

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Meeting of July 6, 2022

CALL TO ORDER: Chairman Staples calls the meeting to order at 10:32 AM in the main conference room at the Ernest J. LaBaff Industrial Building, Canton.

ROLL CALL:

Staples.....	Present	McMahon	Present
LaBaff.....	Present (via Zoom)	Morrill	Present
Blevins	Absent	Reagen.....	Present
Hall	Present		

A quorum is recognized.

Others: IDA Staff present: Patrick Kelly, Richard Williams, and Lori Sibley

PUBLIC NOTICE: Public notifications sent June 30, 2022 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: Andrew Gardner, Reporter with the Watertown Daily Times, is in attendance via Zoom and offers no comment.

APPROVAL OF MINUTES: Motion to accept the minutes of the May 19, 2022 meeting by Mr. LaBaff seconded by Mr. Reagen. Motion carried unanimously.

FINANCIAL REPORTS: Motion to accept the April and May 2022 financial reports by Mr. McMahon, seconded by Mr. LaBaff. Mr. Kelly reports that April 2022 highlights reflect second quarter revenue received from the County and an application fee from Corning, along with various marketing and operating expenses. May 2022 highlights include revenue from the Rochester Regional Health/Canton Potsdam Hospital project and interest income, in addition to building and other operating expenses. Mr. Kelly adds that the IDA is investing in treasuries now and as the treasuries are bought and sold the information is entered into the financial reports. Motion is approved by unanimous vote.

COMMITTEE REPORTS: Nominating Committee (LaBaff – Chair, Hall and Reagen). Nominating Committee Chairman Ernest LaBaff offers the following slate of officers: Brian W. Staples (Chairman), Ernest LaBaff (Vice-Chairman) and Lynn Blevins (Secretary). Hearing no other nominations, the list of nominees is elected by unanimous vote. The Board unanimously approves the following: Patrick J. Kelly (Chief Executive Officer), Kimberly Gilbert (Chief Financial Officer) and the Law Firm of Silver & Collins (Agency General Counsel). Motion to accept the slate of officers made by Mr. LaBaff, seconded by Mr. Reagen. Motion carried unanimously

STAFF REPORT: Patrick Kelly begins the staff report by noting this is the Agency’s Annual Meeting and the 51st year in operation, beginning in 1971. Mr. LaBaff mentions that he first served on the IDA board in 1974 and notes there has been a lot of economic development activity in St. Lawrence County since that time. Mr. Kelly reports the following:

Properties: Still moving forward with the Gouverneur Industrial Park sale agreement and the necessary permitting.

Downtown Revitalization Initiative (“DRI”): The Massena School of Business has been recommended by the DRI committee. Mr. McMahon mentions that the focus is on the first couple of blocks of the Main Street corridor bridge. Mr. Kelly is a co-chair along with Mayor Gregory Paquin. Mr. McMahon adds that Mayor Paquin is very appreciative of the value Mr. Kelly brings to the Downtown Revitalization Initiative. Mr. Kelly is a non-voting member of the DRI in Potsdam and notes that the community is in the action stage of some of their projects.

Restore NY: Recently received notice that the Restore NY grant program for redeveloping and/or eliminating blighted structures is now open. An instructional webinar will be held on Wednesday July 13th at 10 a.m. Up to \$2 million is available for specific projects. The NYS Economic Development Council helped move this program forward.

Canton Industrial Building: Minor roof repair will be scheduled soon for the Canton Industrial Building that will involve cap work around the chimney used by the former St. Lawrence Brewing Company.

Newell Rehabilitation Project: Involved with next stage work on the 1912 section of the building, getting it ready for occupancy. Continue to market the building to prospects.

Marketing: Staff recently attended the Select USA Investment Summit in Washington D.C., the highest profile event for promoting Foreign Direct Investment. In May, staff attended the Montreal Manufacturing Technology Show. There are other shows lined up for this Fall. We are getting back to our typical tradeshow schedule since the Pandemic. Information is also being distributed at local alumni events, and we will be involved in the mega reunions and summer festivals this summer to foster attraction efforts.

In response to Mr. Hall's question about businesses returning back to normal, Mr. Kelly mentions that the immediate reaction to the pandemic has lulled, but workforce development and attraction efforts remain challenging. The unemployment rate continues to drop, and less people are in the workforce now. There is still a lot of uncertainty out there that drives down the motivation for investment. Mr. Kelly provides some facts and figures for the members that portray a more accurate profile of the labor market since the pandemic. Mr. Reagen adds that businesses are still suffering from the lack of Canadian travel across the border. Mr. McMahon asks about our involvement with PPP loans during the pandemic. Mr. Kelly reiterates staff's role in contacting companies in the early days of the pandemic to connect them with resources available, and the webinars, radio ads, and other outreach mechanisms for being a conduit for businesses to get the information and assistance they need. Mr. Hall asks what can be done to continue to help those businesses still experiencing hardships caused by the pandemic, particularly with inflation, price of fuel, and other global supply issues still causing issues for businesses. Mr. Morrill elaborates on the labor issues still affecting employers right now too. Mr. Kelly mentions that the Administrative Services Coordinator for the IDA will be moving into a new role as Workforce Development Specialist for the Agency to assist businesses with recruitment efforts.

American Rescue Plan Act ("ARPA"): Mr. Reagen mentions that as we move forward with the ARPA funding, we will be able to target some of that money to attract more of our Canadian neighbors to St. Lawrence County, using a significant amount for attracting tourism and training workers.

Meeting Schedule: Mr. Kelly asks for feedback from the members to determine the best day and time to meet to get back on a routine schedule that enables people to participate on a regular basis.

Ethics Training (refresher): An email reminder will be sent to all members requesting everyone complete a refresher Ethics training exercise as a way to stay current with policies and guidelines. A signed certification acknowledging the training exercise was completed will be required.

Reappointment: The term of Andrew McMahon will expire in September 2022. Mr. Hall/Mr. LaBaff motion/second to recommend to the County Board of Legislators that Mr. McMahon be reappointed for another term. Carried Unanimously

OLD BUSINESS: None

NEW BUSINESS:

Resolution IDA-22-07-15: Project Authorizing Resolution: Alcoa Track Rehabilitation & Grade Crossing Safety Improvements: Mr. McMahon motions to approve, seconded by Mr. LaBaff. Mr. Kelly explains that this project has

been discussed at a prior meeting, but the resolution is necessary for formal approval as required by the New York State Department of Transportation. Motion is approved by unanimous vote

EXECUTIVE SESSION: None

ADJOURNMENT: A motion to adjourn is made by Mr. LaBaff, seconded by Mr. Morrill. The meeting adjourns at 11:01 AM by unanimous vote.

Lynn Blevins, Secretary