

2023



ANNUAL REPORT



St. Lawrence County Industrial Development Agency

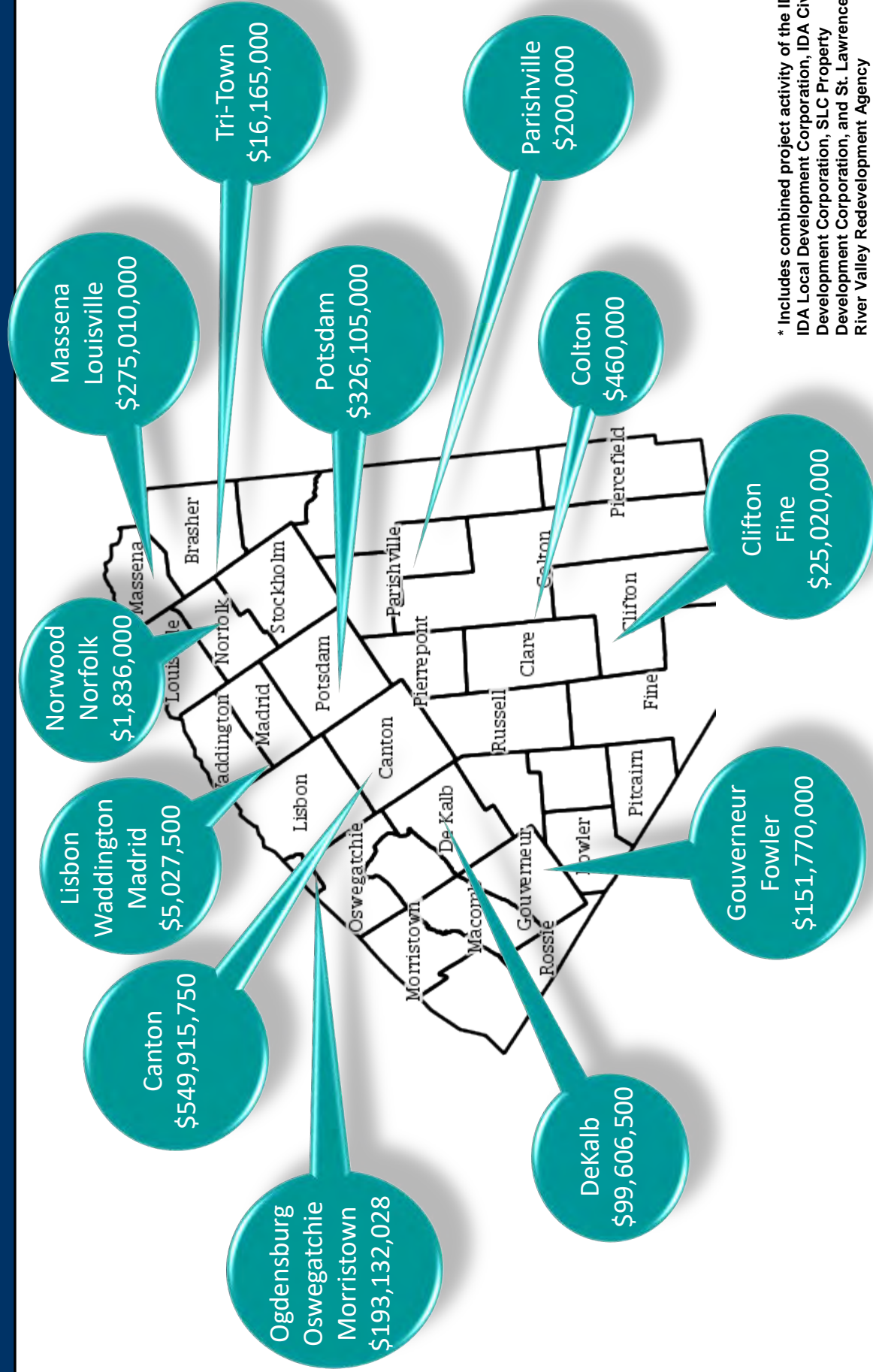
Includes reporting on the following IDA-affiliated entities:

- IDA-Local Development Corporation
- IDA-Civic Development Corporation
- St. Lawrence County Property Development Corporation
- St. Lawrence River Valley Redevelopment Agency

www.SLCIDA.com



IDA History of Project Activity*



* Includes combined project activity of the IDA, IDA Local Development Corporation, IDA Civic Development Corporation, SLC Property Development Corporation, and St. Lawrence River Valley Redevelopment Agency

St. Lawrence County Industrial Development Agency 2023 Annual Report

Mission Statement

(Reviewed and Reaffirmed in Public Session on March 30, 2023)

The mission of the St. Lawrence County Industrial Development Agency (“IDA”) is to promote, encourage, attract, and develop job opportunities and economically sound commerce and industry in St. Lawrence County. To accomplish its mission, the IDA constructs and owns industrial sites and buildings, administers loan packaging and industrial revenue bond financing, and provides a variety of tax-reduction incentives.



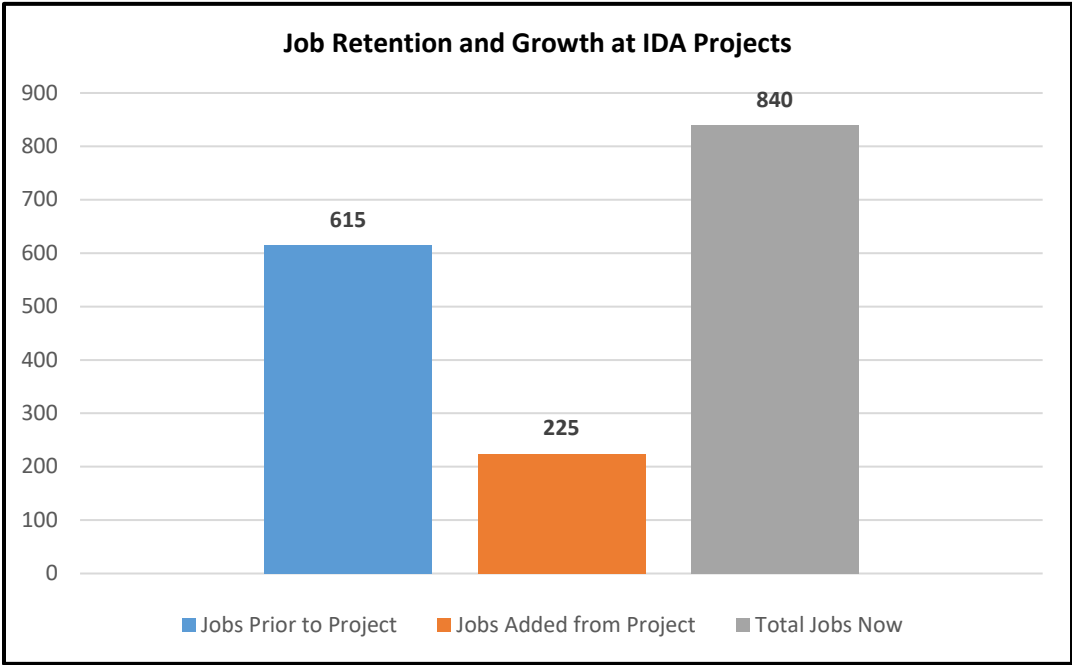
Performance Goals

- 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 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 a liaison with 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 Agency assets

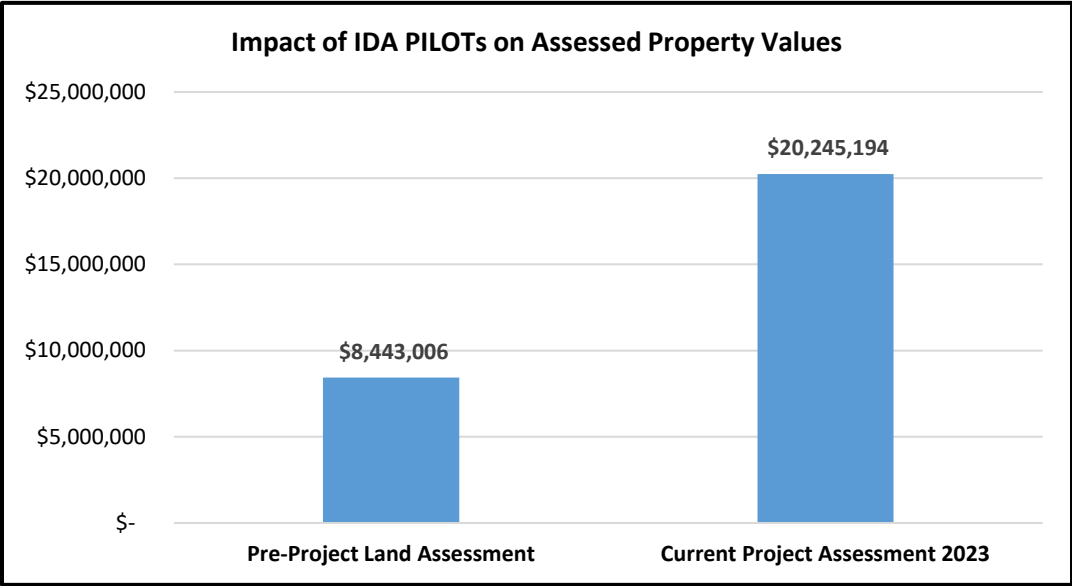
2023 Performance Review (January 2023 – December 2023)

Job, PILOT Payment, and Investment Impact

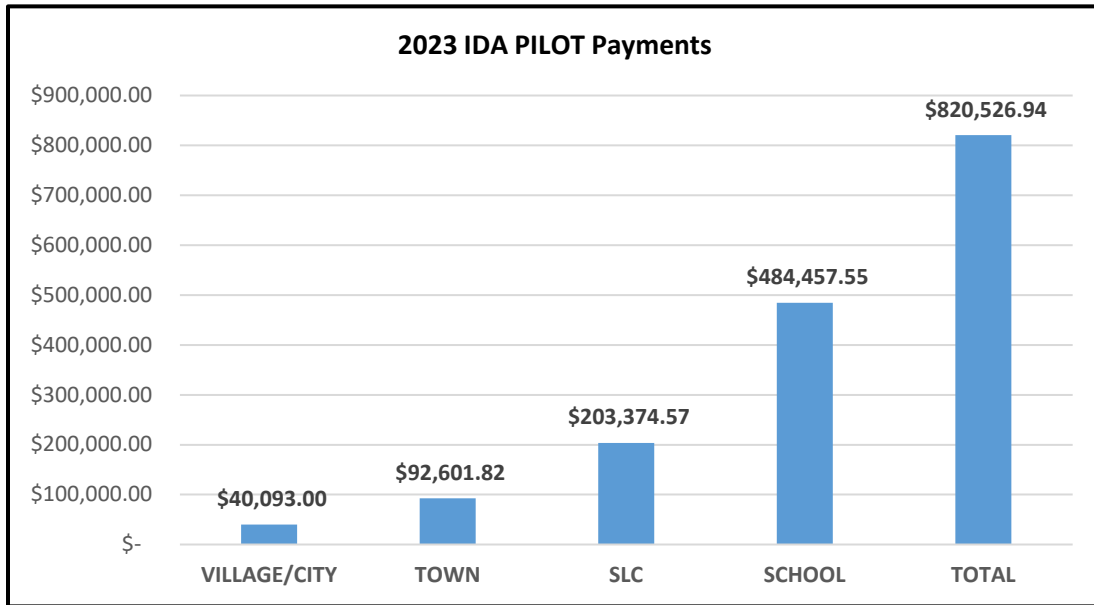
Active IDA projects significantly contribute to job creation and retention in St. Lawrence County. In 2023, 45 active IDA projects supported the retention of 615 jobs and the creation of 225 new jobs, resulting in 840 jobs represented by the projects.



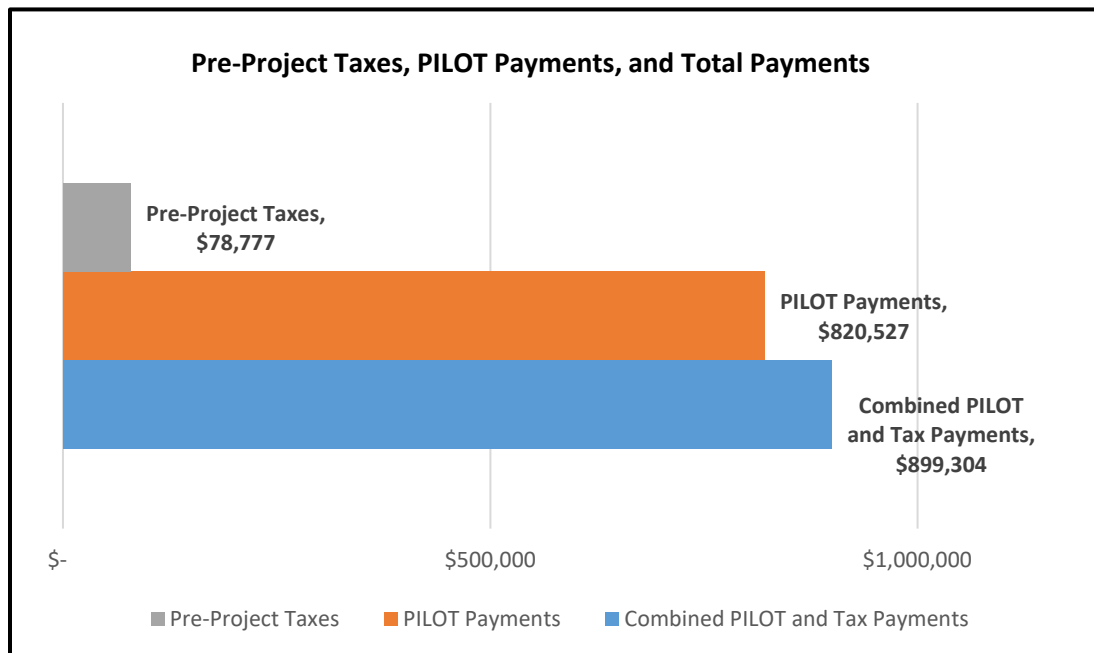
Active projects with IDA PILOTs represent an increase of nearly \$12 million in assessed property value in the County. By the end of the PILOTs, the increase will reach over \$50 million.



Approximately 30 active IDA PILOTs in 2023 resulted in significant investment in the tax base and payments to local communities, schools, and the County. A total of \$820,526.94 in PILOT payments related to IDA projects were made in 2023. Of this amount, \$40,903 went to local villages or the City of Ogdensburg, \$92,601.82 went to local towns, \$203,374.57 went to St. Lawrence County, and \$484,457.55 went to local school districts. These payments are provided to the taxing jurisdictions on the same pro rata basis as tax payments and are above and beyond the taxes paid on the underlying property for the projects.

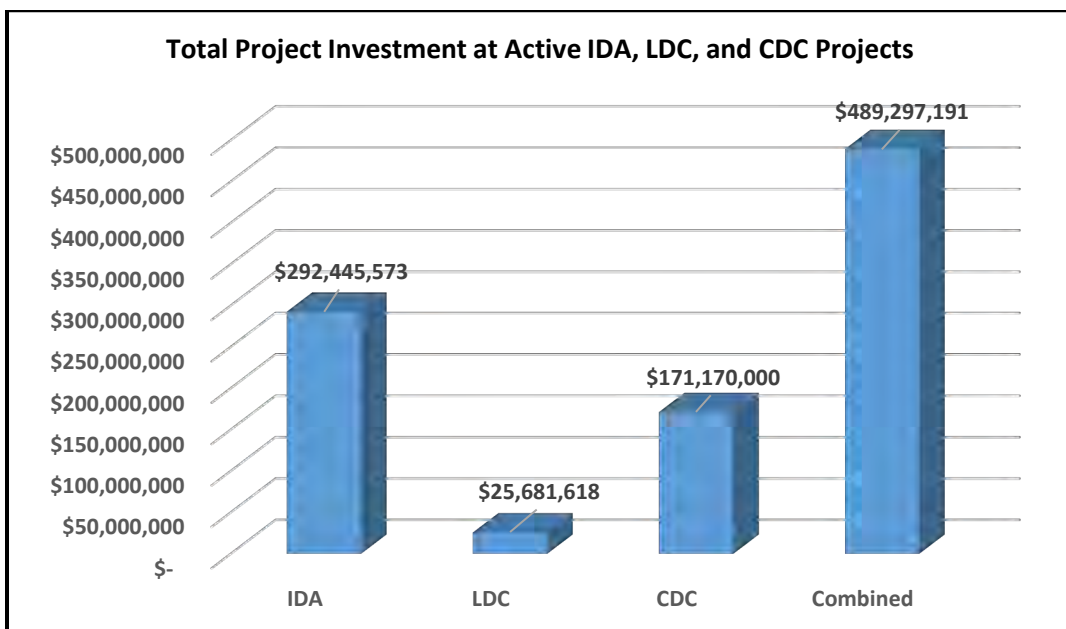
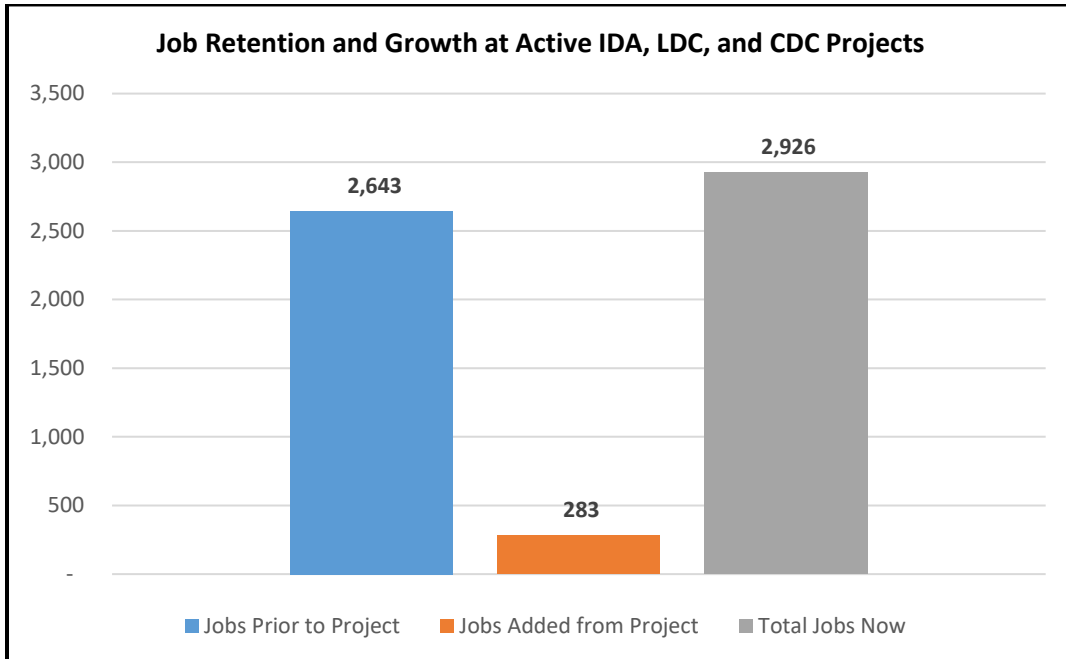


Prior to the inception of the 30 IDA PILOTs, the underlying property for these projects generated \$78,777 in property taxes for the taxing jurisdictions (local, town, school, and county). The PILOT payments now represent more than a tenfold increase in revenue to the taxing jurisdictions.



The numbers and charts above represent the performance of active IDA projects only, the consolidated numbers for IDA, IDA-Local Development Corporation, and IDA-Civic Development Corporation numbers are much higher. Overlapping projects which include IDA and IDA-Local Development Corporation participation (for example, an IDA PILOT and an IDA-LDC loan) have been reconciled to avoid double-counting in the numbers and graphics below.

The combined totals of active IDA, LDC, and CDC projects represents over 2,600 jobs retained, over 280 created, and a combined project investment in St. Lawrence County of nearly \$490 million. This is for active projects only and does not include historical project activity where IDA assistance has been completed or for LDC loans and CDC bonds which have been repaid.



Projects, Activities, and Initiatives

Air Products

The IDA continues to work with Air Products and Chemicals, Inc. to develop the company's \$425 million green hydrogen production facility in Massena. A public hearing was held in October for IDA incentives for the project, including a Payment-in-Lieu-of-Tax Agreement ("PILOT") and a Sales and Use Tax Exemption. Site clearing work on the 84-acre parcel for the project has started.

Air Products - an American-based global industrial gases company has been in operation for more than 80 years and serves a wide range of industries including healthcare, technology, and clean energy.

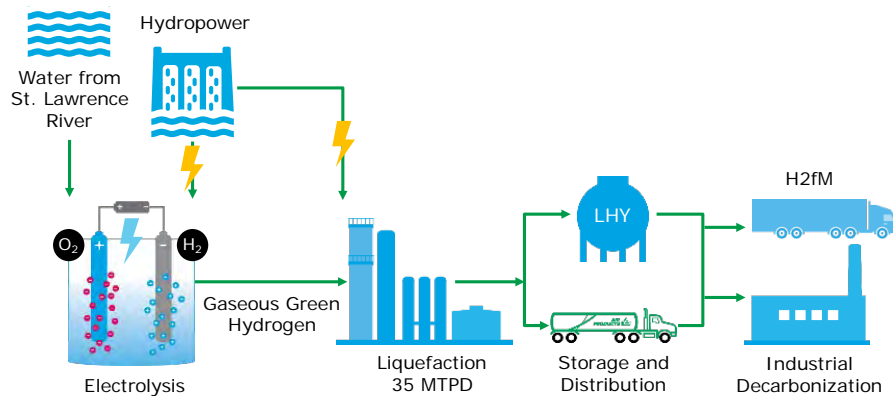
This project will create 90 jobs while supporting New York State's goal of becoming a Regional Clean Energy Hydrogen Hub.

The IDA worked closely with the New York Power Authority to attract Air Products to Massena. NYPA has granted an allocation of 94 megawatts from its low-cost Preservation Power program for the project.



Massena Green Hydrogen Project

Hydrogen for mobility and industry



- Capital: ~\$0.5 billion
 - Ownership: 100% Air Products
 - Production: 35,000 kg/day of carbon-free Hydrogen
 - Start of production: 2026/27
 - Environmental Impact: 6 million tonnes of CO₂ avoided (equivalent to 600 million gallons diesel)
- *All numbers above refer only to the Massena Green Hydrogen Project



Northeastern Sign

Northeastern Sign Corporation, a sign manufacturer and installer in South Colton, is undertaking an expansion of their facility. The project was approved for a Sales and Use Tax Exemption by the IDA for the purchase of equipment and building materials.



As part of the project, the St. Lawrence River Valley Redevelopment Agency provided \$110,000 in low-interest loan funds for the acquisition of equipment.

The company currently employs eight full-time equivalent employees and plans to add two full-time equivalent jobs as a result of the project.

Alcoa

The IDA secured \$900,000 in NYS Department of Transportation (“DOT”) Passenger and Freight Rail Assistance Program funds to help Alcoa replace ties, timbers, switches, rail anchors and signals on the rail infrastructure at its smelter in Massena.



The Massena facility is the world’s longest continuously operating aluminum smelter, having been in operation since 1902. By providing funding to assist with the upgrades to the rail service at the facility, the IDA and DOT are aiding Alcoa’s ongoing efforts to ensure the safety, efficiency, and competitiveness of the plant, which currently employs over 450 individuals.

Agriculture

The IDA participated in the 2023 St. Lawrence County Agricultural Tour, which provides information on the issues and opportunities for farmers and the agriculture sector in St. Lawrence County. The IDA sponsors the tour to help show the wide spectrum of project activity with which the IDA is involved, including in the agriculture industry.



2023 St. Lawrence County Agricultural Tour attendees

The Cornell Cooperative Extension of St. Lawrence County was provided a \$25,000 loan from the St. Lawrence County IDA – Civic Development Corporation to assist with the completion of upgrades to the Agricultural Studies Academy classroom and will leverage the ARPA funds also awarded for the project that the IDA is administering on behalf of St. Lawrence County.



2023-2024 Ag Studies Academy Class and the upgraded Ag Studies Academy Classroom

In October, the IDA was presented with the Friend of the Extension Award at the Cornell Cooperative Extension annual dinner.

When the award was presented, Patrick Ames highlighted the IDA's involvement in agriculture and agri-business projects over the years, including work on biodigesters, milking parlors, and orchards as a few examples. Mr. Ames also pointed out the assistance provided by the IDA to the Extension with its projects and the strong working relationship between the organizations.

Patrick Ames, CCE Executive Director presenting IDA CEO Patrick Kelly the Friend of the Extension Award



NYSERDA Build Ready Solar and Benson Mines

The IDA has been working with the New York State Energy Research and Development Authority (“NYSERDA”) to assist in determining appropriate sites for NYSERDA’s Build Ready Solar Program. The Build Ready program takes difficult sites and makes them "build-ready" for private renewable energy developers to ultimately construct and operate.

As part of this collaborative effort, the initial Build Ready solar site in the state will be the BR Benson Mines Solar Project in the Town of Clifton. A 111-acre parcel will be used for the project, and NYSERDA has secured the permitting and approvals necessary to build the project and is now undertaking a bid process to secure a private developer to undertake the project. The project is located in an area covered by tailing materials from the original mining operations at the site, and for which there are limited uses.

A public hearing was held in Cranberry Lake in December by the IDA with participation from NYSERDA. The project was then approved for a 20-year PILOT by the IDA. In addition to generating PILOT revenue and renewable energy development activity on this underutilized property, a \$200,000 Community Benefit Fund will be established by the project developer selected by NYSERDA. The IDA will administer this fund once it is created.

Build-Ready RFP-Stage Project Example


Facility Information

Site Characteristics

- > Iron Ore Tailings Pile
- > Co-located with industrial activity
- > Adjacent to J&L Superfund Site
- > Located within the Adirondack Park
- > Over 100-acres of project area

Status


- > Major Permit Approvals Received
- > NYISO Small Generation Interconnection Procedure Underway
- > PILOT Development Underway
- > Auction Live Fall 2023



Build-Ready RFP-Stage Project Example

Facility Information

- > **Technology:** Solar PV
- > **Project Size:** 12 MW AC
- > **Location:** Benson Mines Inc., Town of Clifton, St. Lawrence County
- > **Build-Ready Site Type:** Tailings pile of former mine
- > **Project Corporate Organization:** BR Project 1 LLC
- > **Real Property:** Lease Option Agreement w/ Benson Mines Inc. Awardee to finalize lease premises.
- > **Wetland and Waterbody Resources:** Wetland and waterbody delineation surveys and jurisdictional determinations completed.
- > **Permitting:** APA Solar Generation Facility Permit for 20 MWac solar PV facility, but being auctioned at 12 MWac; local site plan approval from Town of Clifton Site Plan Review and Board and St. Lawrence County Planning Board.



Bent Beam Brewing

St. Lawrence Suds dba Bent Beam Brewing has acquired the former McCarthy’s Furniture Barn in the Village of Canton. The company will construct a microbrewery in the building to be operated under the planned name of “Bent Beam Brewery.”

The Village of Canton received a Restore NY grant for the restaurant component of the project. IDA incentives and a \$50,000 loan by the IDA Local Development Corporation (“IDA-LDC”) will assist in the equipping and rehabilitating of the building envelope and brewing section of the facility. While experiencing supply chain issues, changes were necessary regarding the Project Amount and Benefited Project Amount, so the Estimated Value of NYS Sales and Local Tax Exemption to be provided to the Company for the project, and the timing of the project, have been modified.



Construction underway at the future home of the Bent Beam Brewery in Canton

Benson Mines Rail

The SLCIDA authorized expenditures for professional services for the Benson Mines Rail Access Project for the Site Aggregate Loading Facility in the Town of Clifton.

The project received an award from the Department of Transportation 2016 Passenger and Freight Rail Assistance Program and has requested several extensions over the years.



Photo Courtesy of Erdman Anthony Consulting Engineering Firm

St. Lawrence Centre

The St. Lawrence Centre Mall, now referred to as St. Lawrence Centre Industrial Complex, has repurposed over 200,000 sq ft of space for warehousing and industrial use and plans to increase this footprint in the future. The overall facility is over 600,000 sf and offers room for a variety of light to medium manufacturing and other industrial operations. The IDA is working with the owners to promote and recruit businesses into the available space.



St.. Lawrence Industrial Complex

100 Paterson Street

Ongoing work for the next phase of the 100 Paterson Street revitalization project in Ogdensburg was completed. A local contractor, Doyle Builders, was awarded the bid for the project which consisted of the replacement of the roof on the 1946 section of the building, tenant improvements, site work for base and paving of parking, outside staircases, concrete blocks, and electrical work.

The first tenant in the building, Canexsys Network Solutions, a vertically integrated electrical mechanical manufacturer primarily focusing on the broadband sector, is utilizing 8,000 square feet with an option to increase its space to up to 38,000 square feet. Additionally, Corning entered into a lease agreement to lease 20,000 square feet of warehouse space in the building. This is a two-year lease with extension options that will assist a local manufacturer with over 300 employees.



*100 Paterson Street,
Ogdensburg*

ATL

Atlantic Testing Laboratories, Limited was approved for a sales tax exemption by the IDA and a loan of up to \$322,000 by the St. Lawrence County IDA – Local Development Corporation and St. Lawrence River Valley Redevelopment Agency to acquire specialized Geoprobe drilling equipment. The equipment will support ATL’s focus on expansion into environmental, geotechnical, and exploration activities.

The company has locations all around the state, with its headquarters and drilling division located in St. Lawrence County.

Previous drill rig projects the Agency has undertaken have met employment requirements. This project is expected to create two more full-time equivalent employees at the company’s drilling division in Canton.



APEX Accelerator



In partnership with the Development Authority of the North Country, the IDA assisted with marketing the services offered by the Empire APEX Accelerator, which provides assistance to local businesses to help them understand the process for procuring military and other federal, state, and local government contract work that will enable them to grow their client base. A representative from Empire APEX Accelerator schedules office hours at the IDA to meet with local businesses in-person as necessary.

Lead Foot Trucking

Lead Foot Trucking, LLC, based in Norwood received a microenterprise loan authorization from the IDA-LDC in an amount of up to \$16,000 for costs associated with the purchase of a truck and trailer as well as working capital for the business.



Lead Foot Trucking Truck and Trailer

Solar PILOTs

Seven community-scale solar development projects were approved for PILOT assistance by the IDA in 2023. Three additional solar projects utilizing RPTL-487 PILOTs will be managed by the IDA. These projects will add nearly 51 MW of renewable energy production capacity in the County and will provide an additional \$236,399 in new PILOT revenue for the County and local taxing jurisdictions in the first year of the PILOT agreements, a figure that will increase by 2% per year over the life of the PILOTs. There are now 33 active community solar projects in the County representing approximately 143 MW of renewable energy. There are a few more projects in the development pipeline as well as a small number of larger, utility-scale projects which have been proposed.

Massena School of Business

As part of the Massena Downtown Revitalization Initiative (“DRI”), the IDA received a \$1.9 million grant award from Empire State Development for the Massena School of Business Façade Restoration Project.

The IDA and the Village of Massena prepared a Memorandum of Agreement to identify the specific roles of each party involved in the project, the goal of which is to preserve the building’s historic façade and improve access to the downtown Main Street business corridor. The IDA will provide bridge financing, project oversight and grant administration for the project. In September, the IDA authorized an agreement with the Development Authority of the North Country (“DANC”) to provide planning and technical assistance services for the project.



The former Massena School of Business



Massena School of Business Courtyard Corridor Concept Drawing

New York State Correctional Facilities

The IDA continues to work with the County Ogdensburg Correctional Facility (“OCF”) Re-Use Task Force to find a productive reuse for the facility. The closure in March 2022 resulted in the loss of 270 jobs and a \$25 million payroll.

In light of the continued threat of prison closures in New York State, the IDA approved a resolution in support of the continued operation of the remaining two New York State correctional facilities, Gouverneur Correctional Facility and Riverview Correctional Facility, in St. Lawrence County.



The former Ogdensburg Correctional Facility

Michels Power

Michels Power, Inc. moved out of the Canton Industrial Building and is now leasing approximately 6,600 square feet of space in the Massena Industrial Park Lot 19 building owned by the St. Lawrence River Valley Redevelopment Agency.

As Michels Power, Inc. moves forward with the NYPA SMART Path Project, the company will be focusing on construction on the eastern side of the region.



Moses-Adirondack SMART Path Project

The lease rate charged to Michels includes a PILOT figure that will be collected and passed to the jurisdictions for the time frame that the space is leased. The other tenant in the Massena building, Fockler Industries, is already on a full-payment PILOT for its space. The building, which was once fully vacant, will generate approximately \$18,000 in PILOT payments.

St. Lawrence River Valley Redevelopment Agency Community Development and Environmental Improvement Program

The St. Lawrence River Valley Redevelopment Agency’s Community Development and Environmental Improvement Program Applications for the 2023 funding year were made available earlier this year, with a submission deadline of April 14th. A total of 15 applications were accepted, requesting \$277,590 in funding, representing \$665,830 in total proposed project costs. The following projects received funding:

Organization	Project Description	Award
Lisbon Depot Museum	Two Mini split units	\$15,000
Louisville, Town of	Parking area paving for Municipal Building	\$10,000
Macomb, Town of	Historical building renovations to include flooring, lighting, electrical and kitchen upgrades	\$10,000
Massena, Town of	Water study specific to property for development on Route 37	\$10,000
Ogdensburg, City of	Dobisky Center – Improve fire suppression, A/C & hot water heat	\$10,000
Potsdam Humane Society	Best Friends Thrift Store renovations to roof and insulation	\$15,000
St. Lawrence Power & Equipment Museum	Utility expansion – potable water	\$10,000
St. Lawrence Valley Sportsmen Club	Walleye restocking program	\$5,000
Waddington, Town of	Campground at Leishman Point, infrastructure for 4 sites	\$15,000

Building Connections to Local Resources

A *Business Resource Mixer* was held on March 8th at the Best Western University Inn in Canton. Approximately 65 business representatives along with local colleges, universities, and business resource partners were in attendance.

Three local businesses, Tradesman Contracting, Structural Wood Corporation, and Potsdam Specialty Papers formed a panel of speakers to discuss workforce attraction and retention of employees with IDA CEO Patrick Kelly acting as the moderator of the panel.

Positive feedback received after the event indicated attendees benefited from the exchange of information.



IDA CEO Patrick Kelly moderating Business Mixer Panel with Tradesman Contracting, Structural Wood, and Potsdam Specialty Paper



Business Resource Mixer Attendees

Business in the Spotlight events, hosted by the St. Lawrence County Chamber, were attended by IDA staff to help connect businesses with resources needed to ensure successful operations. Events were attended throughout St. Lawrence County, with one event at Applewood Orchards in Rensselaer Falls, where the IDA helped assist in the transition to a new ownership group through a financing package which included a loan from the North Country Economic Development Fund.

The IDA also sponsored a workshop at its own office in Canton with CITEC involving Workplace Problem Solving. Approximately a dozen attendees from local businesses attended, including some IDA staff.

As part of the St. Lawrence County Chamber of Commerce monthly Lunch and Learn Webinar Series, the IDA and the NYS Department of Labor presented on a topic involving job postings as a resource for employers recruiting workers and for applicants seeking local employment opportunities. An introduction on how to use the Jobs page on the IDA website demonstrated how employers can post their own job openings and on how applicants can view the openings.

Business Connection: Spotlight on Resources, a subcommittee of the St. Lawrence County Workforce Pipeline Committee, of which the IDA is a member, held events earlier in the year at each of the three BOCES Tech Centers in St. Lawrence County. These events enabled local employers to undertake group tours with students and instructors to help spotlight the programs and services offered at the Tech Centers.



Business Connection: Spotlight on Resources BOCES Tech Center Tour

Many employers who attended the Business Connections events expressed interest in connecting with BOCES students. Job Fairs were held at the three BOCES Career and Technical Centers the week of June 5th. IDA staff outreached several businesses to inform them of the opportunities available for hiring graduating seniors from the three BOCES tech centers and to demonstrate how businesses can connect with students for internship opportunities.



St. Lawrence-Lewis BOCES Job Fairs at all three Career and Technical Centers

The Business Connections: Spotlight on Resources committee also coordinated a tour of the Canino School of Engineering at SUNY Canton. About 30 business representatives were in attendance to learn how to connect with programs and students at SUNY Canton.



Tour at SUNY Canton

This event was modeled after the successful BOCES tours which have proven valuable to local employers. The IDA is 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.

Manufacturing Day was held on October 19, 2023. IDA staff served as tour guide assistants at various manufacturing facilities around St. Lawrence County to help introduce local high school students to real –world occupations in the manufacturing industry.



Students from Canton Central School touring the Potsdam Specialty Paper Facility for Manufacturing Day

As part of an ongoing effort to connect the regional military population to local job opportunities, the IDA and St. Lawrence County Chamber have partnered at events on Fort Drum including job fairs, a North Country Expo, and other informational exchanges.



The goal of this effort is to help strengthen the connections between the region’s employers and the Fort Drum related talent pool of military spouses and transitioning soldiers and help local employers in their quest for workforce talent.

Similar initiatives are underway with the local schools, BOCES, and colleges and universities.

Lori Sibley, Workforce Development Specialist with the IDA and Laura Pearson from the St. Lawrence County Chamber of Commerce attending the Fort Drum Career Expo

Center for Entrepreneurial Leadership

The St. Lawrence County Center for Entrepreneurial Leadership (“STL-CEL”), a program collaboration with the University of Buffalo School of Management Center for Entrepreneurial Leadership, SUNY Canton, the IDA, and other member organizations of the St. Lawrence County Small Business Working Group saw 7 graduates complete the 2023 program in June of this year.

This is the 3rd class to complete the course and over 30 small business leaders in St. Lawrence County have now completed the program. Participants are pleased with the content of the program, with several former and recent participants recommending the course to other local business leaders.

The IDA-LDC’s John Pinkerton will help facilitate the 2024 class held weekly at the IDA main conference room from January through June.



2023 Center for Entrepreneurial Leadership Graduates

Workforce Development Institute

The IDA continues to work in partnership with the Workforce Development Institute (“WDI”) to address workforce challenges and opportunities. In 2023, five projects or sponsorships impacting St. Lawrence County employers received assistance from the WDI.

A partnership with Arconic allowed several of their employees to receive technical programmatic training. Structural Wood Corporation also partnered with WDI to provide management training for some of their employees. The WDI assisted both the Adirondack North Country Alliance and the North Country Alliance (“NCA”) with sponsorships of the NCA Annual Meeting, the Small Communities, Big Opportunities Conference, and Buyer Days.

While these events were not held in St. Lawrence County, they served St. Lawrence County residents and business owners. A partnership with the United Way of Northern NY, which serves Jefferson, St. Lawrence, and Lewis Counties, also allowed for the development of a Workplace Stability Program for employers throughout the tri-county region. These partnerships with the Workforce Development Institute were estimated to directly impact 45 individuals by increasing their knowledge and skills base, as well as benefiting the attendees at sponsored events.

Loan Repayments

The following loans were paid off in 2023:

Borrower:	Location	Fund	Year Issued	Amount
Thew Associates	Canton	RVRDA	2018	\$ 97,000
Undercover Storage (Loan #1)	Winthrop	BMRLF	2021	\$ 30,000
Undercover Storage (Loan #2)	Winthrop	MIC	2021	\$ 10,000
Bregg Winery	Norfolk	LDC	2018	\$ 30,000
Swift Eyewear	Massena	RVRDA	2016	\$ 30,000

Power Proceeds Fund

The Northern New York Power Proceeds Allocation Board (“NNYPPAB”) makes funding recommendations to the New York Power Authority (“NYPA”) for projects that demonstrate economic development benefits in St. Lawrence County. The Northern New York Power Proceeds Act, passed in December 2014, allows for NYPA to deposit the net earnings from the market sale of ten megawatts of unallocated power from the St. Lawrence-FDR Power Project into the fund.

The NNYPPAB is comprised of the following members appointed by the Governor: Chairman Patrick Kelly, CEO of the St. Lawrence County IDA; Robert McNeil, McNeil Accounting Services, Lisbon; and, Theresa Phalon, Past President and CEO of North Country Savings Bank, Canton. There are currently two vacancies on the board awaiting gubernatorial appointment.

As of January 2024, the total amount of Power Proceeds fund deposited is \$8,974,378 with awards of \$2,270,017 – making \$6,704,361 available for qualifying projects. Supporting 160 jobs and \$30.6 million of investments, projects which have received awards include:

○ Canexsys	\$200,000
○ Clarkson University	\$60,000
○ North Country Children's Museum	\$170,000
○ Empire State Mines	\$330,000
○ AmTech Yarns, Inc.	\$370,000
○ SLC Chamber of Commerce	\$220,305
○ Queenaire Technologies, Inc.	\$59,600
○ Criscitello & Criscitello LP	\$95,000
○ Structural Wood Corporation	\$169,112
○ St. Lawrence Power and Equipment Museum	\$25,000
○ In-Law Brewing Company LLC	\$51,000
○ Woodcrest RNG, LLC	\$300,000
○ Atlantic Testing Laboratories, Limited	<u>\$220,000</u>
St. Lawrence County Total:	\$2,270,017

Governance and Compliance

At the IDA's Annual Meeting, the following officers were elected to a one-year term: Brian W. Staples (Chair); Lynn Blevins (Vice-Chair); and Ernest J. LaBaff (Secretary)

Brian Staples and Ernie LaBaff were reappointed by the County Board of Legislators to serve another three-year term on the IDA.

Board members approved the 2022 Independent Audit reports in March of 2023. 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. In the first quarter the Property Disposition, Whistleblower, Code of Ethics, Defense & Indemnification, and Compensation, Reimbursement & Attendance policies were reviewed. Performance documents for 2022 were also reviewed. Staff members participated in interactive harassment prevention training, in conjunction with a revised policy and training materials.

IDA CEO Patrick Kelly served as Immediate Past Chair of the New York State Economic Development Council ("NYSEDC"). The NYSEDC is the state's principal organization representing economic development professionals. The organization's 900 members includes Industrial Development Agencies, Local Development Corporations, commercial and investment banks, underwriters, law firms, utilities, chambers of commerce, higher education institutions, and private corporations.

The purpose of NYSEDC is to promote the economic development of the state and its communities, to encourage sound practices in the conduct of regional and statewide development programs, and to develop education programs that enhance the professional development skills of its members.

The SLCIDA also remains active with a number of local and regional organizations, including the North Country Alliance, Drum Country Business, the St. Lawrence County Chamber of Commerce, the North Country Chamber of Commerce, the St. Lawrence County Economic Development Study Advisory Board, the St. Lawrence County Business Connections: Spotlight on Resources committee, and numerous other committees and working groups focused on community, economic, and workforce development in the county and region.

Marketing and Promotion

The IDA also continued aggressive marketing efforts to better inform local businesses of our resources, to attract outside businesses and investment to St. Lawrence County, and to seek out alumni and former residents of the area to return to the County. Some of these efforts include:

- Streaming TV advertisements in Canada using the video created for the IDA website. While reviewing analytical data, response to the commercial appeared strong with a higher percentage than expected of people viewing the commercial in its entirety.
- Distributing informational flyers with the “Come Back Home and Bring Your Business” theme at local alumni events, reunions, and festivals this summer to foster attraction efforts, such as the Bass Masters Open in Massena. On-air ads during the Clarkson and St. Lawrence University hockey games also promote this theme as well.
- Staff attendance at the Canadian Manufacturing and Technology Show in Toronto, the EpTech show in Montreal, Advanced Design and Manufacturing Expo in Toronto, the Select USA-Canada event in Montreal.

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

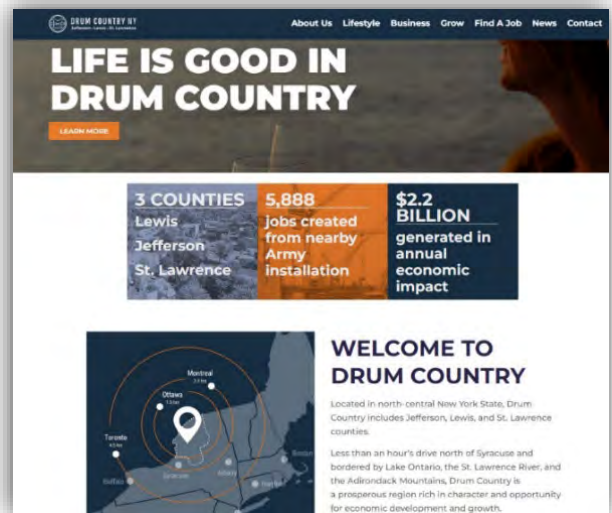
- Additionally, staff hosted Empire State Development agri-business sector representatives to show the potential for agri-business development in St. Lawrence County as part of a Drum Country regional tour.
- The creation and utilization of advertising and media promotion pieces, including placements in North Country This Week and Northern New York Newspapers.
- Maintaining memberships in Canadian trade organizations to facilitate access to events and to maintain key contacts with Canadian companies and multiplier organizations.
- Collaborating with NYPA to enhance the value of the IDA’s website and social media presence. We continue to promote business resources in St. Lawrence County and to position the County as a location for new investment and a destination from outside the area. Since the start of the new year, there has been an increase in utilization of our website and social media platforms. Postings offer information pieces as well as general updates and promotional messaging.



IDA Business Development Specialist Brian Norton at the Canadian Technology Show in Toronto

- Outreach to numerous businesses in the following industry sectors:

- Food production
- Glass manufacturing
- Plastics and plastic manufacturing, molding, extrusion
- Fiber, yarn, filament, thread manufacturing
- Paper/packaging industries
- Music industry
- Businesses whose operations would benefit from the graduates, faculty, and facilities at the local universities.



Drum Country Website

- The IDA continued a commitment of funds for the Drum Country Business Regional Marketing Initiative. This effort represents a collaboration of the St. Lawrence, Jefferson, and Lewis County IDAs, the Development Authority of the North Country, and National Grid partnering with Fort Drum to promote and develop the region. The goal is to promote St. Lawrence County to audiences that might not recognize the County but do know the region.

Representatives from Fort Drum attended our Business Mixer event in March and discussed the process of transitioning soldiers into the regional workforce. This relationship with Fort Drum was developed as part of this initiative.

- The addition of a Business Spotlight video featuring Potsdam Specialty Papers to our existing set of spotlight videos which include Atlantic Testing, Curran Renewable Energy, Five Mile Farm, Russell’s Groom and Board, and a feature video on the IDA.
- Notable highlights to the website and related social media platforms include:
 - Developed a platform for spotlighting successful businesses in SLC, fostering a sense of local pride and economic growth.
 - Further developments to the Jobs in SLC page to include a multitude of resources, job postings, and a form for job posting submission.
 - Continuation of the “Come Home to St Lawrence County” campaign to encourage alumni and previous residents to come back to the county.
 - Further developments to social content highlighting prominent community events that benefit workforce development.
 - Weekly posts have included information about key sectors in the local economy.

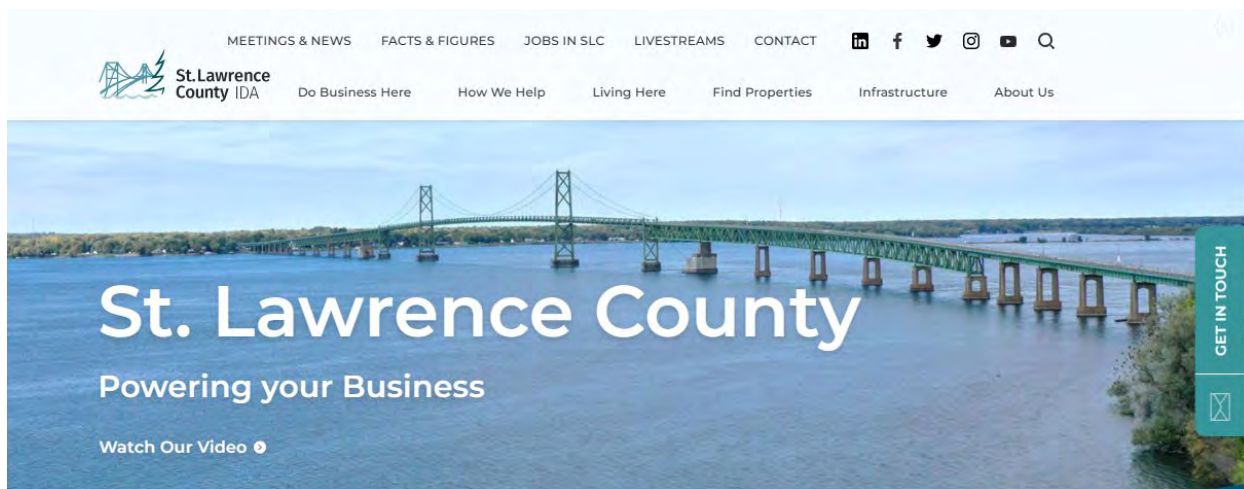
○ Website and social media analytics include:

- On average, there are about 13,000 people visiting the site per month, with an engagement rate of 51.69%.
- Highest number of users per month in this period was in January and March, with another spike in early November, which demonstrates that our social media efforts are working.
- Users spent an average of 4 minutes on the site showing users are continuing to spend more time during their sessions than last year.

Social Media Analytics Key Takeaways in 2023:

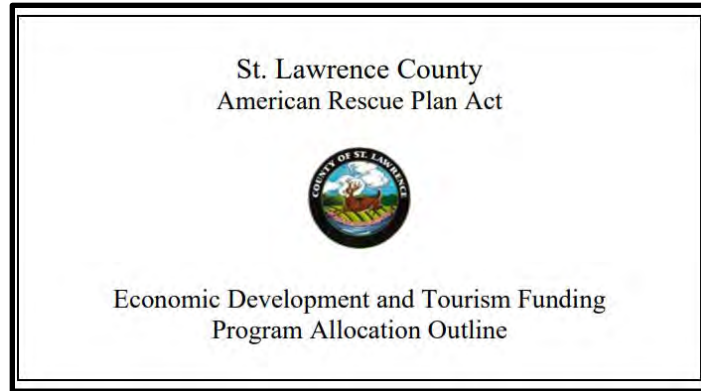
Over the course of the year, we saw performance levels grow significantly with Facebook, Instagram, and LinkedIn:

- Incorporated more quality-of-life posts/posts about community members. Stories about people interest people.
- There was a significant increase in page reach by 302%, and page and profile visits increased 90.5% compared to 2022. This means more viewers are seeking the information that the page provides. We posted a minimum of 2 times per week on the SLC IDA Facebook page throughout the year
- Twitter impressions reached roughly 6,000 for the year, with July being our best performing month with over a thousand impressions in a month. The Engagement Rate on Twitter increased in 2023 and performed better than 2022.
- On Instagram, we saw page reach increase dramatically by 3.0k%. This has to do with the Family Child Care Training Program ad that ran. Regardless of that ad, reach still would have increased.



American Rescue Plan Act Funding

In declaring that “economic development and tourism are essential to improving the services and activities available in St. Lawrence County,” the St. Lawrence County Board of Legislators allocated \$3,400,000 in ARPA funds to be distributed through the IDA to organizations impacted by the COVID-19 pandemic through a number of program categories. In 2022, the total amount of ARPA funds awarded was \$734,581.00.



In 2023, the total amount of ARPA funds awarded was \$1,408,801.

2023 ARPA Award Summary:

		AWARDED
FUNDING IDA TO ALLOCATE		\$ 2,900,000
SMALL BUSINESS AND NON PROFIT AWARDS		\$ 190,000
FACILITY & INFRASTRUCTURE AWARDS		\$ 978,400
WORKFORCE -NEW AND EXISTING WORKER AWARDS		\$ 277,415
HEAVY EQUIPMENT OPERATOR TRAINING AWARDS		\$ 47,100
HEALTH CARE SKILLS TRAINING AWARDS		\$ 9,912
WORKFORCE TALENT PIPELINE AWARDS		\$ -
TOURISM, TRAVEL & HOSPITALITY CAPACITY BLDG AWARDS		\$ 350,000
TOURISM, TRAVEL & HOSP PROMOTION AWARDS		\$ 305,771
TOTAL FUNDS COMMITTED FROM 2.9 TO DATE		\$ 2,158,598
TOTAL REMAINING TO ALLOCATE		\$ 741,402
		AWARDED
SEPARATE FUNDING IDA ADMINISTERS		\$ 487,000
CDLA & FCCTP - ALLOCATED TO DATE		\$ 131,580
TOTAL REMAINING TO ALLOCATE		\$ 355,420
COMBINED ARPA FUNDING IDA ADMINISTERS		\$ 3,387,000
		AWARDED
TOTAL APRA FUNDING ADMISTERED BY THE IDA		\$ 2,290,178

ARPA: CDL-A

In 2023 there were five classes offered with a total of 26 people enrolled (6 of those for CDL-B certification and 20 for CDL-A certification). Only 3 individuals did not pass the road test and one of them is still working on it. Graduates have either obtained employment or have been promoted to CDL positions at the following businesses: Brookfield Power, Collins Construction, Liberty Utilities, MJT Trash Removal, NYS DOT, Pepsi Ogdensburg Bottlers, Peaceful Living Home Sales, Potsdam Central School Bus Garage, Poulin Grain, Stauffer Farm, LLC, SUNY Canton, Town of Russell, Upstone Materials, Wayne's Gas Station, and White & Patterson Grain.

SUNY Canton's CREST Center requested assistance in locating a trailer to replace the deteriorating one currently in use for the CDL-A Training Program. The IDA began outreaching businesses and Seaway Timber Harvesting donated a trailer for the program.

Additionally, the IDA partnered with the Cornell Cooperative Extension by pledging \$35,000 in these ARPA funds to support a Rural Business Development grant the CCE secured from the USDA for CDL-A training. Through this effort, the CCE and IDA are working together to leverage ARPA CDL-A to support driver training for St. Lawrence County farms. The training cost for farm enterprise drivers is being split 50/50 between the CCE USDA funds and County ARPA funds, resulting in no cost to the farms or the trainees.

ARPA: Heavy Equipment Operator and Certified Medical Assistant Training

St. Lawrence-Lewis BOCES Adult Education and Workforce Development received a Reimagine Workforce Grant for over \$250,000 to help leverage training funds for the Heavy Equipment Operator ("HEO") and Certified Clinical Medical Assistant Programs ("CCMA").

The Reimagine Grant was based on the program models that were created for the ARPA funding. As American Rescue Plan Act ("ARPA") funds are depleting, this will serve as an additional funding stream to help sustain these program offerings. Of the 13 students participating in the CCMA classes in 2023, 2 received ARPA funding, and of the 18 students enrolled in the HEO training classes, 9 received ARPA funding.

Promotional activity promoting the Heavy Equipment Operator, Certified Clinical Medical Assistant, CDL-A, and Family Childcare training programs proved successful as many of these programs were full for each cohort in 2023.



Participants in the Certified Clinical Medical Assistant Program with their Program Instructor

ARPA: Childcare Training and Development

The St. Lawrence County Childcare Training Program will create greater access to quality childcare to allow individuals to enter (or re-enter) the workforce, encourage new business development, and support working families across St. Lawrence County.

The program, created with significant assistance from County ARPA funding, includes entrepreneurship training provided by the Small Business Development Center and enrollment in a 3-credit Early Childhood online course offered through SUNY Canton.



Family Childcare Training Program Graduate Rebecca Peck

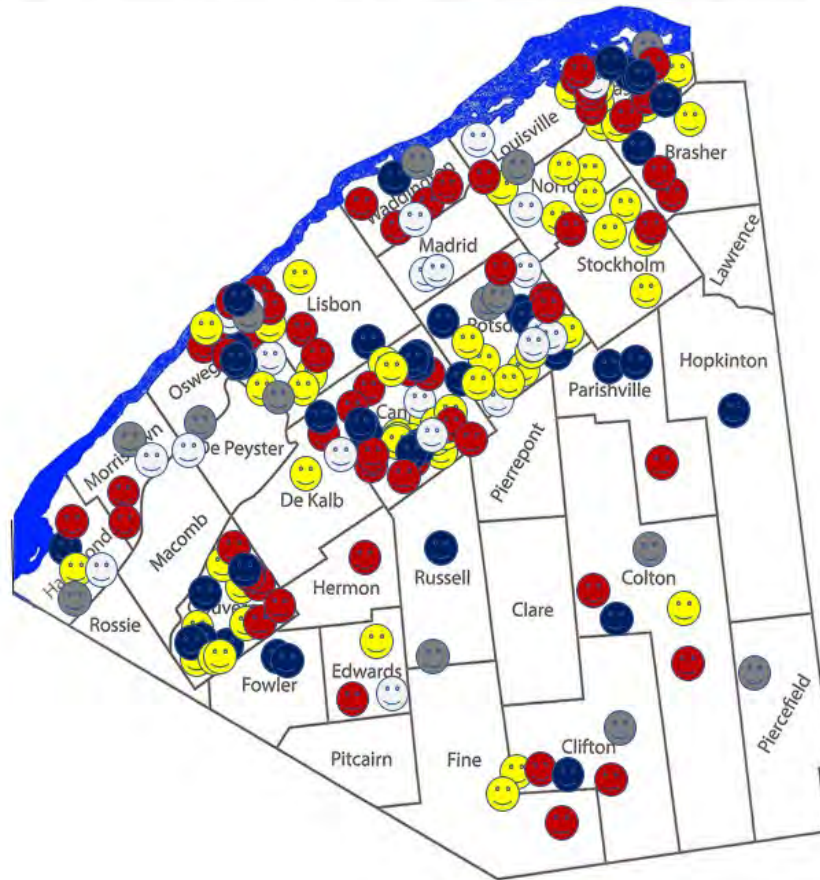
Family Child Care Training Program 2023 Scope of Work and Timeline

- Recognition of successful completion by 1st Cohort, startup grants awarded, participant feedback gathered.
- Based on the insights of the SLC Child Care Council that providers are less likely to pursue an in-home Family or Family Group Day Care as summer approaches, efforts were focused on securing a testimonial and program promotion after the start of the school year.
- As a result of having to recover expenses paid for two participants of ECHD 101 who did not complete the other program requirements, FCCTP was modified to require licensure first, then successful completion of SBDC training, prior to enrollment in ECHD 101, with reinforced messaging, transition support between each step, and inclusion of claw back language in the program enrollment form.
- Ongoing free publicity, social media posts, on-demand virtual info sessions, and rolling enrollment of participants with:
 - Guidance with the NYS FCC Application Process, Regulations and Licensing Assistance by the St. Lawrence Child Care Council
 - Personalized Business Counseling, Family Childcare Business Training by the Small Business Development Center
 - Enrollment in 3-credit Early Childhood online course, and mentoring in the SUNY Canton Early Childhood Program
- Publicity with Rebecca Peck’s testimonial, press releases, captioned photos, fliers, and presentation presented at Child Care Providers Conference.
- Launch of paid promotional plan to include placements on social media and local newspapers – all to continue through the end of January 2024.

Goal: New Providers	Actual: New Providers	Goal: New Childcare Slots Created	Actual New Childcare Slots Created	Communities Represented (as of 12/2023)
10-15	7	60-120	80	Canton, Colton, Gouverneur, Heuvelton, Lisbon, Massena, Ogdensburg, and Russell



SLCIDA St. Lawrence County ARPA Program Allocations as of December 31, 2023



Program	Allocation to Date	Location
Small Business and Nonprofit Assistance Program	\$190,000	
Facility and Infrastructure Improvements Fund	\$978,400	
Workforce Training and Development New/Existing Worker	\$277,415	
Tourism, Travel, and Hospitality Capacity Building Grant	\$350,000	
Tourism, Travel, and Hospitality Promotion Grants	\$305,771	
BOCES Heavy Equipment Operator Training	\$47,100	
Certified Clinical Medical Assistant Training	\$9,912	
Workforce Talent Pipeline	\$0	
Child-Care Training Program	\$20,000	
Commercial Driver License CDL-A Training	\$131,580	
Total ARPA Allocation: \$3,387,000	\$2,310,178	

(see attached Appendix A for full 2023 ARPA Award Summary)

Appendix A



ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

2023 ARPA Award Summary



SMALL BUSINESS AND NON-PROFIT ASSISTANCE PROGRAM		AWARDED	
	Budgeted	\$	250,000
24 Main Street Bed and Breakfast (CANTON)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	2,500
Alex's Ice (Massena)	Resolution IDA-22-12-28 Approved 12/16/2022	\$	2,500
Anchorspace (Potsdam)	Resolution IDA-23-06-22 Approved 6/27/2023	\$	2,500
Ashley's Ice (OGDENSBURG)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	2,500
B&D Foster Enterprises (POTSDAM)	Resolution IDA-23-12-45 Approved 12/20/2023	\$	7,500
BB Rey, LLC (Gouverneur)	Resolution IDA-22-11-26 Approved 11/29/2022	\$	2,500
Body by Johnnie (Ogdensburg)	Resolution IDA-22-12-28 Approved 12/16/2022	\$	2,500
Canton Day Care Center (CANTON)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	2,500
Char's Bar (MORLEY)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	5,000
Commercial Press Inc. (CANTON)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	2,500
Dave's All Season Care (NORWOOD)	Resolution IDA-23-06-22 Approved 6/27/2023	\$	2,500
Edwards Arts Council (EDWARDS)	Resolution IDA-23-05-19 Approved 5/23/2023	\$	2,500
Ellen Mills Rentals (Lisbon)	Resolution IDA-22-11-26 Approved 11/29/2022	\$	2,500
Eshelman's Home & Lawn Services (DEKALB JUNCTION)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	2,500
Far & Away Properties (CANTON)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	2,500
Finen Maple Products LLC (NORWOOD)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	2,500
Fourth Coast Entertainment Media (CANTON)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	5,000
Forevermore Studio (Massena)	Resolution IDA-22-11-26 Approved 11/29/2022	\$	2,500
Foster the Plant Café (Potsdam)	Resolution IDA-22-11-26 Approved 11/29/2022	\$	2,500
Frisina General Contracting LLC. (OGDENSBURG)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	2,500
GardenShare (Canton)	Resolution IDA-22-09-18 Approved 9/23/2022	\$	2,500

SMALL BUSINESS AND NON-PROFIT ASSISTANCE PROGRAM		AWARDED
Gouverneur Ice Cream Bowl (GOUVERNEUR)	Resolution IDA-23-03-09 Approved 3/30/2023	\$ 2,500
Grasse River Outfitters (CANTON)	Resolution IDA-23-03-09 Approved 3/30/2023	\$ 2,500
Hammond Historical Museum (HAMMOND)	Resolution IDA-23-03-09 Approved 3/30/2023	\$ 2,500
Helena General Store (Helena)	Resolution IDA-22-09-18 Approved 9/23/2022	\$ 2,500
Heuvelton Historical Association (HEUVELTON)	Resolution IDA-23-03-09 Approved 3/30/2023	\$ 2,500
High Peaks Winery (WINTHROP)	Resolution IDA-23-03-09 Approved 3/30/2023	\$ 2,500
In-Law Brewery Co. (CHASE MILLS)	Resolution IDA-23-03-09 Approved 3/30/2023	\$ 2,500
J&J Appliance Services, LLC. (Winthrop)	Resolution IDA-22-11-26 Approved 11/29/2022	\$ 5,000
J&J Lawn Services (POTSDAM)	Resolution IDA-23-05-19 Approved 5/23/2023	\$ 2,500
Langevin Excavation, LLC (STAR LAKE)	Resolution IDA-23-09-31 Approved 9/26/2023	\$ 2,500
M&M Eggs (MASSENA)	Resolution IDA-23-05-19 Approved 5/23/2023	\$ 2,500
Martin's Lawn Care (POTSDAM)	Resolution IDA-23-05-19 Approved 5/23/2023	\$ 2,500
Maple Ridge Kennels (Canton)	Resolution IDA-22-11-26 Approved 11/29/2022	\$ 2,500
Meola Enterprises LLC. (GOUVERNEUR)	Resolution IDA-23-03-09 Approved 3/30/2023	\$ 5,000
Mullins Catering & Take-Out LLC (GOUVERNEUR)	Resolution IDA-23-05-19 Approved 5/23/2023	\$ 5,000
Natural Massage Therapy (WINTHROP)	Resolution IDA-23-03-09 Approved 3/30/2023	\$ 2,500
North Country Showcase (Massena)	Resolution IDA-22-11-26 Approved 11/29/2022	\$ 5,000
North Country Custom Builders (WINTHROP)	Resolution IDA-23-12-45 Approved 12/20/2023	\$ 2,500
Northern Sons Construction, LLC. (COLTON)	Resolution IDA-23-03-09 Approved 3/30/2023	\$ 2,500
Patriot Paving (NORFOLK)	Resolution IDA-23-05-19 Approved 5/23/2023	\$ 10,000
Potsdam Consumer Cooperative, Inc. (Potsdam)	Resolution IDA-22-11-26 Approved 11/29/2022	\$ 2,500
Railroad Productions Co. (Canton)	Resolution IDA-22-11-26 Approved 11/29/2022	\$ 5,000
Route 68 Deli (Lisbon)	Resolution IDA-22-09-18 Approved 9/23/2022	\$ 2,500
R&R Automotive (POTSDAM)	Resolution IDA-23-03-09 Approved 3/30/2023	\$ 5,000
Shades Tanning & Hair Salon (MASSENA)	Resolution IDA-23-03-09 Approved 3/30/2023	\$ 2,500

SMALL BUSINESS AND NON-PROFIT ASSISTANCE PROGRAM		AWARDED	
Sharrow's Home Repair (STAR LAKE)	Resolution IDA-23-05-19 Approved 5/23/2023	\$	2,500
<i>The Shepherd's Hook</i> (RENSELAER FALLS)	<i>Resolution IDA-23-03-09</i> <i>Approved 3/30/2023</i>	\$	2,500
Shoulette's Redemption Center (Canton)	Resolution IDA-22-09-18 Approved 9/23/2022	\$	2,500
Simplicity Clothing (Massena)	Resolution IDA-22-11-26 Approved 11/29/2022	\$	2,500
Spanky's In Massena (MASSENA)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	2,500
St. Lawrence County Community Development Prc (CANTON)	Resolution IDA-23-08-28 Approved 8/15/2023	\$	10,000
Strandz Salon (Gouverneur)	Resolution IDA-22-11-26 Approved 11/29/2022	\$	2,500
Summit Business Solutions, LLC. (POTSDAM)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	2,500
The Flower Girls (GOUVERNEUR)	Resolution IDA-23-08-28 Approved 8/15/2023	\$	2,500
U.S. Repair (NORFOLK)	Resolution IDA-23-03-09 Approved 3/30/2023	\$	2,500
Walton's Auto Care, LLC (GOUVERNEUR)	Resolution IDA-23-08-28 Approved 8/15/2023	\$	7,500
White Pillars Bed & Breakfast (DEKALB JUNCTION)	Resolution IDA-23-10-35 Approved 10/24/2023	\$	2,500
Total Awarded		\$	190,000
Funding Balance Available		\$	60,000

FACILITY AND INFRASTRUCTURE IMPROVEMENTS FUND		AWARDED	
	Budgeted	\$	1,450,000
Adirondack Fragrance Farm (PARISHVILLE)	Resolution IDA-23-03-09	\$	14,500
American Legion Post 1539 (STAR LAKE)	Resolution IDA-23-03-09	\$	38,000
At the Docks, LLC. (OGDENSBURG)	Resolution IDA-23-03-09	\$	20,000
Breezy Maples Farm (MASSENA)	Resolution IDA-23-03-09	\$	25,000
Canton Apple & Cider (CANTON)	Resolution IDA-23-05-19	\$	6,285
Canton Day Care Center (CANTON)	Resolution IDA-23-02-03	\$	13,700
Canton Potsdam Hospital (Potsdam)	Resolution IDA-22-12-28	\$	30,087
Clark House Preservation Inc. (WADDINGTON)	Resolution IDA-23-05-19	\$	16,387
Cornell Cooperative Extension (CANTON)	Resolution IDA-23-10-35	\$	5,857
Cornell Cooperative Extension (CANTON)	Resolution IDA-23-02-03	\$	18,000
Edwards Arts Council (EDWARDS)	Resolution IDA-23-06-22	\$	13,418
Empire State Mines (GOUVERNEUR)	Resolution IDA-23-02-03	\$	35,000
Fabulous Finds Boutique (Massena)	Resolution IDA-22-11-26	\$	23,438
Fahrenheit 132' (MASSENA)	Resolution IDA-23-03-09	\$	7,000
Far & Away Properties (CANTON)	Resolution IDA-23-03-09	\$	5,000
Finen Maple Products LLC (NORWOOD)	Resolution IDA-23-12-45	\$	15,000
Frederic Remington Art Museum (OGDENSBURG)	Resolution IDA-23-03-09	\$	17,000
Forevermore Studios (MASSENA)	Resolution IDA-23-05-19	\$	8,000
Fox Rust (HERMON)	Resolution IDA-23-03-09	\$	10,000
Gouverneur Community Center (GOUVERNEUR)	Resolution IDA-23-02-03	\$	7,425
Grist Mill Brewery (MASSENA)	Resolution IDA-23-03-09	\$	25,000
High Peaks Winery (WINTHROP)	Resolution IDA-23-03-09	\$	25,000
Hozmerica, LLC. (Hosmer's Marina) (OGDENSBURG)	Resolution IDA-23-03-09	\$	25,000
In-Law Brewery Co. (CHASE MILLS)	Resolution IDA-23-03-09	\$	25,000

FACILITY AND INFRASTRUCTURE IMPROVEMENTS FUND		AWARDED
Iron Horse - Blast Boss (MORRISTOWN)	Resolution IDA-23-03-09	\$ 25,000
Kuno Oil Company, Inc. (CANTON)	Resolution IDA-23-03-09	\$ 6,000
Market Square (POTSDAM)	Resolution IDA-23-03-09	\$ 16,000
Massena Meals on Wheels (MASSENA)	Resolution IDA-23-05-19	\$ 7,500
Morristown Gateway Museum (Morristown)	Resolution IDA-22-11-26	\$ 12,675
Mullins Catering & Take-Out LLC. (GOUVERNEUR)	Resolution IDA-23-05-19	\$ 20,000
Nature's Storehouse (CANTON)	Resolution IDA-23-05-19	\$ 5,800
Norfolk Concert Series (NORFOLK)	Resolution IDA-23-03-09	\$ 25,000
North Coutry Transitional Living (OGDENSBURG)	Resolution IDA-23-03-09	\$ 6,000
Northeastern Sign Corporation (SOUTH COLTON)	Resolution IDA-23-09-31	\$ 20,000
Northern Sons Construction, LLC. (COLTON)	Resolution IDA-23-06-22	\$ 22,200
Northern Physical Therapy (Ogdensburg)	Resolution IDA-22-11-26	\$ 50,000
Otto's Abode (WANAKENA)	Resolution IDA-23-03-09	\$ 13,286
Phillip's Diner (Ogdensburg)	Resolution IDA-22-12-28	\$ 17,530
Pike's Place Venue, Inc. (Brasher Falls)	Resolution IDA-22-12-28	\$ 25,000
Police Activities League (MASSENA)	Resolution IDA-23-03-09	\$ 15,000
Post, Thomas Realty (MASSENA)	Resolution IDA-23-09-31	\$ 11,600
Route 68 Deli (Lisbon)	Resolution IDA-23-12-45	\$ 5,000
St. James Outreach and Thrift Store (GOUVERNEUR)	Resolution IDA-23-03-09	\$ 10,000
St. Lawrence County Historical Association (CANTON)	Resolution IDA-23-03-09	\$ 7,000
Seaway Valley Prevention (Ogdensburg)	Resolution IDA-22-12-28	\$ 22,797
Simplicity (MASSENA)	Resolution IDA-23-05-19	\$ 6,500
Small Town Supply (GOUVERNEUR)	Resolution IDA-23-02-03	\$ 30,000
Star Lake Food Pantry (STAR LAKE)	Resolutions IDA-23-08-28 & 23-09-31	\$ 7,600
St. Lawrence County RACES (POTSDAM)	Resolution IDA-23-08-28	\$ 2,400

FACILITY AND INFRASTRUCTURE IMPROVEMENTS FUND		AWARDED	
Structural Wood (WADDINGTON)	Resolution IDA-23-02-03	\$	33,345
TAUNY (CANTON)	Resolution IDA-23-03-09	\$	20,000
TBB River Road LLC (Main St. PERC) (WADDINGTON)	Resolution IDA-23-03-09	\$	10,000
TBB River Road LLC (Main St Perc) (Waddington)	Resolution IDA-22-09-18	\$	5,000
Tradesman Contracting LLC (Rensselaer Falls)	Resolution IDA-22-12-28	\$	10,670
Tri-Town Kids (BRASHER FALLS)	Resolution IDA-23-10-35	\$	35,000
United Helpers (CANTON)	Resolution IDA-23-03-09	\$	20,000
Woodcrest Dairy LLC. (LISBON)	Resolution IDA-23-03-09	\$	18,000
Yesteryear's Vintage Doors (HAMMOND)	Resolution IDA-23-02-03	\$	7,400
	Total Awarded	\$	978,400
	Funding Balance Available	\$	471,600

WORKFORCE NEW & EXISTING WORKER PROGRAMS		AWARDED	
	Budgeted	\$	350,000
Adk Fragrance & Flavor Farm (Parishville)	Resolution IDA-22-09-18 New Worker Training	\$	5,000
Alcoa USA Corporation (Massena)	Resolution IDA-22-12-28 New Worker Training	\$	35,000
Canexsys (OGDENSBURG)	Resolution IDA-23-02-03 New Worker Training	\$	4,000
Coakley Sons, Inc (CANTON)	Resolution IDA-23-03-09 New Worker Training	\$	3,000
Coakley Sons, Inc (CANTON)	Resolution IDA-23-05-19 New Worker Training	\$	5,000
Coakley Sons, Inc (CANTON)	Resolution IDA-23-08-28 New Worker Training	\$	2,000
Coakley Sons, Inc (CANTON)	Resolution IDA-23-10-35 New Worker Training	\$	10,000
Defelsko Corporation (Ogdensburg)	Resolution IDA-22-12-28 New Worker Training	\$	25,000
Doyle Builders Inc. (OGDENSBURG)	Resolution IDA-23-12-45 New Worker Training	\$	8,000
Empire State Mines (GOUVERNEUR)	Resolution IDA-23-02-03 New Worker Training	\$	8,000
Empire State Mines (GOUVERNEUR)	Resolution IDA-23-10-35 New Worker Training	\$	25,000
ENI Mechanical, Inc. (GOUVERNEUR)	Resolution IDA-23-05-19 New Worker Training	\$	13,000
Foster the Plant Café (Potsdam)	Resolution IDA-23-06-22 New Worker Training	\$	2,000
Kuno Oil Company, Inc. (CANTON)	Resolution IDA-23-03-09 New Worker Training	\$	6,000
Kuno Oil Co. Inc. (CANTON)	Resolution IDA-23-09-31 New Worker Training	\$	2,000
Kuno Oil Co. Inc. (CANTON)	Resolution IDA-23-08-28 New Worker Training	\$	12,000
LeBerge & Curtis (CANTON)	Resolution IDA-23-02-03 New Worker Training	\$	5,000
Norco Farms, LLC (HOPKINTON)	Resolution IDA-23-05-19 New Worker Training	\$	4,000
North Country This Week (POTSDAM)	Resolution IDA-23-02-03 New Worker Training	\$	7,500
Sharrow's Home Repair & Renovations (STAR LAKE)	Resolution IDA-23-05-19 New Worker Training	\$	1,000
Tri-Town Kids (BRASHER FALLS)	Resolution IDA-23-10-35 New Worker Training	\$	14,000

WORKFORCE NEW & EXISTING WORKER PROGRAMS		AWARDED	
Adirondack Flavor & Fragrance Farm (Parishville)	Resolution IDA-22-12-28 Existing Worker	\$	7,500
Amtech Yarns (MASSENA)	Resolution IDA-23-05-19 Existing Worker	\$	880
Amtech Yarns (MASSENA)	Resolution IDA-23-12-45 Existing Worker	\$	2,000
Arconic US LLC. (MASSENA)	Resolution IDA-23-08-28 Existing Worker	\$	4,040
Atlantic Testing Laboratories (CANTON)	Resolution IDA-23-02-03 Existing Worker	\$	1,500
Breen, Patrick (COLTON)	Resolution IDA-23-06-22 Existing Worker	\$	1,148
Canexsys (OGDENSBURG)	Resolution IDA-23-02-03 Existing Worker	\$	2,700
CEL CLASSES (MULTIPLE)	Resolution IDA-23-09-31 4 COMPLETED Existing Worker	\$	1,600
Doyle Builders Inc. (OGDENSBURG)	Resolution IDA-23-03-09 Existing Worker	\$	1,305
Empire State Mines (GOUVERNEUR)	Resolution IDA-23-02-03 Existing Worker	\$	7,500
Foster the Plant Café (Potsdam)	Resolution IDA-22-12-28 Existing Worker	\$	2,569
Gouverneur Volunteer Rescue Squad (GOUVERNEUR)	Resolution IDA-23-05-19 Existing Worker	\$	6,575
Hoosier Magnetics Inc (OGDENSBURG)	Resolution IDA-23-10-35 Existing Worker	\$	1,400
LeBerge & Curtis Inc. (CANTON)	Resolution IDA-23-03-09 Existing Worker	\$	1,870
LeBerge & Curtis Inc. (CANTON)	Resolution IDA-23-05-19 Existing Worker	\$	1,600
Potsdam Specialty Paper Inc. (Potsdam)	Resolution IDA-22-12-28 Existing Worker	\$	7,500
Small Town Supply (GOUVERNEUR)	Resolution IDA-23-03-09 Existing Worker	\$	7,500
St. Lawrence County ARC (Canton)	Resolution IDA-22-09-18 Existing Worker	\$	7,500
Structural Wood (WADDINGTON)	Resolution IDA-23-02-03 Existing Worker	\$	7,500
Tradesman Contracting LLC (RENSSELAER FALLS)	Resolution IDA-22-12-28 Existing Worker	\$	2,200
United Helpers - Northern Light Home Health Care (CANTON)	Resolution IDA-23-09-31 Existing Worker	\$	4,528
	Total Awarded	\$	277,415
	Funding Balance Available	\$	72,585

WORKFORCE - HEAVY EQUIPMENT TRAINING		AWARDED
		\$ 100,000
Heavy Equipment Operator (MULTIPLE)	Heavy Equipment Operator - Feb 2023 class 12 Participants in class	\$ 47,100
Heavy Equipment Operator (MULTIPLE)	ADVERTISING COSTS	
		\$ 47,100
	Funding Balance Available	\$ 52,900
WORKFORCE - HEALTHCARE SKILLS DEVELOPMENT		AWARDED
		\$ 25,000
Certified Clinical Medical Assistant (MULTIPLE AREAS)	3 Enrolled	\$ 9,912
Certified Clinical Medical Assistant (MULTIPLE AREAS)	ADVERTISING COSTS	
		\$ 9,912
	Funding Balance Available	\$ 15,088
WORKFORCE - WORKFORCE TALENT PIPELINE		AWARDED
		\$ 25,000
		\$ -
		\$ -
	Funding Balance Available	\$ 25,000
CHILD CARE TRAINING PROGRAM - SEPARATE FUNDING STREAM		AWARDED
	Budgeted	\$ 200,000
SUNY Canton - ChildCare Program (MULTIPLE AREAS)		\$ 20,000
		\$ 20,000
	Funding Balance Available	\$ 180,000
CDL-A PROGRAM - SEPARATE FUNDING STREAM		AWARDED
	Budgeted	\$ 287,000
CREST Center, SUNY Canton (Multiple locations)	Resolution IDA-22-11-26	\$ 24,500
CREST Center, SUNY Canton (MULTIPLE AREAS)	Resolution IDA-23-05-19	\$ 77,080
CREST Center, SUNY Canton (MULTIPLE AREAS)	Resolution IDA-23-09-31	\$ 30,000
		\$ 131,580
	Funding Balance Available	\$ 155,420

TOURISM, TRAVEL & HOSPITALITY CAPACITY BLDG GRANT		AWARDED	
	Budgeted	\$	350,000
Black Lake Association (BLACK LAKE)	Resolution IDA-22-12-28 Cut water chestnuts, milfoil, imp. water quality	\$	40,000
Boondockers Sno Club, Inc (RUSSELL)	Resolution IDA-22-12-28 Purchase used tractor with front end loader	\$	40,000
Chase's Riverside Dining (LOUISVILLE)	Resolution IDA-23-03-09 Four season event space	\$	30,000
Cranberry Lake Mountainers Snowmobile Assoc. (CRANBERRY LAKE)	Resolution IDA-22-09-18 Purchase groomer	\$	40,000
Cycle Endurance & Sports (POTSDAM)	Resolution IDA-23-03-09 Rehabilitate bus for bike tours	\$	10,000
Fish Massena, Town of Massena (MASSENA)	Resolution IDA-22-12-28 2023 season - 5 events	\$	35,000
Heuvelton Historical Association (HEUVELTON)	Resolution IDA-23-03-09 Audio-Video	\$	10,000
Inn at the Elms (WADDINGTON)	Resolution IDA-23-03-09 Event space	\$	10,000
Morristown Gateway Museum (MORRISTOWN)	Resolution IDA-22-12-28 Exhibit - The Small Fish of Black Lake	\$	20,000
North County Children's Museum (POTSDAM)	Resolution IDA-22-12-28 2nd floor expansion, 6 new exhibits	\$	25,000
Ogdensburg Historical Association (OGDENSBURG)	Resolution IDA-23-03-09 Event space	\$	5,000
St. Lawrence County Snowmobile Assoc. (Piercefield)	Resolution IDA-22-12-28 Bridge to connect Adk Rail Trail to Lake Placid	\$	40,000
St. Lawrence County Trails (Colton/Parishville)	Resolution IDA-22-12-28 Bridge to connect Colton & Parishville trails	\$	40,000
Thousand Island Land Trust (HAMMOND)	Resolution IDA-23-03-09 Advertise trails and events to visitors	\$	5,000
	Total awarded	\$	350,000
	Funding Balance Available	\$	0

TOURISM, TRAVEL & HOSPITALITY PROMOTION GRANT		AWARDED	
		Budgeted \$	350,000
Big Shotz Golf (POTSDAM)	Resolution IDA-23-02-03 Market Business and promote local area	\$	5,288
Black Lake Chamber of Commerce (BLACK LAKE)	Resolution IDA-23-02-03 Create Marketing Plan & Implement	\$	8,000
Cycle Endurance & Sports (POTSDAM)	Resolution IDA-23-03-09 Promotion of bus tours	\$	4,000
Edwards Opera House (EDWARDS)	Resolution IDA-23-05-19 Marketing Plan & Implemenation	\$	5,000
Fort La Presentation Association (OGDENSBURG)	Resolution IDA-22-12-28 Traveling Outreach Exhibit	\$	4,000
Frederic Remington Art Museum (OGDENSBURG)	Resolution IDA-23-02-03 Promotion of Tour Bus market	\$	5,944
The Grist Mill Brewery (MASSENA)	Resolution IDA-23-03-09 Marketing and implementation	\$	3,000
Hammond Scottish Festival (HAMMOND)	Resolution IDA-23-02-03 Advertize Scottish Heritage Event	\$	1,039
Inn at the Elms (WADDINGTON)	Resolution IDA-23-03-09 Marketing and implementation	\$	1,000
Massena Int'l-Richards Field Airport (MASSENA)	Resolution IDA-22-11-26 Airport promotion	\$	25,000
Morristown Gateway Museum (MORRISTOWN)	Resolution IDA-22-12-28 Create Marketing Plan & Implement	\$	2,000
North County Children's Museum (POTSDAM)	Resolution IDA-22-12-28 New Website - promote expansion	\$	7,500
Norwood Village Green Concert Series (NORWOOD)	Resolution IDA-22-12-28 Promote 50th anniversary	\$	6,000
Ogdensburg International Airport (OGDENSBURG)	Resolution IDA-22-11-26 Airport promotion	\$	25,000
Potsdam Chamber of Commerce (POTSDAM)	Resolution IDA-23-03-09 Marketing and implementation	\$	4,000
St. Lawrence County Arts Council (POTSDAM)	Resolution IDA-22-12-28 North Country Arts Festival Promotion	\$	10,000
St. Lawrence Power & Equipment Museum (MADRID)	Resolution IDA-22-12-28 National Allis Chambers Tractor Show	\$	5,000
St. Lawrence Power & Equipment Museum (MADRID)	Resolution IDA-23-12-45 Promotion of Fort Tribute	\$	4,000
Swing Time Golf (CANTON)	Resolution IDA-22-12-28 Create online presence, advertising	\$	5,000
SLC Chamber of Commerce (ST LAW CO)	Resolution IDA-23-03-09 Out of Area Destination Marketing Campaign	\$	150,000
St Lawrence County Historical Assoc. (CANTON)	Resolution IDA-23-05-19 New Website, Branding & Marketing Campaign	\$	10,000
The River Course at Louisville (LOUISVILLE)	Resolution IDA-23-02-03 Create Marketing Plan & Implement	\$	10,000
White Pillars (LOUISVILLE)	Resolution IDA-23-12-45 Marketing of Extended Stay	\$	5,000
	Total awarded	\$	305,771
	Funding Balance Available	\$	44,229

FUNDING IDA TO ALLOCATE		\$ 2,900,000
SMALL BUSINESS AND NON PROFIT AWARDS	\$	190,000
FACILITY & INFRASTRUCTURE AWARDS	\$	978,400
WORKFORCE -NEW AND EXISTING WORKER AWARDS	\$	277,415
HEAVY EQUIPMENT OPERATOR TRAINING AWARDS	\$	47,100
HEALTH CARE SKILLS TRAINING AWARDS	\$	9,912
WORKFORCE TALENT PIPELINE AWARDS	\$	-
TOURISM, TRAVEL & HOSPITALITY CAPACITY BLDG AWARDS	\$	350,000
TOURISM, TRAVEL & HOSP PROMOTION AWARDS	\$	305,771
TOTAL FUNDS COMMITTED FROM 2.9 THRU 12/31/2023	\$	2,158,598
TOTAL REMAINING TO ALLOCATE	\$	741,402
SEPARATE FUNDING IDA ADMINISTERS		\$ 487,000
CDLA & FCCTP - ALLOCATED TO DATE	\$	151,580
TOTAL REMAINING TO ALLOCATE	\$	335,420
COMBINED ARPA FUNDING IDA ADMINISTERS		\$ 3,387,000
TOTAL APRA FUNDING AWARDED	\$	2,310,178
BALANCE REMAINING TO ALLOCATE	\$	1,076,822
TOTAL COMBINED FUNDS REMAINING	\$	1,076,822

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY 2024 Marketing Plan



St. Lawrence County
Industrial Development Agency



Marketing Activities

Summary

The St. Lawrence County Industrial Development Agency will continue to promote St. Lawrence County as a business investment destination to our targeted geographies and industry sectors. As part of these promotional efforts, the Agency will focus on the activities and action steps highlighted in the 2023 St. Lawrence County Comprehensive Economic Development Strategy (“CEDS”).

As outlined in the CEDS, the County’s strategy for growing its economy starts by recognizing that jobs and tax base are created by the success of **profitable enterprises**. **As a result, the County must concentrate on expanding existing operations and growing new operations**, while pursuing a strategy which consistently demonstrates how it helps: (1) existing enterprises to become/stay profitable and expand their operations and/or (2) identify and create new enterprises that can start or locate profitable operations in the County.

While it is important for the County to ensure the continuing operations of enterprises that have reached maturity, the County can only reverse its economic deterioration by helping existing enterprises to expand and/or grow or to locate new enterprises in the County.

Four key objectives related to marketing and business outreach must be accomplished in order to achieve the goals of expanding and increasing the County’s employer base, they are:

- Encourage and assist existing employers to maintain their current operations (hereafter “retention”) that provide stable employment and traditional products and services to customers within and outside the County.
- Encourage and assist existing employers in the County to expand their operations (hereafter “expansion”) by using the tools at the developers’ command to help them to become more cost-efficient, to develop new products and services, and to locate new customers.
- Identify entrepreneurs already resident in the County and encourage them to start up new businesses in the County (hereafter called “already here” startups).
- Identify entrepreneurs and businesses located outside the County who could profitably start businesses in the County and/or profitably move their businesses to the County (hereafter called “come here” startups).

The resources to reach both existing in-County and outside individuals and enterprises are limited by cost and staff time available to commit on the sustained basis necessary to reach all, or even most, potential markets. As a result, in marketing resources will be focused on the highest probability, and most cost effective, outreach efforts. This includes the IDA managing its own series of promotional and sales activities and, especially, supplementing these efforts by partnering with other local, regional and State development organizations.

Marketing Activities

The 2024 marketing plan for the Agency will also include efforts to advance the “Research Agenda” outlined in the County’s CEDS. For example, exploring such questions as the destinations of “round” wood harvested in but exported from the County and whether and how turning such an exported resource into value-added products in the County could give an enterprise a competitive advantage by locating here.

As it has historically, the Agency will highlight our border location, available power assets, and the collaboration opportunities with our local colleges and universities. We will undertake initiatives to target alumni of the colleges in specific industry sectors who might be enticed to return to the area either as entrepreneurs or as decision-makers with current companies.

There are a number of former industrial or otherwise under-utilized properties which will be promoted for economic development re-use throughout the year as well, including the 100 Paterson Street facility in Ogdensburg, the industrial properties in Newton Falls and Star Lake, the excess Alcoa and Arconic sites and buildings and St. Lawrence Centre mall and former Hannaford spaces available in Massena. While some of these properties are currently vacant or not in productive use, the availability of these sites, each of which still have key infrastructure in place, is an asset to the County’s redevelopment efforts.

Specific to the 100 Paterson Street facility, The IDA has already secured one tenant and has been showing the building to several other potential occupants. The goal of this year’s plan will be to build on this success.



Marketing Activities

Assets, Strengths & Value Proposition



Strategic Location: Access to U.S., Canadian and World Markets
Power, Land, Water and Natural Resources
Available, Affordable Sites and Buildings
Productive and Capable Workforce
Educational Resources and Collaboration Opportunities
Aggressive Tax, Training, Financial and Energy Incentives
Air, Rail, Port and Road Transportation Systems

Focus Areas

- NYPA Marketing Initiatives/Power Allocated for Use in St. Lawrence County
- Canada
- College-Based Outreach
- Upgrading Web and Technology-Based Tools
- Coordinated Regional Outreach
- Come Back Here/Come Here Initiative
- Research Agenda

Marketing Activities

Schedule of Activities

The IDA will carry out specific marketing activities as outlined in the pages that follow which serve to further its 2024 objectives. In addition, our efforts consist of many supporting activities that are performed on an ongoing basis throughout the year. These include:

- Collaboration with local partners on tradeshows and site visits
- Coordination with local, regional and State partners on lead fulfillment
- Participation in local and regional marketing efforts and initiatives
- Service on various local, regional and State boards and committees
- Membership in strategic organizations; participation in events and seminars
- Investigation of improved ways to outreach existing businesses and entrepreneurs
- Maintaining awareness of issues that impact economic development in County

First Quarter: *January - March*

- Continue promotional efforts to prospective companies for the marketing of available space in the 100 Paterson Street Building in Ogdensburg
- Design and print collateral materials and order promotional materials for tradeshow distribution
- Advancing our efforts with the IDA website and other media platforms, focusing on resources and tools for promoting available sites & buildings, power resources, workforce, and incentives
- Print Advertising: North Country This Week Progress Edition and Northern New York Newspapers Business Outlook
- Television Streaming: Targeted outreach to potential Canadian business prospects
- Local Event: Business Connections - Spotlight on Resources (program/tour of BOCES). January 23rd - Seaway Tech in Norwood and March 26th - Northwest Tech in Ogdensburg
- Recruitment Event: Fort Drum Career Fair, February 1st. Outreach to transitioning soldiers and families
- Promotional efforts for the various ARPA related training programs: Family Childcare, CDL, Heavy Equipment Operator, and Certified Clinical Medical Assistant
- Fuzehub's Quebec – NY Transportation Rendezvous and B2B, March 19th, Plattsburgh
- Strategic outreach, including media placement and e-marketing, highlighting local businesses and industries and various assistance programs

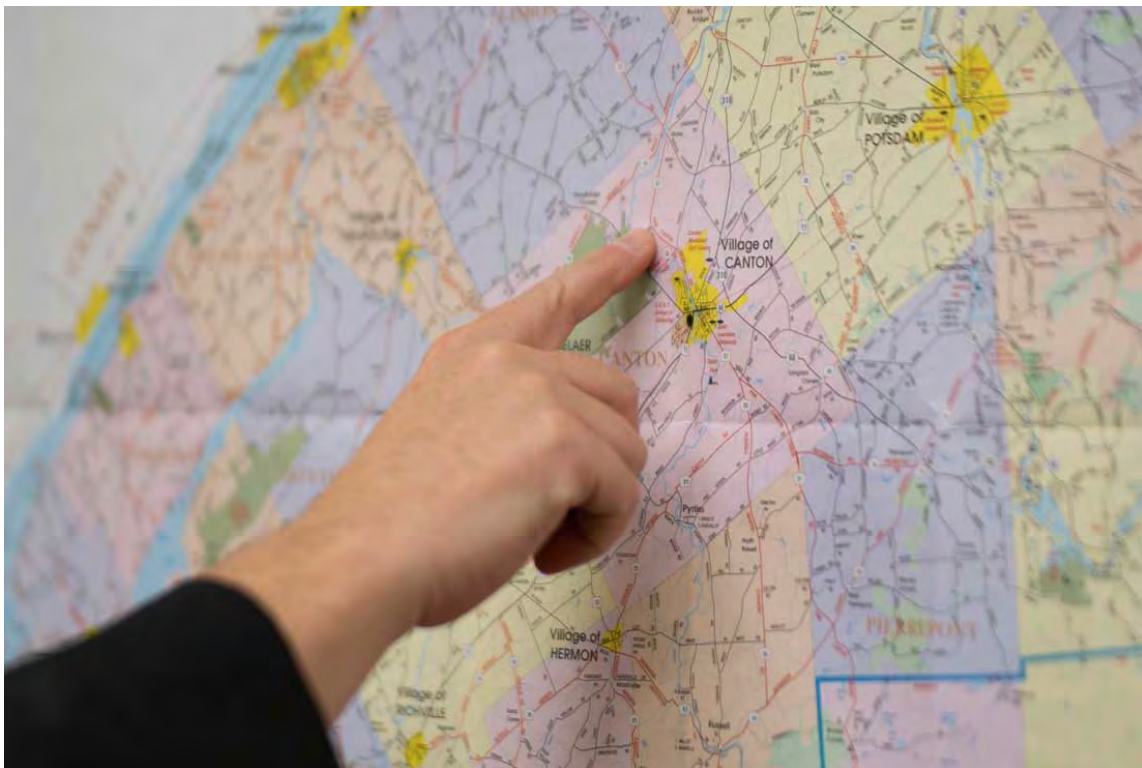
Second Quarter: *April – June*

- Outreach (e-marketing, college alumni) highlighting attendance at upcoming tradeshows
- Local Event: Business Resource Mixer at Best Western University Inn in Canton on April 30th
- Tradeshow: SIAL Canada, Montreal, Canada (05/15 – 05/17)
- Recruitment Event: Fort Drum Career Fair, May 16th. Outreach to transitioning soldiers and families
- Local Events: Advertising and/or Attendance at local events that draw large crowds of people home to St. Lawrence County (Festivals, Alumni Reunions, Fishing Tournaments, etc...)
- Print Advertising: North Country This Week Visitor's Guide
- Print Advertising: NNY Newspapers Vacation Guide
- Collaborative outreach with colleges to alumni
- Social media: Local business profiles, quality of life, general economic development outreach
- Ongoing promotion and highlights of St. Lawrence County sites and buildings with Empire State Development
- Research and outreach agenda: Industries using milk (cheese, yogurt, baby formula, and other miscellaneous milk processing)



Third and Fourth Quarters: *July - December*

- Recruitment Event: Fort Drum Career Fair, August 1st. Outreach to transitioning soldiers and families
- Digital Ad Campaign & Print Advertising: Marketing to former residents returning to the area for the summer, and the holidays. Social media outreach to identify potential alumni
- Initiation of Canadian based lead generation and business development engagement
- Direct Mailing: POWER – for potential upcoming tradeshows & collaboration with colleges and universities to target alumni returning for campus events
- Tradeshow: EpTech, Montreal, Canada (09/10)
- Tradeshow: Advance Design and Manufacturing Expo, Toronto, Canada (11/13-11/14)
- Tradeshow: Select USA-Canada (Date TBD)
- Ongoing promotion and highlights of St. Lawrence County sites and buildings with Empire State Development
- Implementation of enhanced Contact Management System





St. Lawrence County Industrial Development Agency

Make St. Lawrence County Home to Your Business!

In St. Lawrence County, residents have access to a number of **advantages** for their business growth and development. Including but not limited to:

- Aggressive Tax, Training, Financial & Energy Incentives
- Convenient access to Key U.S. & Canadian Markets
- Access to Air, Rail and Port Transportation
- Variety of Available Sites & Buildings
- Five Area Colleges & Universities

ST. LAWRENCE COUNTY Industrial Development Agency
 CONTACT: St. Lawrence County Industrial Development Agency
 www.SLCIDA.com or Phone (315) 379-9806
 f/STLawrenceCountyIDA @STLawrenceCIDA @SLC_IDA

St. Lawrence County Industrial Development Agency proudly supports Agricultural and Agribusiness in St. Lawrence County

Looking to start or expand a business in St. Lawrence County?

The **ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY** is your central point of contact.

Examples of IDA Agri-Business Projects include:

- * Applewood Orchards: NC Economic Dev. Fund
- * Bregg Winery
- * Canton Apples & Cider (ARPA)
- * Cornell Coop. Ext. BOCES Ag Studies & Harvest Kitchen
- * GardenShare Farmers Market Promotion
- * High Peaks Winery, Stockholm
- * M&M Eggs, Brasher
- * North Country Dairy, North Lawrence
- * North Country Grown Cooperative
- * Woodcrest Dairy (National Grid)

For more information contact us today!
 info@slcida.com

ST. LAWRENCE COUNTY, NEW YORK MORE THAN JUST WORLD-CLASS FISHING...

Bring your business here!

- Aggressive Financing Packages & Incentives
- Available Sites & Buildings
- Convenient Access to Key U.S. & Canadian Markets
- Foreign Trade Zone, Port and Rail Connectivity
- Reliable Power at Exceptionally Low Rates

Choose from a selection of convenient and affordable buildings and development sites in St. Lawrence County, N.Y.

Contact the St. Lawrence County Industrial Development Agency
 Visit www.SLCIDA.com or Phone (315) 379-9806

Bring Your Business to St. Lawrence County in Northern New York State

PLAN YOUR BUSINESS START-UP OR EXPANSION ST. LAWRENCE COUNTY

The **St. Lawrence County Industrial Development Agency** offers a variety of programs and services to help businesses grow and succeed.

We can assist with:

- Low Interest Loans
- Bond Financing
- Tax Abatement Programs
- Site Selection Assistance
- Networking and Business Contacts
- Industrial Building Construction

Whether you are an entrepreneur or an established business,
The St. Lawrence County IDA is your central point of contact!

For more information, please call (315) 379-9806 or visit us at www.SLCIDA.com

St. Lawrence County Industrial Development Agency & **Life Undiscovered ST. LAWRENCE COUNTY**

NORTH COUNTRY PROCUREMENT TECHNICAL ASSISTANCE CENTER & St. Lawrence County IDA

Meet with a PTAC representative at The SLC IDA Offices on

CAREER FAIR FORT DRUM

Open to ALL DOD ID card holders! Come check out all of the exciting career opportunities available locally and nationwide!

02 November, 2023
 09:00am - 01:00pm
 The Peak
 4350 Euphrates River Valley Rd.
 Fort Drum, NY 13602

REGISTER
<https://tinyurl.com/2p9e2km6>

Happy Holidays

Come Home To St. Lawrence County

POTSDAM SPECIALTY PAPER

St. Lawrence County Chamber of Commerce Lunch and Learn Webinar : **Employment Resources**

Presented by **St. Lawrence County Industrial Development Agency**

October 4, 2023

Energize your business and discover success in **St. Lawrence County.**