

**ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**Meeting of October 24, 2023**

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**CALL TO ORDER:** Chairman Staples calls the meeting to order at 1:02 PM in the main conference room at the Ernest J. LaBaff Industrial Building, Canton.

**ROLL CALL:**

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

A quorum is recognized.

IDA Staff present: Patrick Kelly, Kimberly Gilbert, and Richard Williams.

Others present: Trip Oliver, Director, Government and Community Relations, Air Products and Chemicals, Inc., Lydia Miner, Account Executive, Sustainable PR, and Kevin McAuliffe, Attorney at Barclay Damon, attending with Air Products and Chemicals, Inc.

**PUBLIC NOTICE:** Public notifications sent October 18, 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:** Chad Charette, reporter from WWNY-TV is in attendance and offers no comment. Andy Gardner, Reporter from the Watertown Daily Times, joins via zoom and offers no comment. Patrick Curran from Seaway Timber Harvesting and Curran Renewable Energy is in attendance. Mr. Curran voices his support for the Air Products project in Massena. He states that he supports the development of hydrogen as a fuel source and hopes the day comes in the near future when they are using hydrogen in the companies' class A trucks. He states there may be growing pains in the transition to hydrogen but feels this is a very exciting time for all of us. He says his company is currently doing clearing work for the project site and thanks the IDA and staff for the work on this project.

**APPROVAL OF MINUTES:** Motion to accept the minutes of the September 26, 2023 meeting made by Mr. LaBaff, seconded by Mr. Reagan. Motion carried unanimously.

**FINANCIAL REPORTS:** Ms. Gilbert reports on the August 2023 financial report. She highlights some of the activities for the month, noting this was a typical month with interest income and gain on investments, and ARPA program revenues. Expenses included ARPA Expenses, 100 Paterson Street Building costs, quarterly retainer costs, 2022 audit fees and other typical monthly costs. Mr. Hall motions to accept the August 2023 financial report, seconded by Mr. Reagan. The motion is approved by unanimous vote.

**COMMITTEE REPORTS:** None

**STAFF REPORT:** Mr. Kelly highlights some recent activities.

He attended the SLC Chamber of Commerce annual dinner last Wednesday. Atlantic Testing was awarded the Business of the Year award. Marijean Remington gave credit to the IDA for all of its help over the years, highlighting the company's business transition loan from the IDA-LDC, the financial assistance that has been provided by the IDA toward the purchase of three different drill rigs. She was very complimentary to the IDA. Coakleys Hardware was awarded the Customer Service Award, and Adirondack Fragrance and Flavor Farm was awarded the local producer award. We have undertaken activities with each of these companies as well.

On Thursday night Mr. Kelly attended the Cornell Cooperative Extension annual dinner. We were presented with their Friend of the Extension Award and given a very nice plaque, which Mr. Kelly displays to the board.

Board member Mr. Reagan was also present at the dinner. He states that during the presentation of the award, Patrick Ames, the Extension's Executive Director, did a very nice job highlighting all the IDA involvement in agriculture and agri-business projects over the years as people of the country do not realize how much involvement the IDA has in agriculture projects. He mentioned the work we've done helping the Extension itself with its projects, along with on-farm projects such as biodigesters, and assisting farms and orchards and many other ways. Mr. Reagan states he was very proud to be associated with the IDA at the event. Mr. Hall adds that he is impressed with the awards and thanks the IDA and staff for their hard work.

Mr. Kelly continues with additional updates, including:

The SLC Arts Council will be using the IDA meeting room one evening a week for their entrepreneurship classes.

The Benson Build Ready Solar is progressing. We are sending consent resolutions to the Town of Clifton and CFCSD. The goal is for the project to be awarded by NYSERDA in 2024.

The IDA has started the Massena School of Business project with a kickoff meeting with DANC and the Village of Massena.

We had a Business Spotlight at the BOCES Southwest Tech facility with about 20 attendees. The next Business Spotlight will be held at the Casablanca in Gouverneur on November 17<sup>th</sup>.

On November 2<sup>nd</sup>, Ms. Sibley will be at the Fort Drum Career Fair.

Staff attended the North Country Alliance Fall Symposium last week, after the event we provided a tour of the county to the NYSERDA representatives.

We have attended the Canadian Manufacturing & Technology Show in Toronto last month. We will be attending the Advances Design & Manufacturing Expo in Toronto in November and the Select USA show in Montreal in December.

We continue to have ads during the Clarkson University and St. Lawrence University hockey games this year.

Resolution IDA-23-10-33: Authorizing Resolution for Air Products and Chemicals, Inc:

Mr. LaBaff motions to accept the resolution seconded by Mr. Reagan.

Mr. Kelly introduces Trip Oliver from Air Products, who in turn introduces Kevine McAuliffe from Barclay Damon Law Firm and Lydia Miner from Sustainable PR. Mr. Oliver thanks Mr. Curran for his words and support for the project. Mr. Oliver's presentation provides information on Air Products, its history, operations, and the proposed Massena project. Some highlights of the presentation include that green hydrogen is a process that uses hydropower to divide water (H<sub>2</sub>O) into hydrogen and oxygen. The hydrogen to be produced will be used for heavy duty transportation vehicles, large trucks, buses, and other heavy equipment. The Massena location will produce 35 metric tons of liquid hydrogen and it will be delivered via truck all over the northeast. Mr. Oliver states that this project places to create at least 90 full-time jobs, these jobs will have an average salary and fringe cost per employee of approximately \$105,000.

In 2024 the company expects 100-125 construction jobs, in 2025 that figure will increase to 300-350 construction jobs. The company will invest \$2 million a year in maintenance of the facility and equipment, they will be utilizing \$30 million of power from NYPA annually, and \$300,000 in expenditures for water from the Village of Massena.

Mr. Oliver finishes his presentation and asks for comments and questions.

Mr. Staples asks about the oxygen that is produced as a byproduct and if that is captured. Mr. Oliver states that oxygen is a byproduct, but the plan at this time is not to capture it as a product. However, if the market were to present itself, they do have the technology and ability to capture it.

Mr. LaBaff asks if when the project was presented to Massena, they were supportive. Mr. Oliver stated that both the Village of Massena and the Town have been very supportive of the project.

Mr. Reagan asks if they plan to advocate for the use of this technology in school buses. He states that our area has school buses that have long routes and there is concern with the State's goal for electric buses. He suggests that the company work with our legislators to encourage the use of green hydrogen as a locally produced fuel for school buses and thanks Air Products for selecting St. Lawrence County and Massena for this project. Mr. Oliver does plan to support the use of this type of fuel for school buses and is already involved in conversations regarding this with the Massena Central School District.

Mr. LaBaff highlights the importance of not only the permanent jobs, but also the construction jobs and the impact on local labor during the construction process.

Mr. Hall thanks Air Products and Mr. Oliver for bringing this cutting-edge technology to Massena and requests that the presentation provided by Mr. Oliver be placed on our web site so the public can see it. Mr. LaBaff adds it is helpful to see that this is a real company doing real business.

Mr. Kelly thanks Mr. Oliver for the presentation and the meeting proceeds. Mr. Kelly highlights that this resolution includes approval for a Sales and Use Tax Exemption and PILOT and reviews the Project Evaluation and Cost Benefit Analysis for the project.

Mr. LaBaff has already made a motion to accept the resolution and Mr. Reagan has made a second. Chairman Staples calls for a vote and the motion is approved unanimously.

Resolution IDA-23-10-34: Accepting FY2024 Final Budget: Mr. Kelly points out that the only change from the Draft Budget is updated numbers relating to ARPA program expenditures. Mr. LaBaff motions to accept the Final Budget, seconded by Mr. Hall. Motion is approved by unanimous vote.

Resolution IDA-23-10-35: 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 and Mr. Hall motion and second. Mr. LaBaff states how beneficial this funding has been for the county and how many businesses it has helped. The motion is approved by unanimous vote.

EXECUTIVE SESSION: None

OLD BUSINESS: None

ADJOURNMENT: A motion to adjourn is made by Mr. LaBaff. The meeting adjourns at 1:32 PM by unanimous vote.