project which is the subject of this application.
7. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and copying. If the applicant feels that there are elements of the Project which are in the nature of trade secrets or information, the nature of which is such that if disclosed to the public or otherwise widely disseminated would cause substantial injury to the applicant’s competitive position, the applicant may identify such elements in writing and request that such elements be kept confidential in accordance with Article 6 of the Public Officers Law.
8. The applicant will be required to pay to the Agency all actual costs incurred in connection with this application and the Project contemplated herein (to the extent such expenses are not paid out of the proceeds of the Agency’s bonds issued to finance the project). The applicant will also be expected to pay all costs incurred by general counsel and bond counsel/special counsel to the Agency. The costs incurred by the Agency, including the Agency’s general counsel and bond counsel, may be considered as a part of the project and included as a part of the resultant bond issue.
9. The Agency has established an application fee of Two Hundred Dollars (\$200) to cover the anticipated costs of the Agency in processing this application. A check or money order made payable to the Agency must accompany each application. **THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS ACCOMPANIED BY THE APPLICATION FEE.**

10. The Agency has established a project fee for each project in which the Agency participates. UNLESS THE AGENCY AGREES IN WRITING TO THE CONTRARY, THIS PROJECT FEE IS REQUIRED TO BE PAID BY THE APPLICANT AT OR PRIOR TO THE GRANTING OF ANY FINANCIAL ASSISTANCE BY THE AGENCY.

FOR AGENCY USE ONLY

1. Project Number	
2. Date application Received by Agency	, 20
3. Date application referred to attorney for review	, 20
4. Date copy of application mailed to members	, 20
5. Date notice of Agency meeting on application posted	, 20
6. Date notice of Agency meeting on application mailed	, 20
7. Date of Agency meeting on application	, 20
8. Date Agency conditionally approved application	, 20
9. Date scheduled for public hearing	, 20
10. Date Environmental Assessment Form ("EAF") received	, 20
11. Date Agency completed environmental review	, 20
12. Date of final approval of application	_____, 20____

AGENCY FEE SCHEDULE INFORMATION

1. APPLICATION FEE: \$200.00 (Non-refundable)

2. AGENCY FEE:

- (a) Bond Transactions: 1% of bond amount
- (b) Sale Leaseback Transactions: 1% of Total Project Cost (see page 14) plus annual administrative fee based upon the size and complexity of project reporting

3. AGENCY LOCAL COUNSEL FEE:

- (a) \$3,000 minimum agency counsel fee
- (b) 1% up to and including \$1,500,000
- (c) 1/2 of 1% for all amounts in excess of \$1,500,000

- (d) \$20,000 maximum agency counsel fee, provided that an additional counsel fee at a rate of \$100/hour may be charged in special circumstances
- (e) disbursements (e.g., photocopying, telephone charges, postage) are charged in addition to the legal fee

4. AGENCY SPECIAL COUNSEL AND BOND COUNSEL FEE:

In connection with the Project there will be fees of the Agency's Special Counsel/Bond Counsel. The amount of such fees is based on, among other things, the structure and size of the financing. An estimate of such fees will be provided shortly after the applicant delivers the Application to the Agency.

SUMMARY OF PROJECT

Applicant: Skyline Hospitality LLC

Contact Person: Melody D. Westfall, Esq.

Phone Number: 315-412-0440

Occupant: N/A - New Build

Project Location: 4882 State Highway 28, Cooperstown, NY 13326

Approximate Size of Project Site: 6.1503 acers (per deed)

Description of Project: Construction & Operation of Hampton Inn Hotel

Type of Project: [] Manufacturing [] Warehouse/Distribution
[] Commercial [] Not-For-Profit
[] Other-Specify

Employment Impact: Existing Jobs
New Jobs 41 within the first four years(est)

Project Cost: \$ 20,500,000.00

Type of Financing: [] Tax-Exempt [x] Taxable [] Straight Lease

Amount of Bonds Requested: \$ 0.00

Estimated Value of Tax-Exemptions:

N.Y.S. Sales and Compensating Use Tax: \$ 650,000.00
Mortgage Recording Taxes: \$ 153,750.00
Real Property Tax Exemptions: \$ 1,950(est) currently assessed as vacant parcel
Other (please specify): \$ 2,700(est) - School Tax

Provide estimates for the following:

Number of Full Time Employees at the Project Site before IDA Status: 0
Estimate of Jobs to be Created: 33
Estimate of Jobs to be Retained: 23

Average Estimated Annual Salary of Jobs to be Created:	<u>\$31,200</u>
Annualized Salary Range of Jobs to be Created:	<u>\$28,000 - \$56,000</u>
Estimated Average Annual Salary of Jobs to be Retained:	<u>\$31,200 - \$56,000</u>

I. INFORMATION CONCERNING THE PROPOSED OCCUPANT OF THE PROJECT (HEREINAFTER, THE "COMPANY").

A. Identity of Company:

1. Company Name: Skyline Hospitality LLC

Present Address: 5206 State Highway 23, Oneonta, NY - 13820

Zip Code: 13820

Employer's ID No.: 82-1574414

2. If the Company differs from the Applicant, give details of relationship:

N/A

3. Indicate type of business organization of Company:

a. _____ Corporation (If so, incorporated in what country?

What State? _____ Date Incorporated? _____ Type of Corporation? _____ Authorized to do business in New York? Yes ; No .

b. Partnership (if so, indicate type of partnership _____, Number of general partners ____, Number of limited partners ____).

c. Limited liability company, Date created? 5/16/2017.

d. Sole proprietorship

4. Is the Company a subsidiary or direct or indirect affiliate of any other organization(s)? If so, indicate name of related organization(s) and relationship:

N/A

B. Management of Company:

1. List all owners, officers, members, directors and partners (complete all columns for each person):

NAME (First, Middle, Last) HOME ADDRESS	OFFICE HELD	OTHER PRINCIPAL BUSINESS
Mayank Patel	Member	Oneonta Hotels llc
Niren Patel	Member	Oneonta Hotels llc
Nimisha Patel	Member	Oneonta Hotels llc

2. Is the Company or management of the Company now a plaintiff or a defendant in any civil or criminal litigation? Yes ; No .

3. Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)? Yes ; No .

4. Has any person listed above or any concern with whom such person has been connected ever been in receivership or been adjudicated a bankrupt? Yes ; No .
(If yes to any of the foregoing, furnish details in a separate attachment).

5. If the answer to any of questions 2 through 4 is yes, please, furnish details in a separate attachment.

C. Principal Owners of Company:

1. Principal owners of Company: Is Company publicly held? Yes ; No .
If yes, list exchanges where stock traded:

2. If no, list all stockholders having a 5% or more interest in the Company:

NAME	ADDRESS	PERCENTAGE OF HOLDING
Mayank Patel	5206 State Highway 23, Oneonta, NY-13820	50%
Niren Patel	8 Davis Dr, Oneonta, NY 13820	25%
Nimisha Patel	5206 State Highway 23 Oneonta, NY-13820	25%

D. Company's Principal Bank(s) of account: *Bank Of America*

II. DATA REGARDING PROPOSED PROJECT

A. Summary: (Please provide a brief narrative description of the Project.)

Construction of a Hampton Inn Hotel

B. Location of Proposed Project:

1. Street Address 4882 State Highway 28
2. City of
3. Town of Hartwick
4. Village of
5. County of Otsego

C. Project Site:

1. Approximate size (in acres or square feet) of Project site: *6.1503 Acres*
- Is a map, survey or sketch of the project site attached? Yes ; No .
2. Are there existing buildings on project site? Yes ; No .
- a. If yes, indicate number and approximate size (in square feet) of each existing building:

N/A

- b. Are existing buildings in operation? Yes ; No .
- If yes, describe present use of present buildings:

N/A

- c. Are existing buildings abandoned? Yes ; No . About to be abandoned? Yes ; No . If yes, describe:

N/A

- d. Attach photograph of present buildings.

3. Utilities serving project site:
 Water-Municipal:
 Other (describe) On Site well
 Sewer-Municipal:
 Other (describe) on Site Septic System
 Electric-Utility:
 Other (describe) NYSEG
 Heat-Utility: NYSEG - HEAT
 Other (describe) Propane - used to heat Pool

4. Present legal owner of project site: Skyline Hospitality LLC

- a. If the Company owns project site, indicate date of purchase:
 October 9, 2018; Purchase price: \$590,000.
- b. If Company does not own the Project site, does Company have option signed with owner to purchase the Project site? Yes ; No . If yes, indicate date option signed with owner: _____, 20__; and the date the option expires: _____, 20__.
- c. If the Company does not own the project site, is there a relationship legally or by common control between the Company and the present owners of the project site? Yes ; No . If yes, describe:

5. a. Zoning District in which the project site is located:

- b. Are there any variances or special permits affecting the site? Yes ; No . If yes, list below and attach copies of all such variances or special permits:

D. Buildings:

1. Does part of the project consist of a new building or buildings? Yes ; No . If yes, indicate number and size of new buildings:

1 Building - 60,000 Sq. Ft.

2. Does part of the project consist of additions and/or renovations to the existing buildings? Yes ; No . If yes, indicate the buildings to be expanded or renovated, the size of any expansions and the nature of expansion and/or renovation:

3. Describe the principal uses to be made by the Company of the building or buildings to be acquired, constructed or expanded:

Operation Of a Hampton Inn Hotel

E. Description of the Equipment:

1. Does a part of the Project consist of the acquisition or installation of machinery, equipment or other personal property (the "Equipment")? Yes ; No .
If yes, describe the Equipment:

Wastewater treatment, 30k Gallon water storage tank, Diesel Generator, well Pump, Water sanitation system, Fire Pump, laundry machine etc.

2. With respect to the Equipment to be acquired, will any of the Equipment be Equipment which has previously been used? Yes ; No . If yes, please provide detail:

3. Describe the principal uses to be made by the Company of the Equipment to be acquired or installed:

To treat wastewater, To store water for fire dept, as a back up power

To provide water, To treat well water, to ensure amenities are clean

F. Project Use:

1. What are the principal products to be produced at the Project?

N/A

2. What are the principal activities to be conducted at the Project?

Temporary Housing/Hotel

3. Does the Project include facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities? Yes ; No . If yes, please provide detail:

Hotel Temporary housing

4. If the answer to question 3 is yes, what percentage of the cost of the Project will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project? 90 %

5. If the answer to question 3 is yes, and the answer to question 4 is more than 33.33%, indicate whether any of the following apply to the Project:

a. Will the Project be operated by a not-for-profit corporation? Yes ; No . If yes, please explain:

b. Is the Project likely to attract a significant number of visitors from outside the economic development region in which the Project will be located? Yes ; No . If yes, please explain:

Travellers Staying at Hotel

c. Would the Project occupant, but for the contemplated financial assistance from the Agency, locate the related jobs outside the State of New York? Yes ; No . If yes, please explain:

d. Is the predominant purpose of the Project to make available goods or services which would not, but for the Project, be reasonably accessible to the residents of the city, town or village within which the Project will be located, because of a lack of reasonably accessible retail trade facilities offering such goods or services? Yes ; No . If yes, please provide detail:

e. Will the Project be located in one of the following: (i) an area designed as an economic development zone pursuant to Article 18-B of the General Municipal Law; or (ii) a census tract or block numbering area (or census tract or block numbering area contiguous thereto) which, according to the most recent census data, has (x) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of households receiving public assistance, and (y) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates? Yes ; No . If yes, please explain:

6. If the answers to any of subdivisions c. through e. of question 5 is yes, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York? Yes ; No . If yes, please explain:

7. Will the completion of the Project result in the removal of a plant or facility of the Company or another proposed occupant of the Project (a "Project Occupant") from one area of the State of New York to another area of the State of New York? Yes ;

No . If yes, please explain:

8. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Company located in the State of New York? Yes ; No . If yes, please provide detail:

9. If the answer to either question 7 or question 8 is yes, indicate whether any of the following apply to the Project:

a. Is the Project reasonably necessary to preserve the competitive position of the Company or such Project Occupant in its industry? Yes ; No . If yes, please provide detail:

b. Is the Project reasonably necessary to discourage the Company or such Project Occupant from removing such other plant or facility to a location outside the State of New York? Yes ; No . If yes, please provide detail:

10. Will the Project be owned by a not-for-profit corporation? Yes ; No . If yes, please provide detail:

11. Will the Project be sold or leased to a municipality? Yes ; No . If yes, please provide detail:

G. Other Involved Agencies:

1. Please indicate all other local agencies, boards, authorities, districts, commissions or governing bodies (including any city, county and other political subdivision of the State of New York and all state departments, agencies, boards, public benefit corporations, public authorities or commissions) involved in approving or funding or directly undertaking action with respect to the Project. For example, do you need a municipal building permit to undertake the Project? Do you need a zoning approval to undertake the Project? If so, you would list the appropriate municipal building department or planning or zoning commission which would give said approvals. Town of Harwick, SBA, DEC, DOT

2. Describe the nature of the involvement of the federal, state or local agencies described above: Town - Zoning and site plan approval, SBA - Financing, DEC - site plan approval, DOT - site plan approval

H. Construction Status:

1. Has construction work on this project begun? Yes ; No . If yes, please discuss in detail the approximate extent of construction and the extent of completion. Indicate in your answer whether such specific steps have been completed as site clearance and preparation; completion of foundations; installation of footings; etc.: Foundation walls are 100% installed, Footers have been installed 80%

Some site cleaning work has been completed

Stripped top soil from building site & parking lot, no retention areas

2. Please indicate amount of funds expended on this Project by the Company in the past three (3) years and the purposes of such expenditures:

\$1,822,078.83 (est)

3. Please indicate the date the applicant estimates the Project will be completed:
December 1 2024.

I. Method of Construction After Agency Approval:

1. If the Agency approves the project which is the subject of this application, there are two methods that may be used to construct the project. The applicant can construct the project privately and sell the project to the Agency upon completion. Alternatively, the applicant can request to be appointed as "agent" of the Agency, in which case certain laws applicable to public construction may apply to the project. Does the applicant wish to be designated as "agent" of the Agency for purposes of constructing the project? Yes ; No .

2. If the answer to question 1 is yes, does the applicant desire such "agent" status prior to the closing date of the financing? Yes ; No .

III. INFORMATION CONCERNING LEASES OR SUBLEASES OF THE PROJECT. (PLEASE COMPLETE THE FOLLOWING SECTION IF THE COMPANY INTENDS TO LEASE OR SUBLEASE ANY PORTION OF THE PROJECT).

A. Does the Company intend to lease or sublease more than 10% (by area or fair market value) of the Project? Yes ; No . If yes, please complete the following for each existing or proposed tenant or subtenant:

1. Sublessee name:
Present Address:
City: _____ State: _____ Zip:
Employer's ID No.:
Sublessee is: Corporation: Partnership: Sole Proprietorship
Relationship to Company:
Percentage of Project to be leased or subleased:
Use of Project intended by Sublessee:
Date of lease or sublease to Sublessee:
Term of lease or sublease to Sublessee:
Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes ; No . If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

2. Sublessee name:
Present Address:
City: _____ State: _____ Zip:
Employer's ID No.:
Sublessee is:
 Corporation: Partnership: Sole Proprietorship
Relationship to Company:
Percentage of Project to be leased or subleased:
Use of Project intended by Sublessee:
Date of lease or sublease to Sublessee:
Term of lease or sublease to Sublessee: _____
Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes ; No . If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

3. Sublessee name:
Present Address:
City: _____ State: _____ Zip:
Employer's ID No.:
Sublessee is:
_____ Corporation: _____ Partnership: _____ Sole Proprietorship
Relationship to Company:
Percentage of Project to be leased or subleased:
Use of Project intended by Sublessee:
Date of lease or sublease to Sublessee:
Term of lease or sublease to Sublessee:
Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project? Yes ; No . If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

B. What percentage of the space intended to be leased or subleased is now subject to a binding written lease or sublease?

IV. EMPLOYMENT IMPACT

A. Indicate the number of people presently employed at the Project site and the **additional** number that will be employed at the Project site at the end of the first and second years after the Project has been completed, using the tables below for (1) employees of the Applicant, (2) independent contractors, and (3) employees of independent contractors. (Do not include construction workers). Also indicate below the number of workers employed at the Project site representing newly created positions as opposed to positions relocated from other project sites of the applicant. Such information regarding relocated positions should also indicate whether such positions are relocated from other project sites financed by obligations previously issued by the Agency.

TYPE OF EMPLOYMENT Employees of Applicant					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time	0	0	0	0	0
Present Part Time	0	0	0	0	0
Present Seasonal	0	0	0	0	0
First Year Full Time	5	4	3	2	14
First Year Part Time	0	3	3	3	9
First Year Seasonal	0	3	2	5	10
Second Year Full Time	5	4	3	2	14
Second Year Part Time	0	3	3	3	9
Second Year Seasonal	0	3	2	5	10

TYPE OF EMPLOYMENT Independent Contractors					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time	2				2
Present Part Time					
Present Seasonal					
First Year Full Time	6				6
First Year Part Time					
First Year Seasonal					
Second Year Full Time					
Second Year Part Time					
Second Year Seasonal					

TYPE OF EMPLOYMENT Employees of Independent Contractors					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time		6			6
Present Part Time					
Present Seasonal					

First Year Full Time		14			14
First Year Part Time					
First Year Seasonal					
Second Year Full Time					
Second Year Part Time					
Second Year Seasonal					

B. Indicate below (1) the estimated salary and fringe benefit averages or ranges and (2) the estimated number of employees residing in the Mohawk Valley Economic Development Region for all the jobs at the Project site, both retained and created, listed in the tables described in subsection A above for each of the categories of positions listed in the chart below.

RELATED EMPLOYMENT INFORMATION				
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled
Estimated Salary and Fringe Benefit Averages or Ranges	\$96,000	\$60,000		
Estimated Number of Employees Residing in the Mohawk Valley Economic Development Region ¹	4	16		

C. Please describe the projected timeframe for the creation of any new jobs with respect to the undertaking of the Project:

2023 - estimated 20 new jobs of Independent contractor and their employees

2024-2025 - estimated 33-41 Jobs for applicant's employee

¹ The Mohawk Valley Economic Development Region consists of the following counties: Fulton, Herkimer, Montgomery, Oneida, Otsego, and Schoharie.

- D. Please prepare a separate attachment describing in detail the types of employment at the Project site. Such attachment should describe the activities or work performed for each type of employment.

V. PROJECT COST AND FINANCING SOURCES

- A. Anticipated Project Costs. State the costs reasonably necessary for the acquisition of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Cost</u>	<u>Amount</u>
Land	\$ 2,260,000
Buildings	\$ 13,438,000
Machinery and equipment costs	\$ 130,000
Utilities, roads and appurtenant costs	\$ 1,635,000
Architects and engineering fees	\$ 497,000
Costs of financing	\$ 380,000
Construction loan fees and interest (if applicable)	\$ 1,500,000
Other (specify)	
Project Mgmt, Working Capitals	\$ 660,000
	\$ _____
	\$ _____
TOTAL PROJECT COSTS	\$ 20,500,000

- B. Anticipated Project Financing Sources. State the sources reasonably necessary for the financing of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Sources</u>	<u>Amount</u>
Private Sector Financing	\$ 12,558,000
Public Sector	
Federal Programs	\$ 4,867,000
State Programs	\$ _____
Local Programs	\$ _____
Applicant Equity	\$ 3,075,000
Other (specify, e.g., tax credits)	
_____	\$ _____
_____	\$ _____
_____	\$ _____
TOTAL AMOUNT OF PROJECT FINANCING SOURCES	\$ 20,500,000

C. Have any of the above expenditures already been made by the applicant?

Yes ; No . If yes, indicate particulars.

Land, Design, Civil, Architectural, Legal, Site work, PM fees

D. Amount of loan requested: \$ 17,425,000;

Maturity requested: _____ years.

E. Has a commitment for financing been received as of this application date, and if so, from whom?

Yes ; No . Institution Name: Newtek Business Lending

Provide name and telephone number of the person we may contact.

Name: Mike Virga Phone: 212-356-9514

F. The percentage of Project costs to be financed from public sector sources is estimated to equal the following: ~25 %

G. The total amount estimated to be borrowed to finance the Project is equal to the following: \$ 17,425,000

VI. BENEFITS EXPECTED FROM THE AGENCY

A. Financing

1. Is the applicant requesting that the Agency issue bonds to assist in financing the project? Yes ; No . If yes, indicate:

a. Amount of loan requested: _____ Dollars;

b. Maturity requested: _____ Years.

2. If the answer to question 1 is yes, is the interest on such bonds intended to be exempt from federal income taxation? Yes ; No .

3. If the answer to question 2 is yes, will any portion of the Project be used for any of the following purposes:

a. retail food and beverage services: Yes ; No

b. automobile sales or service: Yes ; No

c. recreation or entertainment: Yes ; No

d. golf course: Yes ; No

e. country club: Yes ; No

f. massage parlor: Yes ; No

g. tennis club: Yes ; No

h. skating facility (including roller skating, skateboard and ice skating): Yes ; No

i. racquet sports facility (including handball and racquetball court): Yes ; No

j. hot tub facility: Yes ; No

k. suntan facility: Yes ; No

l. racetrack: Yes ; No

4. If the answer to any of the above questions contained in question 3 is yes, please furnish details on a separate attachment.

B. Tax Benefits

1. Is the applicant requesting any real property tax exemption in connection with the Project that would not be available to a project that did not involve the Agency? Yes ; No . If yes, is the real property tax exemption being sought consistent with the Agency's Uniform Tax Exemption Policy? Yes ; No .

2. Is the applicant expecting that the financing of the Project will be secured by one or more mortgages? Yes ; No . If yes, what is the approximate amount of financing to be secured by mortgages? \$ 20,500,000.

3. Is the applicant expecting to be appointed agent of the Agency for purposes of avoiding payment of N.Y.S. Sales Tax or Compensating Use Tax? Yes ; No . If yes, what is the approximate amount of purchases which the applicant expects to be exempt from the N.Y.S. Sales and Compensating Use Taxes? \$ 8,125,000.

4. What is the estimated value of each type of tax-exemption being sought in connection with the Project? Please detail the type of tax-exemption and value of the exemption.

a.	N.Y.S. Sales and Compensating Use Taxes:	\$ <u>650000</u>
b.	Mortgage Recording Taxes:	\$ <u>153750</u>
c.	Real Property Tax Exemptions:	\$ <u>1950 (est)</u>
d.	Other (please specify):	<i>Currently assessed as vacant land</i>
	School Tax -	\$ <u>2700 (est)</u>
		\$ _____

5. Are any of the tax-exemptions being sought in connection with the Project inconsistent with the Agency's Uniform Tax Exemption Policy? Yes ; No . If yes, please explain.

C. Project Cost/Benefit Information. Complete the attached Cost/Benefit Analysis so that the Agency can perform a cost/benefit analysis of undertaking the Project. Such information should consist of a list and detailed description of the benefits of the Agency undertaking the Project (e.g., number of jobs created, types of jobs created, economic development in the area, etc.). Such information should also consist of a list and detailed description of the costs of the Agency undertaking the Project (e.g., tax revenues lost, buildings abandoned, etc.).

VII. REPRESENTATIONS BY THE APPLICANT. The applicant understands and agrees with the Agency as follows:

A. Job Listings. In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, the "JTPA Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA"), as replaced by the Workforce Investment Act of 1998 (Public Law 105-220), in which the Project is located.

B. First Consideration for Employment. In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment

opportunities created as a result of the Project.

C. Annual Sales Tax Filings. In accordance with Section 874(8) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the applicant.

D. Annual Employment Reports. The applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the Project site, including (1) the NYS-45 – Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return – for the quarter ending December 31 (the “NYS-45”), and (2) the US Dept. of Labor BLS 3020 Multiple Worksite report if applicable.

E. Uniform Agency Project Agreement. The applicant agrees to enter into a project benefits agreement with the Agency where the applicant agrees that (1) the amount of Financial Assistance to be received shall be contingent upon, and shall bear a direct relationship to the success or lack of success of such project in delivering certain described public benefits (the “Public Benefits”) and (2) the Agency will be entitled to recapture some or all of the Financial Assistance granted to the applicant if the project is unsuccessful in whole or in part in delivering the promised Public Benefits.

F. Representation of Financial Information. Neither this Application nor any other agreement, document, certificate, project financials, or written statement furnished to the Agency or by or on behalf of the applicant in connection with the project contemplated by this Application contains any untrue statement of a material fact or omits to state a material fact necessary in order to make the statements contained herein or therein not misleading. There is no fact within the special knowledge of any of the officers of the applicant which has not been disclosed herein or in writing by them to the Agency and which materially adversely affects or in the future in their opinion may, insofar as they can now reasonably foresee, materially adversely affect the business, properties, assets or condition, financial or otherwise, of the applicant.

G. Agency Financial Assistance Required for Project. The Project would not be undertaken but for the Financial Assistance provided by the Agency or, if the Project could be undertaken without the Financial Assistance provided by the Agency, then the Project should be undertaken by the Agency for the following reasons:

H. Compliance with Article 18-A of the General Municipal Law: The Project, as of the date of this Application, is in substantial compliance with all provisions of article 18-A of the General Municipal including, but not limited to, the provisions of Section 859-a and subdivision one of

Section 862; and the provisions of subdivision one of Section 862 of the General Municipal Law will not be violated if Financial Assistance is provided for the Project.

I. Compliance with Federal, State, and Local Laws. The applicant is in substantial compliance with applicable local, state, and federal tax, worker protection, and environmental laws, rules, and regulations.

J. False or Misleading Information. The applicant understands that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemptions claimed by reason of Agency involvement in the Project.

K. Absence of Conflicts of Interest. The applicant acknowledges that the members, officers and employees of the Agency are listed on the Agency's website. No member, officer or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

L. Additional Information. Additional information regarding the requirements noted in this Application and other requirements of the Agency are included in the Agency's Documents and Reports which can be accessed at: <http://otsegonow.com/about-the-ida-and-occrp/documents-and-reports/>.

I affirm under penalty of perjury that all statements made on this application are true, accurate and complete to the best of my knowledge.



Applicant

By: Niren Patel

Title: Member

NOTE: APPLICANT MUST ALSO COMPLETE THE APPROPRIATE VERIFICATION APPEARING ON PAGES 26 THROUGH 29 HEREOF BEFORE A NOTARY PUBLIC AND MUST SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT APPEARING ON PAGE 30.

VERIFICATION

(If Applicant is a Corporation)

STATE OF _____)
) SS.:
COUNTY OF _____)

_____deposes and says that he is the
(Name of chief executive of applicant)

_____of _____,
(Title) (Company Name)

the corporation named in the attached application; that he has read the foregoing application and knows the contents thereof; and that the same is true and complete and accurate to the best of his knowledge. Deponent further says that the reason this verification is made by the deponent and not by said company is because the said company is a corporation. The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as an officer of and from the books and papers of said corporation.

(officer of applicant)

Sworn to before me this
____ day of _____, 20__.

(Notary Public)

VERIFICATION

(If applicant is limited liability company)

STATE OF NY)
) SS.:
COUNTY OF Otsego)

Niren Patel, deposes and says
(Name of Individual)
that he is one of the members of the firm of SKYLINE HOSPITALITY LLC,
(Limited Liability Company)

the limit liability company named in the attached application; that he has read the foregoing application and knows the contents thereof; and that the same is true and complete and accurate to the best of his knowledge. The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as a member of and from the books and papers of said limited liability company.

NTP

Sworn to before me this
14th day of April, 2023.

Cherri Jones
(Notary Public)

CHERRI JONES
Notary Public, State of New York
No. 01JO6006715
Qualified in Otsego County
Commission Expires May 4, 2026

NOTE: THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS THE
HOLD HARMLESS AGREEMENT APPEARING ON PAGE 30 IS SIGNED BY THE APPLICANT.

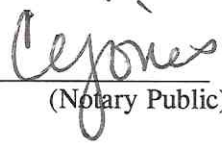
HOLD HARMLESS AGREEMENT

Applicant hereby releases County of Otsego Industrial Development Agency and the members, officers, servants, agents and employees thereof (hereinafter collectively referred to as the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (i) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the application or the project described therein or tax exemptions and other assistance requested therein are favorably acted upon by the Agency, (ii) the Agency's acquisition, construction and/or installation of the Project described therein; and (iii) any further action taken by the Agency with respect to the Project, including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to reach final agreement with respect to the Project, then, and in that event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.

(Applicant)

BY: 

Sworn to before me this
14th day of April, 2023,


(Notary Public)

CHERRI JONES
Notary Public, State of New York
No. 01JO6006715
Qualified in Otsego County
Commission Expires May 4, 2026

TO: Project Applicants
 FROM: County of Otsego Industrial Development Agency
 RE: Cost/Benefit Analysis

In order for the County of Otsego Industrial Development Agency (the "Agency") to prepare a Cost/Benefit Analysis for a proposed project (the "Project"), the Applicant must answer the questions contained in this Project Questionnaire (the "Questionnaire") and complete the attached Schedules. This Questionnaire and the attached Schedule will provide information regarding various aspects of the Project, and the costs and benefits associated therewith.

This Questionnaire must be completed before we can finalize the Cost/Benefit Analysis, please complete this Questionnaire and forward it to us at your earliest convenience.

PROJECT QUESTIONNAIRE

1. Name of Project Beneficiary ("Company"):	SKYLINE HOSPITALITY LLC
2. Brief Identification of the Project:	Hampton Inn Hotel
3. Estimated Amount of Project Benefits Sought:	
A. Amount of Bonds Sought:	\$ 0.00
B. Value of Sales Tax Exemption Sought	\$ 650,000
C. Value of Real Property Tax Exemption Sought	\$ 1950 (est) - CURRENTLY ASSESSED AS
D. Value of Mortgage Recording Tax Exemption Sought	\$ 153,750.00 (3/4 OF 1). 20,500.00 VACANT LAND
4. Likelihood of accomplishing the Project in a timely fashion:	

PROJECTED PROJECT INVESTMENT

A. Land-Related Costs	
1. Land acquisition	\$ 630,000
2. Site preparation	\$ 300,000
3. Landscaping	\$ 95,000
4. Utilities and infrastructure development	\$ 485,000
5. Access roads and parking development	\$ 450,000
6. Other land-related costs (describe)	\$ 300,000
B. Building-Related Costs	
1. Acquisition of existing structures	\$ 0.00
2. Renovation of existing structures	\$ 0.00
3. New construction costs	\$ 10,551,722
4. Electrical systems	\$ 1,250,000
5. Heating, ventilation and air conditioning	\$ 855,000
6. Plumbing	\$ 782,000
7. Other building-related costs (describe)	\$ 0.00

C.	Machinery and Equipment Costs	
1.	Production and process equipment	\$ n/a
2.	Packaging equipment	\$ n/a
3.	Warehousing equipment	\$ n/a
4.	Installation costs for various equipment	\$ 35,000
5.	Other equipment-related costs (describe)	\$ 95,000
D.	Furniture and Fixture Costs	
1.	Office furniture	\$ 1,436,000
2.	Office equipment	\$ 129,000
3.	Computers	\$ 35,000
4.	Other furniture-related costs (describe)	\$ 35,000
E.	Working Capital Costs	
1.	Operation costs	\$ 135,000
2.	Production costs	\$
3.	Raw materials	\$
4.	Debt service	\$
5.	Relocation costs	\$
6.	Skills training	\$
7.	Other working capital-related costs (describe)	\$ 145,000
F.	Professional Service Costs	
1.	Architecture and engineering	\$ 275,000
2.	Accounting/legal	\$ 147,000
3.	Other service-related costs (describe)	\$ 75,000 - Franchise Fee
G.	Other Costs	
1.	CPM	\$ 200,000
2.	Inspection	\$ 180,000
H.	Summary of Expenditures	
1.	Total Land-Related Costs	\$ 2,260,000
2.	Total Building-Related Costs	\$ 13,438,000
3.	Total Machinery and Equipment Costs	\$ 130,000
4.	Total Furniture and Fixture Costs	\$ 1,635,000
5.	Total Working Capital Costs	\$ 280,000
6.	Total Professional Service Costs	\$ 497,000
7.	Total Other Costs	\$ 380,000

PROJECTED CONSTRUCTION EMPLOYMENT IMPACT

I. Please provide estimates of total construction jobs and the total annual wages and benefits of construction jobs at the Project:

Year	Number of Construction Jobs	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year		\$ _____	\$ _____
Year 1		\$ _____	\$ _____
Year 2		\$ _____	\$ _____
Year 3		\$ _____	\$ _____
Year 4		\$ _____	\$ _____
Year 5		\$ _____	\$ _____

PROJECTED PERMANENT EMPLOYMENT IMPACT

I. Estimates of the total number of existing permanent jobs to be preserved or retained as a result of the Project are described in the tables in Section IV of the Application. *N/A*

II. Estimates of the total new permanent jobs to be created at the Project are described in the tables in Section IV of the Application. *33*

III. Please provide estimates for the following:

A. Creation of New Job Skills relating to permanent jobs. Please complete Schedule A.

IV. Provide the projected percentage of employment that would be filled by Otsego County residents:
90 %

A. Provide a brief description of how the project expects to meet this percentage: *Applicant will Advertise in Otsego County for Job Openings & will work with local job agency in county to promote openings*

PROJECTED OPERATING IMPACT

I. Please provide estimates for the impact of Project operating purchases and sales:

Additional Purchases (1 st year following project completion)	\$ <u><i>300,000</i></u>
Additional Sales Tax Paid on Additional Purchases	\$ <u><i>24,000</i></u>
Estimated Additional Sales (1 st full year following project completion)	\$ <u><i>3,103,322</i></u>
Estimated Additional Sales Tax to be collected on additional sales (1 st full year)	\$ <u><i>248,266</i></u> <i>8% Sales Tax</i>

186,199 6% occupancy tax county

following project completion)	
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II. Please provide estimates for the impact of Project on existing real property taxes and new payments in lieu of taxes ("Pilot Payments"):

Year	Existing Real Property Taxes (Without IDA involvement)	New Pilot Payments (With IDA)	Total (Difference)
Current Year	1950.00		
Year 1	on known - property will		Total Value of Property Taxes
Year 2	have to be reassessed		
Year 3			
Year 4			
Year 5			
Year 6			
Year 7			
Year 8			
Year 9			
Year 10			

III. Please provide a detailed description for the impact of other economic benefits and all anticipated community benefits expected to be produced as a result of the Project (attach additional pages as needed for a complete and detailed response):


- brings New job opportunities to Area
- New & Modern Hilton Property (Hampton Inn) will be located in County.
- Applicants are supports of local & community growth.

CERTIFICATION

I certify that I have prepared the responses provided in this Questionnaire and that, to the best of my knowledge; such responses are true, correct, and complete.

I understand that the foregoing information and attached documentation will be relied upon, and constitute inducement for, the Agency in providing financial assistance to the Project. I certify that I am familiar with the Project and am authorized by the Company to provide the foregoing information, and such information is true and complete to the best of my knowledge. I further agree that I will advise the Agency of any changes in such information, and will answer any further questions regarding the Project prior to the closing.

I affirm under penalty of perjury that all statements made on this application are true, accurate and complete to the best of my knowledge.

Date Signed: <u>April</u> <u>14</u> , 20 <u>23</u> .	Name of Person Completing Project Questionnaire on behalf of the Company. Name: <u>Niran Patel</u> Title: <u>Member</u> Phone Number: <u>408-621-2512</u> Address: <u>5206 NY-23, ONTARIO, NY-13820</u> Signature: 
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**AMENDED APPROVING RESOLUTION
SKYLINE HOSPITALITY LLC PROJECT**

A regular meeting of County of Otsego Industrial Development Agency (the “Agency”) was convened in public session in the offices of the Agency located at 189 Main Street, Suite 500 in the City of Oneonta, Otsego County, New York on April 27, 2023 at 8:00 o’clock, a.m., local time.

The meeting was called to order by the (Vice) Chairman of the Agency and, upon roll being called, the following members of the Agency were:

PRESENT:

Cheryl Robinson	Chairman
David Rowley	Vice Chairman
Jeffrey C. Lord	Treasurer
Craig Gelbsman	Secretary
Tom Armao	Member
Patricia Kennedy	Member
Andrew Marietta	Member
Jeffrey Joyner	Member
James L. Seward	Member

ABSENT:

AGENCY STAFF PRESENT INCLUDED THE FOLLOWING:

Jody Zakrevsky	Chief Executive Officer
Nasim Vargha	Administrative Assistant
Kurt Schulte, Esq.	Agency Counsel
A. Joseph Scott, III, Esq.	Special Agency Counsel

The following resolution was offered by _____, seconded by _____, to wit:

Resolution No. 0423-_____

RESOLUTION AMENDING A RESOLUTION ENTITLED “RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR SKYLINE HOSPITALITY LLC (THE “COMPANY”).”

WHEREAS, County of Otsego Industrial Development Agency (the “Agency”) is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the “Enabling Act”) and Chapter 252 of the 1973 Laws of New York, as amended, constituting Section 910-a of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the “Act”) to promote, develop, encourage and assist in the acquiring,

constructing, reconstructing, improving, maintaining, equipping and furnishing of commercial, manufacturing and industrial facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, on May 28, 2020, the members of the Agency adopted a resolution (the “Approving Resolution”) entitled “Resolution Authorizing Execution of Documents in Connection with a Lease/Leaseback Transaction for a Project for Plug Power Inc.” (the “Company”); and

WHEREAS, subsequent to the adoption of the Approving Resolution, the Agency was notified that the Project cost increased, as well as the amount of benefits being requested by the Company;

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF COUNTY OF OTSEGO INDUSTRIAL DEVELOPMENT AGENCY AS FOLLOWS:

Section 1. The Approving Resolution, is hereby amended to include the following recital clauses:

“WHEREAS, in April, 2023, the Agency received an amended application from the Company (the “Amended Application”) providing for certain amendments to the Application with respect to the Project from the Company, which Amended Application contains revised Project costs and amounts of Financial Assistance resulting in the need for the Agency, pursuant to Section 859-a of the Act, to hold a second public hearing with respect to the Project and the amount of the Financial Assistance as described in the Amended Application; and

“WHEREAS, pursuant to the Amended Application, the Chief Executive Officer of the Agency (A) caused notice of a public hearing of the Agency (the “Supplemental Public Hearing”) pursuant to Section 859-a of the Act, to hear all persons interested in the Project and the financial assistance being contemplated by the Agency with respect to the Project, to be mailed on April 4, 2023 to the chief executive officers of the county and of each city, town, village and school district in which the Project is or is to be located, (B) caused notice of the Supplemental Public Hearing to be posted on April 4, 2023 on a public bulletin board located at the Town of Hartwick Town Hall located at 103 Town Drive in the Town of Hartwick, Otsego County, New York, as well as on the Agency’s website, (C) caused notice of the Supplemental Public Hearing to be published on April 6, 2023 in The Daily Star, a newspaper of general circulation available to the residents of Otsego County, New York, (D) conducted the Supplemental Public Hearing on April 18, 2023 at 10:30 o’clock a.m., local time at the Town of Hartwick Town Hall located at 103 Town Drive in the Town of Hartwick, Otsego County, New York, and (E) prepared a report of the Supplemental Public Hearing (the “Supplemental Hearing Report”) fairly summarizing the views presented at such Supplemental Public Hearing and distributed the same to the members of the Agency; and

Section 2. The Agency hereby amends Section 3(D) of the Approving Resolution to read as follows:

“(D) It is estimated at the present time that the costs of the planning, development, acquisition, construction and installation of the Project Facility (collectively, the “Project Costs”) will be approximately \$20,500,000;”

Section 3. The Agency hereby amends Section 3 of the Approving Resolution to include the following subsection:

“(L) Pursuant to Article 8 of the Environmental Conservation Law (the “SEQR Act”) that the Project, as supplemented, constitutes a “Type II” action within the meaning of the SEQR Act.”

Section 4. The members of the Agency have considered the comments received from the public pursuant to the Supplemental Public Hearing.

Section 5. Exhibit A of the Approving Resolution is hereby amended as reflected in the attached Exhibit A to this Resolution.

Section 6. Except as amended by this Resolution, the Approving Resolution, including the Exhibits attached thereto, shall remain in full force and effect and the terms and conditions thereof are hereby confirmed.

Section 7. All action taken by the Chairman or the Chief Executive Officer of the Agency in connection with the Supplemental Public Hearing with respect to the Project prior to the date of this Resolution is hereby ratified and confirmed.

Section 8. This Resolution shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to a vote on roll call, which resulted as follows:

Jeffrey Joyner	VOTING	_____
David Rowley	VOTING	_____
Jeffrey C. Lord	VOTING	_____
Craig Gelbsman	VOTING	_____
Tom Armao	VOTING	_____
Patricia Kennedy	VOTING	_____
Andrew Marietta	VOTING	_____
Cheryl Robinson	VOTING	_____
James L. Seward	VOTING	_____

The foregoing Resolution was thereupon declared duly adopted.

STATE OF NEW YORK)
) SS.:
COUNTY OF OTSEGO)

I, the undersigned Secretary of the County of Otsego Industrial Development Agency (the “Agency”), DO HEREBY CERTIFY that I have compared the foregoing annexed extract of the minutes of the meeting of the members of the Agency, including the Resolution contained therein, held on April 27, 2023 with the original thereof on file in my office, and that the same is a true and correct copy of said original and of such Resolution contained therein and of the whole of said original so far as the same relates to the subject matters therein referred to.

I FURTHER CERTIFY that (A) all members of the Agency had due notice of said meeting; (B) said meeting was in all respects duly held; (C) pursuant to Article 7 of the Public Officers Law (the “Open Meetings Law”), said meeting was open to the general public, and due notice of the time and place of said meeting was duly given in accordance with such Open Meetings Law; and (D) there was a quorum of the members of the Agency present throughout said meeting.

I FURTHER CERTIFY that, as of the date hereof, the attached Resolution is in full force and effect and has not been amended, repealed or rescinded.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Agency this _____ day of April, 2023.

Secretary

(SEAL)

EXHIBIT A

DESCRIPTION OF THE EXPECTED PUBLIC BENEFITS

In the discussions had between the Project Beneficiary and the Agency with respect to the Project Beneficiary's request for Financial Assistance from the Agency with respect to the Project, the Project Beneficiary has represented to the Agency that the Project is expected to provide the following benefits to the Agency and/or to the residents of Otsego County, New York (the "Public Benefits"):

Description of Benefit		Applicable to Project (indicate Yes or NO)		Expected Benefit
1.	Retention of existing jobs	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	There are no existing jobs on the Project site and therefore this Project will not retain existing jobs at the Project site.
2.	Creation of new permanent jobs	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	The Project involves the development of an undeveloped site and it will result in the creation of 14 FTE workers, 9 part-time workers and 10 seasonal workers.
3.	Estimated value of tax exemptions	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	Approximately \$650,000 of sales tax exemptions, approximately \$153,750 of mortgage recording tax exemptions and approximately \$292,536.06 of real property tax exemptions (from Cost Benefit Analysis).
4.	Private sector investment	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	\$20,500,000
5.	Likelihood of project being accomplished in a timely fashion	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	High likelihood of project being completed in a timely manner.
6.	Extent of new revenue provided to local taxing jurisdictions	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	The Project involves the development of an undeveloped site, so there will be new tax revenue generated by the Company and made available to the local taxing jurisdictions.
7.	Any additional public benefits	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	This Project will assist in promoting the tourism industry in Otsego County.
8.	Local labor construction jobs	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	The Company has estimated that some of the construction jobs will be regional labor.

9.	Regional wealth creation (% of sales/customers outside of the County)	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	The customers of the Project Facility will be people from outside the area.
10.	Located in a highly distressed census tract	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	The Project is not located in a highly distressed census tract, as defined in the IDA statute.
11.	Alignment with local planning and development efforts	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	The Project is consistent with local planning and development efforts.
12.	Promotes walkable community areas	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	The Project site is not located in an urban setting with sidewalks.
13.	Elimination or reduction of blight	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	The Project site is not a blighted area.
14.	Proximity/support of regional tourism attractions/facilities	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	The Project will promote tourism in Otsego County.
15.	Local or County official support	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	The Project has local and County support.
16.	Building or site has historic designation	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	There is no historic designation.
17.	Provides brownfield remediation	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	No brownfields present.

RESOLUTION AUTHORIZING THE HIRING OF TAMMY GRAVES AS THE MARKETING COORDINATOR /
INNOVATION & ACCELERATION CORRINATOR

WHEREAS one of the Agency's priority projects for 2023 was the establishment of an Innovation and Acceleration Center; and

WHEREAS, Gina Gardner has decided to leave Otsego Now; and

WHEREAS the Chief Executive Officer has made certain recommendations; now, therefore be it

RESOLVED, that the Board of Directors hereby confirms the appointment of Ms. Tammy Grave as the Marketing Coordinator / Innovation & Acceleration Coordinator at \$24 per hour for up to 20 hours per week.