

**ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
LOCAL DEVELOPMENT CORPORATION
~ Meeting of November 21, 2017**

CALL TO ORDER: Chairman Staples called the meeting to order at 9:19 AM at the offices of the IDA, Ernest J. LaBaff Industrial Building, Canton.

ROLL CALL:

Blevins	Absent	Hooper	Absent
Hall.....	Present	LaBaff.....	Present
McMahon	Present	Staples.....	Present
Weekes	Absent		

SLCIDA-LDC Chairman Mr. Staples announces there is a quorum.

Others: SLCIDA Staff (Patrick Kelly and Lori Sibley); SLCIDA-LDC Staff (Tom Plastino) and SLCIDA-LDC Counsel (Andrew W. Silver, Esq.)

PUBLIC NOTICE: Public notifications sent November 15, 2017 to, at a minimum: newspapers designated for the publication of local laws and other matters required by law to be published; additional local media sources and websites.

PUBLIC COMMENT: None.

APPROVAL OF MINUTES: Motion to accept the minutes of the October 19, 2017 meeting by Mr. LaBaff, seconded by Mr. McMahon. Carried unanimously.

FINANCIAL REPORTS: Motion to accept the September 2017 financials made by Mr. McMahon, seconded by Mr. LaBaff. Carried unanimously.

COMMITTEE REPORTS: None

STAFF REPORT: Mr. Kelly reports the following:

Loan Payoffs: High Peaks Winery, Fockler Industries, and Hoosier Magnetics each paid off loans in October. Mr. McMahon suggests staff reach out to the companies to see if they need any additional support. Mr. Kelly states a working relationship continues with each of these companies.

St. Lawrence Brewing Company: An auction involving the IDA-LDC collateral, shared with the North Country Alliance and Adirondack Economic Development Corporation, was held on October 31st at the former brewery location. The gross earnings of \$56,000 will be shared among the financing partners with the IDA-LDC expecting to receive a slightly greater amount to help offset the costs associated with the auction. As part of the purchasing requirements, the highest bidder was required to remove the product within 10 days of the sale as the space was being prepared for a new tenant. All of the equipment and furnishings inside the space has been removed. With an additional creditor of the brewery holding a second position on some of the equipment, the money received from the auction will be held in escrow until a lien discharge is received on that equipment. As the additional creditor is a junior creditor to the IDA-LDC, it is expected that the lien release will not be an issue. Mr. Kelly responds to Mr. LaBaff's question about the financial loss, stating each of the lending partners stands to lose approximately \$100,000 due to the business closure and bankruptcy.

Buildings: *Massena Industrial Park* - Curran Renewable Energy is currently renting 10,000 sq ft in Lot 18 and Trade Warehouse in Lot 17 is moving out this month. BH Trailers has started renting 4,000 sq ft space in Lot 19. The company's owner, Brian Hardie, is also seeking a loan in the amount of \$15,000 from the IDA-LDC Micro Loan Fund. Fockler Industries continues to occupy the back half of the building. Mr. LaBaff asks about the number of jobs to be created at BH Trailers. Mr. Kelly notes that a recent article reported higher than expected job numbers for the project. Mr. Kelly will bring additional details regarding the project to the next meeting. He also notes that staff are currently reviewing the Fund's ability to absorb the attorney fees associated with the lending transactions. Mr. LaBaff asks how much the attorney fees are. Mr. Kelly notes the fees are typically under \$500 and the micro-sized business pays the fee at the time of the loan closing. The idea will be addressed at to the next meeting pending further research.

OLD BUSINESS: None

NEW BUSINESS:

Resolution LDC-17-11-21: Authorizing a Loan of up to \$97,000 to Thew Associates, PLLC. Mr. Kelly notes a positive history with the company. The Company currently has 14 jobs in St. Lawrence County, with plans to create 2 additional full-time positions. At their last meeting, the RVRDA approved a loan request to assist with the purchase of a drone that will be used for aerial surveying. Mr. Hall motions to approve Resolution LDC-17-11-21, seconded by Mr. LaBaff. The motion is approved by unanimous vote.

EXECUTIVE SESSION: Hall/LaBaff motion for Executive Session at 9:30 AM to discuss the financial history of a particular company. Labaff/Hall motion to return to Regular Session at 9:52 AM.

ADJOURNMENT: A motion to adjourn is made by Mr. LaBaff, seconded by Mr. McMahon. The meeting adjourns at 9:52 AM by unanimous vote.

(Mr.) Lynn Blevins, Secretary