

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Meeting of September 27, 2019

CALL TO ORDER: Chairman Staples called the meeting to order at 9:01 AM at the IDA office, Ernest J. LaBaff Industrial Building, Canton.

ROLL CALL:

Blevins.....	Present	Reagen	Present
Hall	Present	LaBaff.....	Present
McMahon	Present	Staples.....	Present
Morrill	Present		

SLCIDA Chairman Staples announces there is a quorum.

Others: IDA Staff (Patrick Kelly, Richard Williams and Lori Sibley).

PUBLIC NOTICE: Public notifications sent September 23, 2019 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 9, 2019 meeting by Mr. LaBaff seconded by Mr. McMahon. Motion carried unanimously.

FINANCIAL REPORTS: Motion to accept the July 2019 financial reports by Mr. Blevins, seconded by Mr. LaBaff. Mr. Kelly reports on the progress with the J&L site remediation project. All expenditures for the project have been submitted for reimbursement. The fee for the AmTech project in the Massena Industrial Park was also received. Motion carried unanimously.

COMMITTEE REPORTS: None

STAFF REPORT: Patrick Kelly reports the following:

ACCO: An announcement was made this week that ACCO will close their manufacturing division in Ogdensburg and relocate that part of the business to their larger operation in Booneville, MS. The company's distribution operations will remain in Ogdensburg. Mr. Kelly is trying to arrange a meeting with ACCO and is working with our state level agency partners and elected officials to determine if there is any potential to get the company to reconsider the decision to move the manufacturing operations.

Alcoa: The United Steelworker's Union approved a four-year contract for over 350 union workers in the Massena plant.

Confluent Energy: An announcement was made this week that a power allocation will be given from NYPA for the proposed greenhouse operation on property owned by Arconic in Massena.

Empire State Mines: The current price of zinc is at \$1.03.

Community Bank, NA: An amended PILOT application to extend the PILOT on Tallman Hill Road has not yet been submitted.

North American Forest Group: We have been informed that our \$800,000 application to the Northern Border Regional Commission ("NBRC") to assist in the acquisition of equipment to be leased to North American Forest Group has been approved at an amount of \$550,000. We are waiting for an official notice of approval including the terms of the grant and will work with the company to fill any remaining financing gaps in the project.

Former Newell Manufacturing Facility: Continental Construction, headquartered in Gouverneur, has started rehabilitation of the facility. Removal of the old roofing and asbestos containing material, “ACM” is the first step of the construction. Along with this initial work is demolition of parapet walls around and throughout the various roof sections. This will eliminate some deteriorated brick and reduce the amount of flashing throughout the flat roof. During this demolition phase of the work, the contractor is discovering some issues that could not be seen beforehand, for example there has been some additional (unforeseen) asbestos located in the skylight areas, which will add to the project cost. As demolition continues, it is likely we will encounter more challenges that will add to the cost of enclosing the facility.

The Base Bid for the project came in at \$1.2 million and the two grants awarded for the project total \$1.3 million. With soft costs, tipping fees, changes for extra work, the project costs will exceed the amount of the current grants.

Additional major work that needs to be considered includes putting a new roof over the 1992 section of the building which was an Alternate in the original bid for the project. An updated cost of \$180,000 has been provided by the contractor, which is approximately \$100,000 lower than the original Alternate Bid provided for the project. While doing the roof now with a roofing crew already mobilized on the rest of the building presents savings of 20-25% over waiting, it is likely we will not be able to count the cost as a local match for other funding sources for future phases of the project. The other optional item is an upgrade to the metal facade from a corrugated panel to a flat panel for a cost of \$4,600.

As demolition continues over the next few weeks, we expect to have more firm understanding of the larger potential costs for the project. Mr. Staples states that with a project this size items always come up and should not stop the progress on the project. He suggests developing a list of potential scenarios, with cost and timing estimates, which can be brought to the board in order to determine how the work on the building may be undertaken over multiple phases. With the work in progress at this point, it is decided to notify the City of Ogdensburg, the grant recipient for the project, that the Agency will cover the additional cost of the Optional work of up to \$200,000.

Canton Industrial Building: Shingles continue to fall off the roof of the Canton Industrial Building during a strong windstorm. The cost to replace the missing shingles is \$5,000 and the work is expected to begin next week.

Ogdensburg Bridge and Port Authority: We recently received a letter from the Ogdensburg Bridge and Port Authority advising us of excess property the OBPA is putting up for sale. Mr. Kelly distributes the letter, including property descriptions, to each of the board members. Mr. Kelly suggests that staff work with board members to see if there are any prospective properties of interest to the IDA.

Marketing: WEBSITE: A film crew is in the area this week taking photos and conducting interviews with a select group of business representatives that will be included in the videos for the new website. As we continue with website developments, Mr. Reagen suggests we link with the County website and with other towns/villages. Also, that we include adequate information about the programs and resources available to prospective and existing businesses in the County. Mr. Kelly agrees that the new website will have the potential to fulfill each of these requests and he adds that each of the town supervisors and village officials will be outreached for coordination and eventual promotion of the website.

Truck Driver Initiative: The CDL-A training is scheduled to start on October 1st. There are 4 people signed up and the minimum needed is 7 people. There are 5 people who have indicated that they are going to get their learner’s permit and drug test so they can attend. The classes will be held at the CREST Center at SUNY Canton. The classroom portion of the training will take place every Tuesday and Thursday from 5:30 pm to 8:00 pm for four weeks. Then there will be 3 weeks of training behind the wheel. The truck has been leased from Route 11 Trucking and the trailer was donated by Pepsi Cola Bottlers of Ogdensburg. Mr. Morrill asks about the cost to attend the training. Mr. Kelly responds he will get an exact amount, but that he believes it is less than the cost for the schools outside the area even before the costs of travel and other related expenses are taken into account.

Center for Entrepreneurial Leadership (CEL): Staff have been involved in an initiative to begin a CEL program in St. Lawrence County. The program in St. Lawrence County is sponsored by SUNY Canton and is an offshoot from the program that has been in place at the University of Buffalo for over 30 years. There are ten business owners/decision makers that have submitted their application to be part of the first cohort to go through the program beginning October 1st. The sessions will be held weekly on Tuesdays in the SLCIDA conference room and will commence in mid-April.

CSX Rail (Massena): We have had discussions with CN Rail – the company which has announced its intent to purchase the CSX rail line which connects Syracuse Valleyfield, Quebec. The company has requested a letter of support addressed to the Surface Transportation Board to acknowledge the IDA’s willingness to work with them and support for the acquisition. Since our initial discussions with CN Rail indicated that they will not automatically absorb the employees on-site, Mr. Labaff suggests the SLCIDA include a recommendation that CN Rail hire on-site employees as a condition of our partnership with CN Rail.

Governance Committee Meeting: Currently working on information for the October meeting packet. Meeting date will be announced soon.

New York State Economic Development Council (NYSEDC): At a recent IDA Conference in Batavia, sponsored by the NYSEDC, the Comptroller’s office and the Authorities Budget Office addressed recent changes to the way IDA’s do business in New York State. As a result, Natalie Sweatland, a retired employee of the SLCIDA, has been hired on a temporary project basis to review the agreements with our various projects to ensure we are meeting the requirements.

Lawrence Avenue Community Partners (fka: Community Preservation Partners): We have had numerous follow up discussions and with Lawrence Avenue Community Partners after the bond closing. The company conveyed its appreciation to the IDA for our assistance with the project.

OLD BUSINESS: None

NEW BUSINESS:

Resolution IDA-19-09-22 Accepting the FY2020 Tentative Budget: Mr. Kelly 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. Mr. LaBaff motions to approve Resolution IDA-19-09-22, seconded by Mr. Morrill. The motion is approved by unanimous vote.

EXECUTIVE SESSION: Hall/McMahon motion for Executive Session at 9:50 AM to discuss the financial history of a particular company. LaBaff/McMahon motion to return to Regular Session at 10:18 AM

ADJOURNMENT: A motion to adjourn is made by Mr. Hall, seconded by Mr. Morrill. The meeting adjourns at 10:18 AM by unanimous vote.

(Mr.) Lynn Blevins, Secretary