

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

Meeting of September 3, 2024

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:

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

A quorum is recognized.

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

PUBLIC NOTICE: Public notifications sent August 27, 2024, 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: None

APPROVAL OF MINUTES: Motion to accept the minutes of the June 25, 2024 meeting by Mr. Blevins, seconded by Mr. McMahon. The motion is approved unanimously.

FINANCIAL REPORTS: Ms. Gilbert reports on the May and June 2024 Financial Reports, with *May* highlights including the second installment of the St. Lawrence County Economic Development Services Agreement revenue received and ARPA program disbursements. Ms. Gilbert adds that she sees good progress with getting money dispensed for this program. *June* highlights also include ARPA Program expenses. Motion to accept the May and June 2024 financial reports by Mr. Hall, seconded by Mr. Blevins. Motion is approved by unanimous vote.

COMMITTEE REPORTS: None

STAFF REPORT: Mr. Kelly highlights recent activities.

Flood Damage - Hurricane Debby: Over the past couple of weeks staff have been covering the county trying to get a handle on the businesses impacted by the August 9th flooding event. In addition to the direct outreach to businesses, staff stopped at each town/village/community hall or offices to get a sense of the damage or hardship at local businesses in case the local communities are aware of impacts that we have not yet seen. We have our typical IDA and regional programs as well as some remaining ARPA funding if we can qualify the businesses for those funds and will do whatever we can to help the impacted businesses. Staff have also informed those businesses impacted by the recent floods about the SBA Emergency Disaster Loan Program (“EIDL”) that offers 4% interest for 30 years for businesses that need assistance at this time.

Alcoa: The Alcoa Massena smelter made it to the final round of the NYSBDC’s “Coolest Thing Made in NYS” Competition. They are competing against NightRide Vehicle Mounted Thermal Cameras out of Brooklyn, NY. Voting will continue now through September 19th. We are publicizing the contest and promoting support for Alcoa’s entry on social media. It would be nice for them to get that recognition. Mr. McMahon requests that we send the board members the link to vote.

DRI - Massena School of Business: A resolution will be presented later in the meeting for the Air Monitoring project work for the former Massena School of Business. The expectation is that the main project, the demolition work, will go out to bid next week. Mr. McMahon asks if the project is moving forward within the anticipated timeline. Mr. Kelly reviews the timeline and expresses that though we are slightly behind in getting the primary RFP out, it is still our goal to have the façade supported and primary demolition completed this year.

Marketing: An RFP has gone out for *website security, maintenance, and consulting services* for the IDA and affiliated websites. With some high-profile fishing tournaments in our area this summer, staff have *distributed flyers at the events as part of our Come Here/Come Back Here campaign* to promote St. Lawrence County's quality of life and business start-up or expansion opportunities. In support of the Come Here/Come Back Here campaign, we have rolled out a series of radio ads in line with local festivals and reunions. Mr. Reagen mentions an 80's Class Reunion that is expected to occur in the summer of 2025 and recommends this as a potential platform for promoting our Come Here/Come Back Here advertising.

Manufacturing Industry Roundtable: Ms. Sibley helped recruit industries to attend the Manufacturing Industry Roundtable held at SUNY Canton in July to inform businesses about the opportunities associated with the New York State registered Apprenticeship and Pre-Apprenticeship programs.

CEL Alumni/Recruitment Event: An event is planned for October 10th at the Best Western in Canton to help promote the St. Lawrence County Center for Entrepreneurial Leadership Program. Alumni from the previous years' programs will come together, bring a representative from a business they want to recruit to the program, to help with the networking and connecting to get referrals for the upcoming program which the IDA is a co-sponsor.

Site Building and Engineering RFP: Within the next week or so we will issue an RFP for Engineering Services. As we look at various sites and buildings to undertake projects for redevelopment and development, similar to the 100 Paterson Street Project, having a relationship established with a firm that can provide information quickly about the site will be beneficial.

OLD BUSINESS: None

NEW BUSINESS:

Resolution IDA-24-09-18: Accepting FY2025 Tentative Budget: This is the first step toward approving a final budget. As part of the budget process, we look at the current budget and estimate 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. During this comment period, the members are asked to review the budget and provide any questions or suggestions for the final budget that will be presented in October. Mr. Reagen motions to accept Resolution IDA-24-09-18, seconded by Mr. McMahon. Motion is approved by unanimous vote.

EXECUTIVE SESSION: A motion is made by Mr. Reagen, seconded by Mr. McMahon to go into executive session at 1:10 PM to discuss the financial, credit, or employment history of a particular person or corporation, personnel matters, and the acquisition or sale of real property. A motion to return to regular session is made by Mr. Reagen, seconded by Mr. McMahon at 1:39 PM.

Mr. Blevins/Mr. Hall motion/second to authorize Chairman Staples to sign/authorize an extension of the employment contract for the Chief Executive Officer of the St. Lawrence County IDA. The motion passes unanimously.

Resolution IDA-24-09-19: Authorizing an Agreement with Atlantic Testing Laboratories for the Massena School of Business DRI Project: Mr. Kelly refers to the exhibit attached to the draft resolution showing the three bids that were received. Staff recommendation is to select Atlantic Testing Laboratories due to the Agency's experience with them on other projects, their proximity, and the belief that they are the best fit for this project. Mr. Reagen motions to accept Resolution IDA-24-09-19, seconded by Mr. Hall. The resolution is approved unanimously.

Resolution IDA-24-09-20: Authorizing Allocations through the St. Lawrence County American Rescue Plan Act 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. Blevins motions to accept Resolution IDA-24-09-20, seconded by Mr. Reagen. The resolution is approved unanimously.

Mr. Hall mentions that the next meeting will conclude with a proclamation and citation from Senator Stec for Patrick Kelly who received the Developer of the Year Award from the New York State Economic Development Council. A host of local businesses, economic developers, and various local and state political representatives will be invited to honor the partnerships that contributed to this achievement.

ADJOURNMENT: A motion to adjourn is made by Mr. McMahon/Mr. Hall. The meeting adjourns at 1:44 PM by unanimous vote.

Mr. Ernest LaBaff, Secretary