

**St. Lawrence County Industrial Development Agency  
Local Development Corporation**

**Mission Statement**

*Reviewed and Reaffirmed in Public Session on March 28, 2017*

*The mission of the St. Lawrence County IDA Local Development Corporation is to stimulate the growth of private sector employment in St. Lawrence County by providing financial assistance to new and expanding industries, and to certain retail/market-driven facilities.*

*The purpose of the Corporation shall be to relieve and reduce unemployment; promote and provide for additional and maximum employment; better and maintain job opportunities; to instruct or train individuals to improve or develop their capabilities for jobs; carry on scientific research for the purpose of aiding the community of St. Lawrence County, New York by attracting industry to the community and by encouraging the development of, or retention of, an industry in the community; lessen the burdens of government and act in the public interest and administer the St. Lawrence County Revolving Loan Fund.*

**Performance Goals**

- *To create new employment opportunities for St. Lawrence County citizens through the attraction of or the creation of new businesses*
- *To create new employment opportunities for St. Lawrence County citizens through the expansion of existing businesses*
- *To retain existing employment opportunities*
- *To invest in local companies through responsible lending assistance*
- *To leverage the greatest level of private investment in St. Lawrence County businesses*
- *To educate County businesses, elected officials and community representatives regarding available economic development resources*
- *Act as liaison between businesses and government to help coordinate economic development services and reduce bureaucracy*
- *Work cooperatively with area economic development agencies to market County assets and economic development resources to potential new or expanding businesses*
- *Ensure a transparent and accountable operation with responsibly-managed Corporation assets*
- *Responsibly administer the assets of the St. Lawrence County IDA Local Development Corporation Revolving Loan Fund, the Greater Massena Economic Development Fund and the St. Lawrence River Valley Redevelopment Agency*

## 2017 Performance Review (January 2017 – December 2017)

*In 2017, the St. Lawrence County Industrial Development Agency Local Development Corporation (“SLCIDA-LDC”) and its affiliated entities (the St. Lawrence River Valley Redevelopment Agency (the “RVRDA”) and the Greater Massena Economic Development Funds (the “GMEDF”) provided assistance to a number of employers, communities and stakeholders throughout St. Lawrence County.*

- *In early 2017, Canexsys Networks Inc., a subsidiary of an Ottawa-based company, announced that it would open a facility in the Ogdensburg Commerce Park. That facility is now open and employs over 20 people. The SLCIDA-LDC participated in a \$900,000 low-interest loan package for the company consisting of funds from the SLCIDA-LDC, the River Valley Redevelopment Agency, the Greater Massena Economic Development Fund, the Ogdensburg Growth Fund and the North Country Economic Development Loan Fund (“NCEDF”).*
- *The SLCIDA-LDC provided, through the RVRDA loan fund Atlantic Testing Laboratories with \$218,160 for the acquisition of a Geoprobe Drilling Rig and associated Equipment in January. This project will assist ATL in maintaining 20 jobs and creating two new jobs in the company’s Canton-based drilling division.*
- *As part of Potsdam Specialty Paper’s coating expansion project, a loan package was provided to the company, consisting of \$400,000 in funds from the SLCIDA-LDC and \$500,000 from the NCEDF. As a result of the project, the company is able to do more in-house coating work and will be creating 22 new full-time equivalent jobs in addition to the 71 full-time equivalent jobs already at the facility.*
- *Financing was approved for Thew Associates as part of the company’s project to acquire Unmanned Aerial Vehicles and LiDAR Sensor Equipment. The equipment will allow for efficient acquisition of topographic and planimetric spatial information for civil and environmental projects, and to perform a variety of inspection services. The thermal imaging sensor will be utilized to inspect electrical components such as overhead power lines, substations, solar panels, and other electrical infrastructure. The ability to do this work, which is currently outsourced to a non-local company, will put Thew Associates at the forefront of their industry in terms of UAV inspection capabilities. The project will assist with the retention of 14 local employees with plans to create at least 2 equivalent full-time positions over the next 3 years.*
- *BlastBoss, Inc. acquired the former Corning warehouse in Ogdensburg. The company was approved for loan financing from the SLCIDA-LDC through the RVRDA for new machinery and equipment for their recycled glass distribution business. The project will improve underutilized commercial property in Ogdensburg (the former Corning warehouse facility is located on Ford Street in the City) and is expected to maintain 5.5 jobs and create 3 new full time equivalent jobs.*
- *The SLCIDA-LDC and RVRDA approved \$250,000 in financing for LC Drives Corp as part of a project for the company to set up a manufacturing operation within Clarkson’s Damon Hall manufacturing incubator facility. The project is expected to maintain 6 full-time equivalent positions with projections of hiring an additional full-time equivalent employee over the next 3 years.*

- *The SLCIDA-LDC authorized a loan through the Microenterprise Revolving Loan Fund to BH Trailers, a start-up business which is leasing approximately 4,000 square foot space in the Lot 19 Building in the Massena Industrial Park. The project is anticipated to create 5 jobs.*
- *Kingston Pharma, LLC, a contract manufacturer of pharmaceutical products for both domestic and export markets based in Massena has leased 5,000 square feet of space from the SLCIDA-LDC in the Lot 18 building in the Massena Industrial Park.*
- *Due to a lack of prospects interested in operating or purchasing the brewery as an operating entity, the SLCIDA-LDC authorized an auction to sell off the equipment housed in the space occupied by the former St. Lawrence Brewing Company in the Canton Industrial Building. Proceeds from the auctions will be split between the North Country Alliance, Adirondack Economic Development Corporation and the SLCIDA-LDC, less the final legal and auction related costs due to the SLCIDA-LDC as part of the disposition process.*
- *The following loans were paid off over the course of the year:*

<u>Borrower</u>	<u>Location</u>	<u>Issued</u>	<u>Amount</u>
Adirondack Battery & Solar	Parishville	2011	\$ 20,000
Atlantic Testing, Ltd.	Canton	2007	\$ 600,000
BlastBoss, Inc.	Ogdensburg	2014	\$ 67,634
Curran Renewable Energy	Massena	2011	\$ 600,000
Hoosier Magnetics, Inc.	Ogdensburg	2010	\$ 200,000
Louisville, Town of	Louisville	2015	\$ 16,000
Massena Boys & Girls Club	Massena	2017	\$ 80,000
OBPA	Ogdensburg	2012	\$ 81,000
Riverlane Campground	Oswegatchie	2010	\$ 19,750
Sam's Party Tents	Potsdam	2013	\$ 20,000
SLC Chamber of Commerce	County	2015	\$ 22,000

- *The RVRDA and SLCIDA-LDC approved a total of \$327,185 in funding through the RVRDA's Community Development and Environmental Improvement Program for the following projects:*

Canton, Village of	<b>Award: \$10,000.</b> Restoration of Canton Fountain and upgrade to Canton Village Park
Boys & Girls Club of Massena	<b>Award: \$50,000.</b> Expand after school youth development program from part time to full time, add workforce training program
Louisville, Town of	<b>Award: \$28,000.</b> Replacing stair lift at Community Center
Hermon, Town of	<b>Award: \$15,000.</b> Feasibility study of a spring water bottling plant.
Ogdensburg, City of	<b>Award: \$26,235.</b> Phase II ESA pre-demolition asbestos survey, lead analysis, hazardous building assessment of Parcel A to work with potential greenhouse development project
Waddington, Town of (Iroquois Horse Trails)	<b>Award: \$15,000.</b> Clear Trail, Parking Area, Drilled Well, Electric & Portable Toilets for horse trail system in Waddington
Lisbon, Town of (Beach & Campground)	<b>Award: \$133,075.</b> Expand Lisbon Beach Campground, 15 additional full service RV sites, install electric, sewer and onsite wastewater field
Village of Waddington (Clark House)	<b>Award: \$49,275.</b> Renovation of first floor gallery, classroom, bathroom and studio space

- *Since 2012 an SLCIDA-LDC staff member has served – and continues to serve - as the Executive Director of the SLC Workforce Development Board (WDB). The WDB is responsible for overseeing the management of the One-Stop Career Center in Canton and for the expenditures of about \$930,000 in federal Workforce Innovation and Opportunity (WIOA) funds in the County to help provide a trained workforce to County employers.*

*The past year has been especially busy because the WDB's Executive Director has been responsible for preparing, securing approvals of, and implementing six foundation documents that implement the provisions of WIOA which must be in place to enable the County to continue to receive federal training funds through WIOA.*

*During the year WDB also began to allocate more of the County's WIOA funds – the best example of this being the WDB's action to reserve up to \$47,000 in On-Job-Training money to help Titan Mining Corporation train the people they needed to hire to reopen the Balmat zinc mine.*

- *As part of our Public Authority Law compliance program, we conduct annual policy reviews. In the first quarter the Property Disposition, Investment of Funds, Whistleblower, Code of Ethics, Defense & Indemnification, and Compensation, Reimbursement & Attendance policies were reviewed. Performance documents for 2016 were also reviewed.*
- *Board members approved the 2016 Independent Audit reports in March of 2017. The reports showed no findings. Legislators have been provided the reports electronically. In addition, the reports are available on our website at [www.SLCIDA.com](http://www.SLCIDA.com).*

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**Additional Questions**

1. Have the board members acknowledged that they have read and understood the mission of the public authority?

ANS: Yes – the Board members reviewed and approved (by formal resolution) the mission statement and performance measures of the board.

2. Who has the power to appoint the management of the public authority?

ANS: Management is appointed by the Board members of the authority.

3. If the board appoints management, do you have a policy you follow when appointing the management of the public authority?

ANS: The Board of the St. Lawrence County Industrial Development Agency Local Development Corporation appoints its Chief Executive Officer and Chief Financial Officer. The Chief Executive Officer appoints management and staff.

4. Briefly describe the role of the Board and the role of management in the implementation of the mission.

ANS: The Board, with assistance of management, works to develop the authority's mission, and evaluate the authority's goals and performance.

Management ensures that the board's mission and goals are carried out in a manner which achieves the intended public purpose - a process involving program evaluation, reporting, feedback and recommendation.

5. Has the board acknowledged that they have read and understood the responses to each of these questions?

ANS: The Board acknowledges its understanding of this document by formally approving the document in public session.