

# **St. Lawrence County Industrial Development Agency**

Human Services Center  
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Raymond H. Fountain  
Chief Executive Officer

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## **BENCHMARK**

**Project:** Slic Network Solutions, Inc.

**Address:** 51 Main Street – Suite 102  
Potsdam, NY 13601

**Start Date:** October 2010

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**Overview:** Slic Network Solutions, Inc. is continuing its broadband and network services to the Ogdensburg, Brasher Falls and Newton Falls areas. This expansion continues Slic Network Solutions growth as a CLEC providing telephone and internet service to commercial customers in St. Lawrence County.

Additionally, Slic was awarded two Rural Utilities Service Broadband Initiative Program (BIP) loan/grant packages through the USDA for the construction of 136 miles of fiber optic cable which will pass 726 homes in Franklin County. The total award totals \$5,328,642, which is comprised of a grant award of \$4,262,642 and a loan of \$1,066,000.

The second RUS BIP allotment of \$27.8 million will be used to construct 660 miles of fiber-optic cable expanding their network to deliver advanced broadband services to almost 5,900 households, 112 businesses and 30 anchor institutions in 16 townships in St. Lawrence County.

**Actions Taken:**

- The IDALDC is providing \$120,000 in low-interest loan financing and has sponsored a \$90,000 application through the North Country Alliance loan fund (this loan has also been approved)
- The IDA is providing a \$250,000 Line of Credit to assist SLIC in the build out phases of its expansion projects

**Economic Indicators:**

- Jobs Maintained and Generated – This project will assist in the retention of 8 and creation of 2 jobs and will result in the temporary creation of 11 construction and installation positions.
- Expansion of Infrastructure – The company will be expanding its infrastructure network capabilities throughout St. Lawrence County and into Franklin County. The project will provide services to residents and businesses in throughout the region, including the Ogdensburg Industrial Park and many homes, businesses and communities which currently are underserved by broadband infrastructure.
- Other Financing Leveraged :
  - NCA ..... \$90,000
  - St. Lawrence County Chamber USDA Grant ..... \$60,000
  - Company equity investment ..... \$167,000
  - USDA RUS Broadband Investment Program..... approximately \$32,000,000
- Improved Corporate Performance - Expanding in throughout the County and into Franklin County allows the company to add more customers without significant increases in operations and maintenance overhead.