

**St. Lawrence County Industrial Development Agency
Local Development Corporation
2021 Mission Statement and Performance Review**

Mission Statement

Reviewed and Reaffirmed in Public Session on March 30, 2021

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*

2021 Performance Review (January 2021 – December 2021)

- An IDA-LDC staff member was assigned to work with the St. Lawrence County Public Health Department to assist with the Covid vaccine rollout process. This included helping with site layout plans, contacting and scheduling volunteers to help process registrants for vaccination site locations, and reaching out to companies to solicit employees to utilize vaccination clinics. Businesses were contacted to set up on on-site vaccination clinics with the Public Health Department. As a result, vaccination clinics were held at Arconic, ALCOA, Corning, and with multiple businesses at the OBPA industrial park through a clinic held in an OBPA building in the park. Assistance was also provided to increase citizen participation for getting vaccinated by helping to facilitate points of distribution (POD) at village and town volunteer fire halls.

- Staff worked closely with the Small Business Development Center to connect businesses with information relative to new assistance programs that were designed to provide relief from losses associated with the pandemic. The Small Business Development Center provided the following information which reflects the total amount of funding awards provided to the businesses which utilized the assistance of the SBDC in St. Lawrence County:
 - Economic Injury Disaster Loan (“EIDL”): \$10,383,094
 - Paycheck Protection Program (“PPP”): \$13,632,722
 - Paycheck Protection Program (“PPP”) First Draw Forgiveness: \$52,204
 - Paycheck Protection Program (“PPP”) Second Draw Forgiveness: \$3,597,738
 - Restaurant Revitalization Fund: \$1,276,831
 - Shuttered Venue Operators Grant: \$142,000
 - Child Care Stabilization Grant: \$57,800
 - New York State Pandemic Recovery Grant: \$121,101
 - Covid-19 LDC Funding: \$15,000
 - State Trade Expansion Program: \$22,000

- The IDA-LDC assisted Atlantic Testing Laboratories (“ATL”) with the acquisition of a bigger, more dynamic drilling rig through an equipment loan in the amount of \$344,500 to ATL through the St. Lawrence River Valley Redevelopment Agency fund.



ATL’s new CM E-55LC/300 rubber track drill

The purchase of the new drilling rig will create two jobs at ATL’s drilling division, which is headquartered in Canton and currently employs over 20 workers.

Assistance was also provided to ATL to complete a Consolidated Funding Application for which the company received an award in the amount of \$390,000 from New York State for renovations of their drilling and vehicle/equipment maintenance building in Canton.

- Curran Renewable Energy, LLC was authorized to draw up to \$350,000 from a line of credit provided through the IDA-LDC St. Lawrence River Valley Redevelopment Agency fund for both working capital and equipment financing.

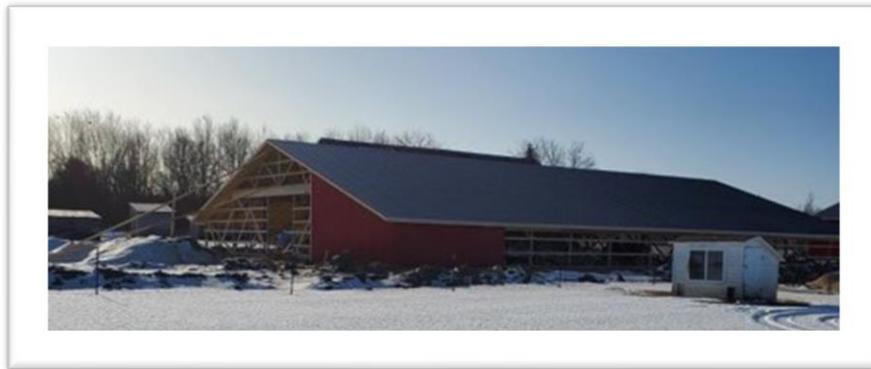
The funds will help Curran Renewable and its related entities, Seaway Timber Harvesting and North American Forest Group, in the ongoing effort to start sawmill operations at the former ACCO facility in the Town of Oswegatchie.



North American Forest Group Sawmill production activity

- M&M Eggs, a business that provides fresh eating eggs, hatching eggs, straight-run chicks and started pullets throughout St. Lawrence County and the surrounding areas, was approved for a \$25,000 loan from the IDA - LDC through the Town of Brasher Microenterprise Loan Fund (“TBMRLF”).

The TBMRLF was established by the Town of Brasher using Tribal Compat money set aside to provide loans for the start-up or expansion of microenterprise businesses located in the Town of Brasher, doing business in, and/or providing services to the residents in the Town of Brasher. The funding is expected to help bring the business to a whole new level of production. Winter production needs will be met utilizing a warm barn. The eggs will be distributed to several restaurants around the County as part of a direct sale and help increase the farm-to-table options and present more organic food opportunities which has grown in popularity in recent years.



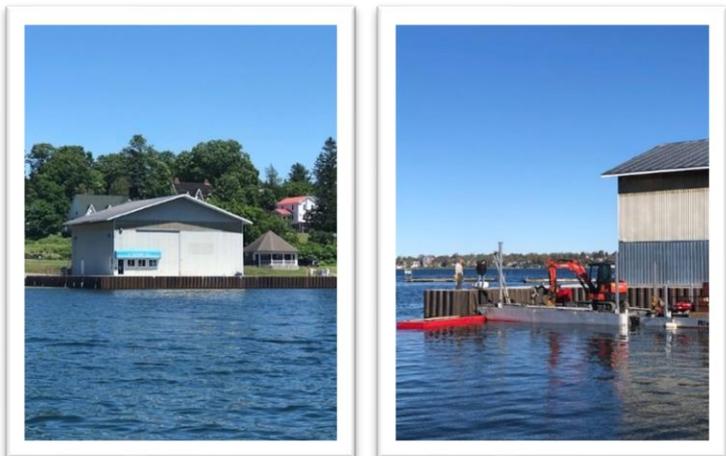
M&M Eggs facility, 291 Small Road, Town of Brasher

- The sale of the former Star Lake Great American grocery store was finalized in June. The IDA-LDC and other lending partners on the project worked to market the facility to a new owner with the objectives of maximizing the return on the property while providing access to products in the community, growing the tax base, and creating jobs with a new store. The developer that purchased the property demolished the existing building and constructed and leased a new building to Dollar General.
- A total of 15 applications were accepted for the St. Lawrence River Valley Redevelopment Agency’s 2021 Community Development and Environmental Improvement Program. The total amount of funds distributed was \$100,000 which went to the following projects:
 - Cranberry Lake Mountaineers, Groomer Building project, \$15,000
 - GardenShare, Farmers’ Market Promotion, \$7,500
 - Town of Lisbon, IT Technology Upgrade, \$20,000
 - Town of Louisville, Revive Massena Country Club (River Course), \$20,000
 - Research, Applied Technology, Education Services, Hydrologic Monitoring, \$7,500
 - SLC North Country Events, 2021 Bass Master Elite Tournament, \$15,000
 - Village of Potsdam, Downtown Potsdam – new Raymond/Depot St., \$5,000
 - Village of Waddington, Relocation and Renovation of Rail Depot Building, \$10,000
- The St. Lawrence County IDA – Local Development Corporation authorized subordination of its interest in the equipment and machinery serving as security for a loan with Potsdam Specialty Paper, Inc. in support of PSPI’s efforts to refinance its debt with its primary lender.

- The NYS Lake Ontario Resiliency and Economic Development Initiative (“REDI”) program was established to help businesses along the lake and St. Lawrence River that were impacted by flood damage in 2017 or 2019.

The IDA-LDC has been working with businesses that received awards to assist them in reaching the requirements for local matching funds mandated by the program.

To assist with these local match requirements, the St. Lawrence River Valley Redevelopment Agency authorized an allocation of funds from the Community Development and Environmental Improvement Program (“CDEIP”) and the IDA is assisting local awardees as they complete their repair projects.



Wrights Sporting Goods and Marine, Morristown, pier work

- As a way of expanding the workforce pipeline in the County and assisting the Fort Drum Community with job opportunities for transitioning soldiers & their families, we have combined efforts with the St. Lawrence County Chamber of Commerce and partnered with the Fort Drum Transition and Employment Assistance Program to participate in tabling events and job fairs on Post. Additionally, the IDA Chairman, CEO, and IDA-LDC Project Manager met with the newly appointed Commanding General at Fort Drum to welcome him and inform him about opportunities for recruiting transitioning soldiers and their families for available job openings with St. Lawrence County employers.
- *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>SLCIDA (CIB)</i>	<i>CANTON</i>	<i>RVRDA</i>	<i>2014</i>	<i>\$ 700,000</i>
<i>Structural Wood</i>	<i>WADDINGTON</i>	<i>GMEDF</i>	<i>2011</i>	<i>\$ 150,000</i>
<i>Structural Wood</i>	<i>WADDINGTON</i>	<i>RVRDA</i>	<i>2011</i>	<i>\$ 150,000</i>
<i>BlastBoss</i>	<i>OGDENSBURG</i>	<i>RVRDA</i>	<i>2017</i>	<i>\$ 78,050</i>
<i>Susan's Stitches</i>	<i>RENSSELAER FALLS</i>	<i>MIC</i>	<i>2012</i>	<i>\$ 20,000</i>
<i>Gilbert Greens Country Club</i>	<i>OGDENSBURG</i>	<i>LDC</i>	<i>2012</i>	<i>\$ 50,000</i>

- The Office of the State Comptroller conducted a Disbursements review on the IDA-LDC. The review began in April and finished in December 2021. The recommendations from the review were minor and will be addressed with easily incorporated adjustments to the IDA-LDC’s disbursement and payment processes.
- Board members approved the 2020 Independent Audit reports in March of 2021. 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.

- As part of our Public Authority Law compliance program, annual policy reviews are conducted by the IDA and its affiliated organizations. 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. Performance documents for 2020 were also reviewed.
 - Appointments/Reappointments: Lynn Blevins was reappointed in June 2021 and Mark Hall was reappointed in December 2021. Both will fill another three-year term.
 - 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.
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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.