

St. Lawrence County Industrial Development Agency
Ernest J. LaBaff Industrial Building ~ 19 Commerce Lane, Suite 1 ~ Canton, New York 13617
Phone: (315) 379-9806 ~ Fax: (315) 386-2573

Patrick J. Kelly
Chief Executive Officer

PROJECT ACTIVITY REPORT

Project: Sandy Maine, Inc.
Project Address: 1551 Highway 72
Potsdam, New York 13676
Application Date: April 9, 2018
Board Approval Date: April 24, 2018 (RVRDA) and May 4, 2018 (SLCIDA-LDC)
Assistance Date: June 8, 2018

Project Overview:

Sandy Maine, Inc. is a culinary and fragrance herb business, specializing in the traditional artisan manufacturing of handmade soaps and miscellaneous body and skin care products. The Company has been in business now for almost 40 years. They currently contract with private label clients to develop and produce custom products under various clients' brand names.

With significant volume increases and business operations expanding, Sandy Maine, Inc, will need to purchase and install more production machinery, equipment and fixtures to enhance its efficiency, make facility improvements such as upgrading the loading dock, and increase capital to purchase raw material inventory and allow further business development.

The St. Lawrence River Valley Redevelopment Agency has authorized a loan in the amount of \$44,600 to assist with the Project.

Actions Taken:

Proposed Financial Assistance:
St. Lawrence River Valley Redevelopment Agency (Loan)..... \$44,600

Economic Indicators:

Jobs Maintained and Generated – The project will assist in the retention of 6 full-time equivalent jobs and the company agrees to create at least 1.5 full-time equivalent jobs over the next 3 years.

Plant Investment - The machinery, equipment and fixtures acquired and installed as a result of the project will result in greater production efficiencies and capacities within the existing production facility.

Improve Corporate Performance - The Company anticipates the increase in revenue streams from the expanding customer base will help grow sales and set the company on a path to increase employment and add security to the existing jobs.

Community and Regional Benefit – Adirondack Fragrance and Flavor Farm is a growing regional brand developing products “that relate to the history, flora, fauna, and landscapes of Northern NY and the Adirondack Region.” By capitalizing on the unique nature of Adirondack and North Country raw materials, and by offering a gift shop and factory tours, this project combines agri-business, manufacturing, tourism and promotion of the region.