

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Meeting of September 28, 2018

CALL TO ORDER: Chairman Staples called the meeting to order at 8:35 AM at the IDA office, Ernest J. LaBaff Industrial Building, Canton.

ROLL CALL:

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

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 September 24, 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: None.

APPROVAL OF MINUTES: Motion to accept the minutes of the August 23, 2018 meeting by Mr. LaBaff seconded by Mr. Blevins. Carried unanimously.

FINANCIAL REPORTS: Motion to accept the August 2018 financial reports by Mr. Hall, seconded by Mr. Blevins. Ms. Gilbert reviews the highlights from the August financial reports and notes the IDALDC Revenue (from the RVRDA) for administrative services and the CRM (Customer Relation Management) expense as part of a grant from the Alcoa Foundation. A draft 2019 budget has been provided for comment and will be discussed later in the meeting. The final budget must be approved by the end of October.

COMMITTEE REPORTS:

STAFF REPORT: Mr. Kelly reports the following:

AmTech Yarns: A resolution for a PILOT for the AmTech project in Massena will be presented in the near future.

PACES: A revised copy of the Remarketing Agreement among Potsdam Auxiliary & College Educational Services, Inc. (PACES), St. Lawrence County Industrial Development Agency (SLCIDA) and D.A. Davidson & Co. relating to the SLCIDA \$2,500,000 original principal amount Civic Facility Revenue Bonds (Series 2007) was executed to show D.A. Davidson replaced the former Remarketing Agent for the bonds effective September 17, 2018.

Empire State Mines (ESM): Recently, there have been some changes with the management staff at the mines. We will be reaching out to the new management team to build on our relationship with the company. In a statement from ESM announcing the changes, the company expressed appreciation with the community support for the facility and noted there are 225 people employed at the local operations. Mr. Kelly notes that the price of zinc has increased by almost 10% since our last meeting.

St. Lawrence Soyway: The company continues discussions about opening a soy plant in Massena. However, the project location may be changing from the old DPW site in the Village of Massena to a new location in the Town of Massena. With the amount of time that has lapsed and the proposed changes to the project, the company has been advised to complete a new application to request financial assistance for the new project.

Kent Family Growers: Indicated an interest in leasing space in the Potsdam Commerce Park Building again this year. They have requested the space for a total of 9 times, starting this November, to sell vegetables over the winter months.

Marketing: As part of the Come Here - Come Back Here Campaign, the IDA will take part in an internet streaming advertisement series during Clarkson University hockey games. Chairman Staples suggests contacting Community Broadcasters to see if they offer a similar opportunity for St. Lawrence University games. This is part of an effort to attract college alumni living outside the County to come back here and expand their business into St. Lawrence County.

Reappointments: Mr. Hall's term on the board will expire in December. Mr. LaBaff/Mr. Blevins move to inform the County that the IDA supports the reappointment of Mr. Hall to another term on the SLCIDA Board of Directors. Carried unanimously.

Trucker's Roundtable: Staff recently helped coordinate and participate in a job fair, hosted by SUNY Canton's Career Ready Education and Success Training Center ("CREST"), to help people find careers in the truck driving industry. The IDA has worked with other resource partners and trucking companies to help recruit and train workers in this field. A shortage of drivers is a problem nationally and the SLCIDA staff are hoping this will help companies in the County find and train drivers. Approximately 20 applicants attended the job fair in September. A second job fair is being planned and staff are working with CREST to develop a training program that will be offered at SUNY Canton.

Governance Committee: A meeting of the Governance Committee will be held in October – prior to the next IDA meeting.

Award/Recognition: Ernest J. LaBaff has been selected to receive the Silas Wright Award at the Democratic Party Fall Dinner, October 11th at SUNY Potsdam. The board congratulates Ernie on this well-deserved recognition.

Semi-Annual Report: As required by the Economic Services Agreement with the County, the SLCIDA provided a semi-annual report to the Board of Legislators that will be sent as a press release to the public. Mr. LaBaff mentions that recently few of the Legislators have spoken highly of the SLCIDA and its accomplishments.

OLD BUSINESS: None

NEW BUSINESS: None

Resolution IDA-18-09-20: Authorizing Financial Assistance to North American Forest Group, Inc. and Accepting Findings Pursuant to SEQRA: North American Forest Group, Inc. has applied for a sales and use tax exemption for building improvements needed at the former ACCO Manufacturing Facility in the Town of Oswegatchie. Building materials relevant to upgrades and renovations will be needed as the company plans to put the facility back into productive use as a warehouse and sawmill facility. The company proposes to create 20 jobs over a three-year period as a result of the project. There may be another request in the near future for assistance involving site work improvements for the project as well.

Mr. LaBaff motions to approve Resolution IDA-18-09-20, seconded by Mr. McMahon. The motion is approved by unanimous vote.

Resolution IDA-18-09-21: Authorizing Establishment and Maintenance of Accounts with Keybank Capital Markets, Inc.: Mr. Kelly and Ms. Gilbert provide background information relevant to the buying of U.S. Treasuries as an investment vehicle for IDA funds. Mrs. Gilbert responds to Mr. Staples question confirming that this form of investment is suitable and in compliance with our investment policies. Mr. Blevins motions to approve Resolution IDA-18-09-21, seconded by Mr. LaBaff. The motion is approved by unanimous vote.

Resolution IDA-18-09-22: Accepting FY2019 Tentative Budget: Mrs. Gilbert provides an overview of the proposed budget and adds that any recommended changes by the board will be included after the draft budget is approved. Mrs. Gilbert identifies those parties that will receive a copy of the budget, per Mr. McMahon's inquiry. Mr. LaBaff motions to approve Resolution IDA-18-09-22, seconded by Mr. Hall. The motion is approved by unanimous vote.

Resolution IDA-18-09-23: Authorizing Chief Executive Officer to Amend an Agreement Regarding the Jones and Laughlin Ore Company Superfund Site: Mr. Kelly references the Memorandum of Understanding that is currently in place for the J&L cleanup project and notes that the SLCIDA has agreed to provide the upfront funding necessary to complete the demolition and abatement work at the site. At this time, as the County's financial condition has improved, it is proposing that it will not be necessary for the IDA to have to bridge its portion of the project funding. That change has been reflected in the amended agreement. Mr. Williams adds that the new agreement also recognizes additional work that needs to be done on the project. Mr. Hall states the additional work is reflected in the budget for this phase of the project. Mr. Hall motions to approve Resolution IDA-18-09-23, seconded by Mr. LaBaff. The motion is approved by unanimous vote.

Resolution IDA-18-09-24: Authorizing a Three-Year Audit Services Contract: Mrs. Gilbert refers to the spreadsheet she provides, outlining the three proposals received and notes Pinto, Mucenski, Hooper and VanHouse was the lowest bid and is located in St. Lawrence County. She adds that the lead auditor has changed to Mr. Ed Mucenski. Mr. McMahon motions to approve Resolution IDA-18-09-24, seconded by Mr. Hall. The motion is approved by unanimous vote.

EXECUTIVE SESSION: Hall/LaBaff motion for Executive Session at 9:03 AM to discuss the financial/credit history of a particular company or companies and the proposed acquisition, sale or lease of real property. LaBaff/Hall motion to return to Regular Session at 9:21 AM.

ADJOURNMENT: A motion to adjourn is made by Mr. Hall, seconded by Mr. LaBaff. The meeting adjourns at 9:21 AM by unanimous vote.

(Mr.) Lynn Blevins, Secretary