

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Meeting of August 23, 2018

CALL TO ORDER: Chairman Staples called the meeting to order at 8:32 AM at the IDA office, Ernest J. LaBaff Industrial Building, Canton.

ROLL CALL:

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

SLCIDA Chairman Mr. Staples announces there is a quorum.

Others: SLCIDA Staff (Patrick Kelly, Kimberly Gilbert, Richard Williams and Lori Sibley); SLCIDA-LDC Staff (Thomas Plastino); Agency General Council (Andrew Silver, Esq.)

PUBLIC NOTICE: Public notifications sent August 17, 2018 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: Hon. Larry Denesha, St. Lawrence County Legislator, District 6 is in attendance.

APPROVAL OF MINUTES: Motion to accept the minutes of the July 19, 2018 meeting by Mr. LaBaff seconded by Mr. Hooper. Carried unanimously.

FINANCIAL REPORTS: Motion to accept the July 2018 financial reports by Mr. LaBaff, seconded by Mr. McMahon. Ms. Gilbert reviews the highlights from the July financial reports and notes the 10th draw was received for the Newton Falls Rail Rehabilitation Project. Approximately \$1.4 million in reimbursements are outstanding at this time. Ms. Gilbert replies to a question from Mr. McMahon, noting that approximately \$491,000 remains to be spent for the project.

COMMITTEE REPORTS:

STAFF REPORT: Mr. Kelly reports the following:

AmTech Yarns, Inc.: Construction improvements for the Lot 18 building at 21 Trade Road in Massena for AmTech Yarns, Inc have begun. A public hearing was held on August 9th for the PILOT portion of the project. The feedback from attendees was positive. The vote for the PILOT will not happen until the River Valley Redevelopment Agency approves a final lease/purchase agreement for the property.

Maxam USA: Met with Maxam’s Regional Director to discuss the Ogdensburg facility’s current job levels. The current management staff for the company, which is different from the staff that was in place when the PILOT was approved, is not optimistic about the likelihood of meeting the anticipated job levels of 12 employees projected when the PILOT was approved. The facility currently employs 3 people, with no expectations of hiring additional employees in the near future. A discussion ensues with the recommendation that the PILOT be terminated at the end of the year if the job situation at the project does not change. Mr. Staples asks if the PILOT could be reinstated if the company were to increase their job numbers in the future? Mr. Kelly responds that a project in the future which would increase job levels would be handled as a new project if such a request were to come to the IDA. He adds that such a project would require new investment for another PILOT as our policy is not to lower the taxes being paid at a project location as a result of IDA incentives.

LC Drives: LC Drives was awarded a Rural Business Development Grant (“RBDG”) in the amount of \$57,850 from USDA Rural Development for which the SLCIDA is a sponsor. This is the second consecutive year that the SLCIDA has sponsored LC Drives for this program. Per the program’s guidelines, the SLCIDA will buy the equipment needed for the company and will be repaid with the USDA funds. The company will in turn make payments at through a zero percent lease with the IDA, which can then use the funds to support our economic development activities.

Former Newell Manufacturing Facility: We are working with the City of Ogdensburg on the rehabilitation project of the former Newell Manufacturing Facility and received a draft engineering report that will be reviewed with the City next week.

J&L Site Remediation Project: As we begin phase 2 of the remediation project, the IDA will be providing the bridge financing necessary to move the project forward to utilize the grant financing awarded to the various partners for the project. Once the partners are paid by the State, they will reimburse the IDA. An update to the Memorandum of Understanding (“MOU”) laying out the financing plan will be presented at the next IDA meeting. The St. Lawrence County Planning Department is proposing that they County do its own financing directly for the project, relieving the IDA from having to bridge that portion.

Economic Services Agreement: IDA staff met with County Officials to discuss the upcoming budget process for the 2019 Fiscal Year as part of the County’s budget process. We notified the budget team that we will be seeking a renewal of the economic services agreement with the County next year.

Marketing: Bass Masters Event: IDA staff will assist the St. Lawrence County Chamber of Commerce booth at the event and distribute information about starting/expanding a business into St. Lawrence County from a shared booth with the Chamber.

The Procurement Technical Assistance Center (“PTAC”) is a regional governmental marketing and procurement technical assistance program based in Watertown, New York that is designed to help local firms maximize the opportunity to sell products and services to local, state and federal government markets. The PTAC has approached us to request that we utilize some of our marketing funds to assist in their efforts with St. Lawrence County firms. The Development Authority of the North Country has offered to match any allocation made for this purpose by the IDAs in St. Lawrence, Jefferson and Lewis Counties up to \$2,500 in each county. If the board approves, Mr. Kelly will develop a framework with the PTAC which spells out deliverables relating to event participation, shared referrals, reporting, etc... A motion is made by Labaff/Morrill to allocate \$2,500 of marketing funds for this effort. Carried unanimously.

NYPA Global Search: As the contract between NYPA and OCO Global comes to an end, dialogue continues. With additional site visits planned for the upcoming months, Mr. Kelly mentions the work with OCO Global has brought in some new prospect activity. Mr. Hall asks what NYPA paid OCO Global for their global search efforts. Mr. Kelly responds that he is uncertain of that amount, as payment came from the same pool of money that reimbursed the McKinsey Group for their study. Mr. McMahon asks what will happen now that the contract has expired. Mr. Kelly notes that their were benchmarks built into the agreement with OCO to incentivize them to continue to encourage prospects to consider the County, but that any future agreements are between OCO and NYPA.

Attorney Silver enters the meeting.

Empire State Mines (formerly St. Lawrence Zinc): There has been a decrease in the price of zinc over the past several months, according to a report Mr. Kelly distributes to the Board. In response to Mr.

McMahon's question about the number of people currently employed at the mine, Mr. Kelly notes that the number is around two hundred.

Annual Audit: With the current audit contract coming to an end, requests for proposals for audit services will be distributed in the coming weeks.

OLD BUSINESS: None

NEW BUSINESS: None

EXECUTIVE SESSION: LaBaff/Hooper motion for Executive Session at 8:58 AM to discuss the financial/credit history of a particular company or companies and the proposed acquisition, sale or lease of real property. Hall/LaBaff motion to return to Regular Session at 9:34 AM.

ADJOURNMENT: A motion to adjourn is made by Mr. Hall, seconded by Mr. LaBaff. The meeting adjourns at 9:34 AM by unanimous vote.

(Mr.) Lynn Blevins, Secretary