

**St. Lawrence County Industrial Development Agency  
Local Development Corporation**

**Mission Statement**

*Reviewed and Reaffirmed in Public Session on June 29, 2020*

*The mission of the St. Lawrence County IDA Local Development Corporation is to stimulate the growth of private sector employment in St. Lawrence County by providing financial assistance to new and expanding industries, and to certain retail/market-driven facilities.*

*The purpose of the Corporation shall be to relieve and reduce unemployment; promote and provide for additional and maximum employment; better and maintain job opportunities; to instruct or train individuals to improve or develop their capabilities for jobs; carry on scientific research for the purpose of aiding the community of St. Lawrence County, New York by attracting industry to the community and by encouraging the development of, or retention of, an industry in the community; lessen the burdens of government and act in the public interest and administer the St. Lawrence County Revolving Loan Fund.*

**Performance Goals**

- *To create new employment opportunities for St. Lawrence County citizens through the attraction of or the creation of new businesses*
- *To create new employment opportunities for St. Lawrence County citizens through the expansion of existing businesses*
- *To retain existing employment opportunities*
- *To invest in local companies through responsible lending assistance*
- *To leverage the greatest level of private investment in St. Lawrence County businesses*
- *To educate County businesses, elected officials and community representatives regarding available economic development resources*
- *Act as liaison between businesses and government to help coordinate economic development services and reduce bureaucracy*
- *Work cooperatively with area economic development agencies to market County assets and economic development resources to potential new or expanding businesses*
- *Ensure a transparent and accountable operation with responsibly-managed Corporation assets*
- *Responsibly administer the assets of the St. Lawrence County IDA Local Development Corporation Revolving Loan Fund, the Greater Massena Economic Development Fund and the St. Lawrence River Valley Redevelopment Agency*

**2020 Performance Review (January 2020 – December 2020)**

- *Approximately 20 companies within the IDA and IDA-Local Development Corporation loan and lease portfolio took advantage of a three-month payment moratorium that we offered to our borrowers. This portfolio has approximately 60 borrowers with outstanding balances of nearly \$7 million. We coordinated this action with the North Country Alliance, North Country Economic Development Fund, Greater Massena Economic Development Fund, and Ogdensburg Growth Fund to provide consistency and a unified approach with the loans we have packaged with these organizations. Another dozen borrowers utilized a similar moratorium through these lending partners.*

- *The St. Lawrence River Valley Redevelopment Agency approved a \$75,000 loan for In-Law Brewing Company, a Chase Mills microbrewery planning to expand its operations on property acquired by the Company's owners in the Town of Louisville. The business will agree to maintain 2 full time staff and create 2 additional jobs. In addition to the River Valley loan, the SLCIDA provided a Mortgage Recording Tax Exemption, a PILOT, and a Sales and Use Tax Exemption. Additionally, the Northern New York Power Proceeds Allocation Board and New York Power Authority approved a \$51,000 award for the project that will support the building construction, the purchase of machinery and equipment, and other items related to the expansion of the business.*

*The expansion is expected to provide a modern beer manufacturing layout with improved process efficiencies and will increase the Company's manufacturing capacity from 7 BBLs (217 gals) to 30 BBLs (930 gals) of beer, allowing for expanded distribution from Alexandria Bay to Lake Placid. The business, already a modest regional attraction, will continue to impact regional tourism by drawing from an expanded area, including Canadian visitors once the border reopens.*

- *Structural Wood Corporation dba Roll Lock Truss received a \$300,000 loan from the St. Lawrence River Valley Redevelopment Agency and IDA-Local Development Corporation to renovate its existing facility and to acquire adjacent property to provide additional inventory storage along with a larger and safer delivery area. The renovation of the facility will provide improvements to the production area with expansions to the existing truss table and lumber tree, reconfiguration of a previously unheated area with four garage doors and heating. The improvements to the facility necessitate the purchase of two pieces of equipment, a tractor with a knuckle boom and a truss trailer. The project will allow the company to increase production and delivery capabilities to meet existing demand and allow for sales growth in addition to employment of 3 new full-time equivalent employees.*
- *JAPES Pet Surplus, Inc. was approved for a \$20,000 loan by the St Lawrence County IDA Local Development Corporation Microenterprise Revolving Loan Fund to obtain warehouse space in Winthrop. The project will enable the company to expand its business to include the distribution of high-end branded pet food products throughout the Northeastern United States that are manufactured in Canada. The micro loan will create 2 full time positions over the next 3 years. The owner of the business also currently owns and operates a bicycle shop business in Potsdam.*
- *Under Cover Storage, an indoor storage business serving customers located in Winthrop and providing services in the Tri Town area, received a \$40,000 loan that was packaged by the IDA, including participation through the SLCIDA-LDC Microenterprise revolving Loan Fund and the Brasher Microenterprise Revolving Loan Fund, both of which are administered by the SLCIDA-LDC. In addition to 18 storage units, the business offers direct buying and selling of construction materials, a U-HAUL dealership, and as of January 2020, the facility became an official UPS and FedEx shipping center. The funds will help the company purchase twelve new mobile storage units to expand its existing indoor storage business by offering mobile storage units to service customers with temporary storage solutions on or off-site.*
- *The IDA applied to the Northern Border Regional Council ("NBRC") to purchase and lease pieces of sawmill equipment to help North American Forest Group, Inc, an affiliated company of Curran Renewable Energy, turn its sawmill in the former ACCO Brands facility in the Town of Oswegatchie into an integrated wood products manufacturing operation. The NBRC approved \$535,000 of the \$800,000 amount requested in the application. The IDA is committing \$270,000 to assist with the funding gap as it will own and lease the equipment to North*

American Forest Group per the terms of the NBRC grant application. The balance of the financing, \$265,000 will be provided by the River Valley Redevelopment Agency through a Line of Credit advance which will be paid back by Curran Renewable Energy. With access to these funds, the project is fully funded and able to move forward, allowing North American Forest Group to continue with its plans to revive the former ACCO facility.

- The following loans were paid off over the course of the year:

<i>Borrower</i>	<i>Location</i>	<i>Issuer</i>	<i>Issue Date</i>	<i>Amount</i>
<i>First Class Aire</i>	<i>Parishville</i>	<i>GMEDF/RVRDA</i>	<i>2014</i>	<i>\$ 103,000.00</i>
<i>Hozmerica</i>	<i>Ogdensburg</i>	<i>RVRDA</i>	<i>2015</i>	<i>\$ 17,500.00</i>
<i>North Racquette Greenery</i>	<i>Massena</i>	<i>GMEDF</i>	<i>2010</i>	<i>\$ 50,000.00</i>
<i>Parker Maple</i>	<i>Canton</i>	<i>LDC/RVRDA</i>	<i>2019</i>	<i>\$ 100,000.00</i>
<i>Wrights Tool Rental</i>	<i>Massena</i>	<i>MIC</i>	<i>2015</i>	<i>\$ 20,000.00</i>

- The St. Lawrence River Valley Redevelopment Agency's Community Development and Environmental Improvement Program Applications for the 2020 funding year were made available in January 2020, with an extended submission deadline of May 15<sup>th</sup>. Total amount of funds available was \$100,000 with a maximum of \$20,000 to be distributed to any one individual project. The following awards were made in 2020:
  - **Fort la Presentation (\$10,000)** - mitigate Shoreline erosion and flooding at Rensselaer Point
  - **Black Lake Chamber of Commerce (\$5,000)** - billboards, posters, panfish tournament event
  - **St Lawrence County Arts Council (\$20,000)** - purchase, renovate, and occupy 6-8 Raymond Street in Potsdam for new Arts Center
  - **CREST Center - SUNY Canton (\$19,800)** - purchase a used tractor trailer for CDL Classes
  - **St Lawrence County Chamber of Commerce (\$7,000)** - create integrated approach to chamber services in County, allowing for administrative, marketing, and staffing efficiencies
  - **Town of Louisville (\$18,200)** - renovate Hockey Score Box and install dehumidification system to help renovated box survive weather
  - **Village of Waddington (\$20,00)** - gateway to downtown, new signage entering Waddington
- The SLCIDA applied for, and was awarded, a Rural Development Block Grant "RDBG" funds from the USDA to support the costs of training individuals in the new CDL-A Driver Training Program offered at the CREST Center at SUNY Canton. This award will assist at least 12 adults as they work to obtain their Class A Commercial Driver's License through the CREST Center. The St. Lawrence River Valley Redevelopment Agency awarded \$19,800 to the CREST Center through the Community Development and Environmental Improvement Program for the purchase of a used truck tractor for the program. Pepsi-Cola Ogdensburg Bottlers previously donated a trailer to the program.

The rate for attending the course is much lower than if the student were to attend the class in Syracuse, which is the next closest location, but still comes with a cost that can be a barrier for potential applicants. The grant will cover approximately \$4,750 per student. Each student, or

*their employer if applicable, will then be responsible for the balance of the class cost (approximately \$1,500).*

*In 2020, the CDL A Training program had 21 students enroll, with 15 successfully licensed. Ten of those participants were enrolled through the IDA funding from the USDA.*

- *Board members approved the 2019 Independent Audit reports in June of 2020. The reports showed no findings. Legislators have been provided the reports electronically. In addition, the reports are available on our website at [www.SLCIDA.com](http://www.SLCIDA.com).*
- *As part of our Public Authority Law compliance program, annual policy reviews are conducted by the IDA and its affiliated organizations which include Conflicts of Interest, Procurement, Investment and Assessment of Internal Controls, Property Disposition, Investment of Funds, Whistleblower, Code of Ethics, Defense & Indemnification, and Compensation, Reimbursement & Attendance policies were reviewed. A new Records and Retention Policy and Schedule were added and the FOIL policy was revised. Performance documents for 2019 were also reviewed.*
- *Appointments/Reappointments: Both Brian Staples and Ernest LaBaff were reappointed for a three-year term in August 2020.*
- *At the IDA-LDC's Annual Meeting, the following officers were elected to a one-year term: Brian W. Staples (Chair); Ernest J. LaBaff (Vice-Chair); Lynn Blevins (Secretary), Patrick J. Kelly (CEO) and Kimberly A. Gilbert (CFO). The firm of Silver and Collins was reappointed as General Counsel.*
- *On September 6<sup>th</sup>, Thomas A. Plastino, Deputy Chief Executive Officer of the SLCIDA-LDC, passed away. Through his work with the IDA, the IDA Local Development Corporation, the St. Lawrence County Workforce Development Board, CITEC, the North Country Alliance and many other regional organizations, Tom had a profound impact on St. Lawrence County and the North Country and is greatly missed.*



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**Additional Questions**

1. Have the board members acknowledged that they have read and understood the mission of the public authority?

ANS: Yes – the Board members reviewed and approved (by formal resolution) the mission statement and performance measures of the board.

2. Who has the power to appoint the management of the public authority?

ANS: Management is appointed by the Board members of the authority.

3. If the board appoints management, do you have a policy you follow when appointing the management of the public authority?

ANS: The Board of the St. Lawrence County Industrial Development Agency Local Development Corporation appoints its Chief Executive Officer and Chief Financial Officer. The Chief Executive Officer appoints management and staff.

4. Briefly describe the role of the Board and the role of management in the implementation of the mission.

ANS: The Board, with assistance of management, works to develop the authority's mission, and evaluate the authority's goals and performance.

Management ensures that the board's mission and goals are carried out in a manner which achieves the intended public purpose - a process involving program evaluation, reporting, feedback and recommendation.

5. Has the board acknowledged that they have read and understood the responses to each of these questions?

ANS: The Board acknowledges its understanding of this document by formally approving the document in public session.