

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Meeting of September 26, 2023

CALL TO ORDER: Chairman Staples calls the meeting to order at 1:00 PM in the main conference room at the Ernest J. LaBaff Industrial Building, Canton.

ROLL CALL:

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

A quorum is recognized.

IDA Staff present: Patrick Kelly, Kimberly Gilbert, Lori Sibley, and Bob Ahlfeld. IDA-LDC Staff present: John Pinkerton.

PUBLIC NOTICE: Public notifications sent September 20 2023, 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: Andy Gardner, Reporter from the Watertown Daily Times is present. No public comment.

APPROVAL OF MINUTES: Motion to accept the minutes of the August 15, 2023, meeting motion made by Mr. LaBaff, seconded by Mr. Hall. Motion carried unanimously.

NEW BUSINESS:

Resolution IDA-23-09-29: Authorizing an Agreement with the Development Authority of the North Country for the Massena School of Business Downtown Revitalization Initiative. The resolution will authorize an agreement for services with the Development Authority of the North Country (“DANC”) to assist with former Massena School of Business façade restoration project. Mr. LaBaff motions to approve Resolution IDA-23-09-29, seconded by Mr. Reagan. Mr. Hall abstains from the vote due to his position as Member of the Development Authority of the North Country Board. The motion is approved by a majority vote.

Mr. McMahon excuses himself from the meeting at 1:02 PM.

FINANCIAL REPORTS: Ms. Gilbert reports on the July 2023 financial report. She highlights some of the activities for July, noting this was a typical month. She summarizes the report showing building expenses, about \$76,000 in ARPA award expenses and work that was performed on the Benson Mines rail line. Another payment from the County was received on August 29th for 90% of expenses for the ARPA awards. The remaining 10% of reimbursement will come in after all of the final reporting has been submitted. Mr. Hall motions to accept the July 2023 meeting minutes, seconded by Mr. LaBaff. The motion is approved by unanimous vote.

COMMITTEE REPORTS: None

STAFF REPORT: Mr. Kelly reports the following:

Air Products and Chemicals, Inc.: The Massena Central School District approved a consent resolution at their meeting last Thursday. The Town of Massena already approved a consent resolution as well and a public hearing has been scheduled for October 10th, 2023.

High Peaks Winery: Matthew Whalen was presented with the Rural Business of the Year Award from the NYS SBDC on September 13th. High Peaks currently has an IDA PILOT, an IDA-USDA equipment lease, and a loan from the SLCIDA-LDC. Mr. Kelly points out that the High Peaks Winery project and the Air Products projects demonstrate the range of IDA activity, from small start-ups to a \$400 million project.

100 Paterson Street Project: Roof warranty work is underway. Mr. Kelly discusses the need for change orders for some work on issues which have come up during the current phase of the project. The work is within range of what we typically see in a project and is not surprising with a building of this size and vintage.

Marketing: Local outreach activities include attendance by IDA Staff at St. Lawrence County Chamber of Commerce Business Spotlight events, one this evening at Applewood Orchards, where the IDA helped assist in the packaging of a North Country Economic Development Fund loan, and an event at the Bayside Grill in Ogdensburg on August 29th.

The Business Connections: Spotlight on Resources committee, which includes IDA staff members, coordinated a tour of the Canino School of Engineering at SUNY Canton last Tuesday. About 30 business representatives were in attendance to learn how to connect with programs and students at SUNY Canton. This event was modeled after the successful BOCES tours which were proved valuable by employers. We are driving the effort to help connect local employers to these programs, so they are aware of the resources at hand and have access to potential employees. The next Spotlight on Resources event will be held at Southwest Tech BOCES on October 17, 2023. A CITEC Workplace Problem Solving Workshop was held at the IDA offices last Tuesday as well, with about a dozen local attendees including some IDA staff. Advocate Drum held their meeting in St. Lawrence County a couple of weeks ago at the Gouverneur Community Center. Lori Sibley attended the meeting and spoke about the efforts she shares with the St. Lawrence County Chamber of Commerce to recruit potential workforce talent to St. Lawrence County from the military community at Fort Drum.

Out of the area outreach activities: Staff attendance at the Canadian Manufacturing and Technology Show in Toronto tomorrow, attendance at the EpTech show in Montreal earlier this month, attendance at the Advanced Design and Manufacturing Expo in Toronto in November, and the Select USA event in Montreal in December. Staff will also host Empire State Development agri-business sector representatives to show the potential for agri-business development in St. Lawrence County as part of a Drum Country regional tour.

St. Lawrence County Chamber of Commerce - Lunch and Learn Webinar: The SLCIDA and the NYS Department of Labor will present on a topic involving job postings as a resource for recruiting workers. Lori Sibley will demonstrate how employers and applicants can utilize the jobs board on the IDA website. The event is scheduled for October 4, 2023.

Heavy Equipment Operator Training: The second HEO class started at BOCES Southwest Tech Center on September 12th.

NYS Economic Development Council: The next IDA Academy will be held on November 9th in Lyons Falls. We are co-presenting with NYSERDA about the Build Ready Solar program.

Re-Appointments: Brian Staples and Ernie LaBaff have been reappointed by the County Board of Legislators to the IDA for another three-year term.

Mr. Hall mentions how the interest in BOCES Career and Tech Education programs has grown over the years. About 70% of high school students in St. Lawrence County are attending a BOCES program. Mr. Staples adds that this is preparation for the real world.

NEW BUSINESS (continued):

Resolution IDA-23-09-30: Accepting FY2024 Tentative Budget: The first step toward approving a final budget. The tentative budget includes an estimation of revenues and expenses based on historical numbers, year-to-date information, and best estimates of next year's numbers based on the information we currently have at hand for each line item of the budget. The members are asked to review the budget and provide any questions or suggestions for the final budget that will be presented in November. Mr. LaBaff motions to accept Resolution IDA-23-09-30, seconded by Mr. Reagen. Motion is approved by unanimous vote.

EXECUTIVE SESSION: Mr. LaBaff/Mr. Hall motion/second for executive session at 1:18 PM to review the employment and financial documents of specific companies. The motion was approved by unanimous vote. At 1:43 PM Mr. LaBaff/Mr. Reagen motion/second to return to regular session. The motion is approved by unanimous vote.

Resolution IDA-23-09-31: Authorizing Allocations through the St. Lawrence County American Rescue Plan Act "ARPA" Economic Development and Tourism Funding Program: Mr. Kelly mentions that an Exhibit A has been attached to the resolution indicating the awards that are being presented for approval. Mr. LaBaff motions to accept Resolution IDA-23-09-31, seconded by Mr. Hall. The motion is approved by unanimous vote.

Resolution IDA-23-09-32: Initial Project Resolution: BR Benson Mines Solar Project: We have been working with NYSERDA on the Build Ready Solar Program. NYSERDA has been looking for sites with barriers to development where they can do the front-end permitting and project development work, including negotiating a PILOT, and then seek out a developer to implement the project. This resolution will accept the application, authorize a public hearing, and initiate the process for approving incentives for the project. If this resolution passes, we will then go to the school district and the town to provide consent resolutions as the project application requests a deviation from our standard PILOT. Mr. Staples inquires into the size of the land area for the proposed project. Mr. Kelly states that it is 111 acres that will be used on the property. NYSERDA is going through all the permitting and approval processes, then a bid process through the incentives they offer to undertake the capital investment and undertake the project. Mr. LaBaff asks about the status of another solar project on Patrick Curran's property in Massena that was turned down. Mr. Kelly states that at this point he believes the developer for that project is determining whether they wish to modify and resubmit the project for approval. Mr. Reagen mentions that the proposed Benson project would be located in an area covered by waste materials from the original mining operations at the site, land for which there are limited uses. Mr. LaBaff motions to accept Resolution IDA-23-09-32, seconded by Mr. Hall. The motion is approved by unanimous vote.

OLD BUSINESS: None

ADJOURNMENT: A motion to adjourn is made by Mr. LaBaff. The meeting adjourns at 1:49 PM by unanimous vote.

Mr. Ernest LaBaff, Secretary