

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Meeting of September 23, 2022

CALL TO ORDER: Chairman Staples calls the meeting to order at 11:08 AM in the main conference room at the Ernest J. LaBaff Industrial Building, Canton.

ROLL CALL:

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

A quorum is recognized.

Others: IDA Staff present: Patrick Kelly, Kimberly Gilbert, Lori Sibley, Bob Ahlfeld, and Richard Williams. Also, John Pinkerton from the SLCIDA-LDC.

PUBLIC NOTICE: Public notifications sent September 19, 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, Watertown Daily Times is in attendance via Zoom meeting and offers no comment.

APPROVAL OF MINUTES: Motion to accept the minutes of the August 11, 2022 meeting by Mr. McMahon seconded by Mr. Reagen. Motion carried unanimously.

FINANCIAL REPORTS: Ms. Gilbert points to June 2022 financials and highlights the receipt of third quarter revenue from the County, fees received from five solar projects, and expenses associated with IT and buildings. In the July 2022 financials, Ms. Gilbert highlights incoming revenue and PILOT payments being made for the Canton Industrial Building. Motion to accept the June and July 2022 meeting minutes by Mr. Blevins, seconded by Mr. Hall. Motion carried unanimously.

COMMITTEE REPORTS: Mr. Kelly notes that the Governance Committee will meet next month.

STAFF REPORT: Mr. Kelly reports the following:

Corning: Mr. Kelly attended an event on August 29th at the Corning Canton plant at which U.S. Senator Chuck Schumer spoke to highlight the funding for semiconductor manufacturing as part of the CHIPS (“Creating Helpful Incentives to Produce Semiconductors for America”) Act.

American Rescue Plan Act (“ARPA”): A resolution will be presented later in the meeting for initial allocations.

Micro/Craft Breweries: A number of micro craft breweries have contacted us for assistance as part of either planned start up or expansions of these facilities in the county. We see a pathway to assisting these projects through the manufacturing/brewing aspects of the facilities. The operations will also hopefully develop connections as tourism assets and attractions for the region.

North American Forest Group (“NAFG”): Mr. Kelly outlines the list of \$350,000 in sawing equipment that is being purchased by the IDA to be leased to North American Forest Group through our award from the Northern Border Regional Commission (“NBRC”).

Marketing: The IDA co-sponsored a *Business-to-Business networking invent* with the St. Lawrence County and Ogdensburg Chambers of Commerce on the tall ship Nao Trinidad on Thursday, September 8th. Mr. Blevins and Mr. Reagen attended the event, along with IDA staff Mr. Ahlfeld, Ms. Sibley and IDA-LDC staff Mr. Pinkerton. The event drew 100 business representatives from around the County. In response to Chairman Staples inquiry about the significance of the ship, Mr. Reagen provided an overview of the history of the ship and the effort taken by the County Chamber Tourism director to request for the ship to stop in Ogdensburg as it was passing through the Great Lakes. Mr. Blevins added that he thought the event was very well attended and that staff did a fantastic job interacting with the businesses in attendance.

Radio Ads promoting the Come Back Here theme will be sponsored again this year by the IDA for both Clarkson and St. Lawrence University hockey games. Mr. Kelly mentions that this is a way of reinforcing the messaging that St. Lawrence County is a great place to return to and bring your business. Also, staff have returned to attending *tradeshows* in person and connecting with prospects. It was announced this week that the ArriveCAN app will not be required as of October 1st for people traveling to Canada.

Air Products: The company is proposing construction of a new facility for green hydrogen production in Massena. Staff continues to work with the company, the New York Power Authority, and Empire State Development on the project.

Reappointments: Mr. McMahon has received reappointment by the St. Lawrence County Board of Legislators for another three-year term.

Ethics Training: Mr. Kelly mentions that anyone who still needs to complete the Ethics refresher training may stay after the meetings today if time permits with their schedule.

OLD BUSINESS: None

NEW BUSINESS:

Resolution IDA-22-09-16: Accepting FY2023 Tentative Budget: Mr. Kelly mentions that in creating the tentative budget, staff has looked at the previous year's budget, year-to-date finances, and the potential for new revenue streams and have composed the proposed draft budget for FY2023. Mr. Kelly adds that the American Rescue Plan Act ("ARPA") funds from the County are included in the proposed budget. Mr. Blevins motions to approve Resolution IDA-22-09-16, seconded by Mr. McMahon. The motion is approved by unanimous vote.

Resolution IDA-22-09-17: Accepting an Application Submitted by Canexsys Networks, Inc., Authorizing the Undertaking of Financial Assistance in the Form of a Sales and Use Tax Exemption, and Adopting Findings with Respect to the Project Pursuant to SEQRA: Mr. Kelly points to the Cost Benefit Analysis and provides a brief overview of the proposed project. He mentions that Canexsys Networks, Inc. is expanding their current Ogdensburg operation into the 100 Paterson Street building where the Company will occupy 8,000 square feet with an option to expand to 38,000 square feet of space. The company currently has 14 employees and expect to add 10-12 more jobs over the next three years. The Sales and Use Tax exemption will not exceed \$12,000. This project marks a significant milestone taking a vacant building and returning it to productive use, the project also hits almost every goal on the list for the County's Comprehensive Economic Development Strategy ("CEDS").

Mr. Reagen thanks the IDA Board of Directors, the CEO and both IDA and IDA-LDC Staff for all their work making this project possible. He further states that the former Newell Manufacturing building is in the heart of Ogdensburg and has been in disarray for years and falling apart. He highlights that the IDA worked closely with the City of Ogdensburg to save the building and bring it back to new life as a productive manufacturing

center. With the building now ready for tenant occupancy, the IDA is helping a company relocate to this larger space so they can grow and expand into new markets and bring more jobs to Ogdensburg while building the tax base. This project has been a huge investment and he believes we are seeing it pay off and it is major win for not only Ogdensburg, but for St. Lawrence County. Mr. Reagen motions to approve Resolution IDA-22-09-17, seconded by Mr. Blevins. The motion is approved by unanimous vote.

EXECUTIVE SESSION: Blevins/McMahon motion for an Executive Session at 11:38 AM to discuss matters relating to the financial/credit history of a particular company or companies. Blevins/McMahon motion to return to Regular Session at 12:12 PM. The motion is approved by unanimous vote.

Resolution IDA-22-09-18: Authorizing Allocations Through the St. Lawrence County ARPA Economic Development & Tourism Funding Program: Mr. Kelly reviews the list of applicants and proposed awards that will be allocated through the first round of St. Lawrence County American Rescue Plan Act Economic Development and Tourism Funding Program being administered by the IDA for St. Lawrence County. Mr. Hall motions to accept the award allocations, seconded by Mr. Reagen. The motion is approved by unanimous vote.

ADJOURNMENT: A motion to adjourn is made by Mr. McMahon, seconded by Mr. Hall. The meeting adjourns at 12:14 PM by unanimous vote.

Mr. Lynn Blevins, Secretary