



Mission Statement

(Reviewed and Reaffirmed in Public Session on March 26, 2024)

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.



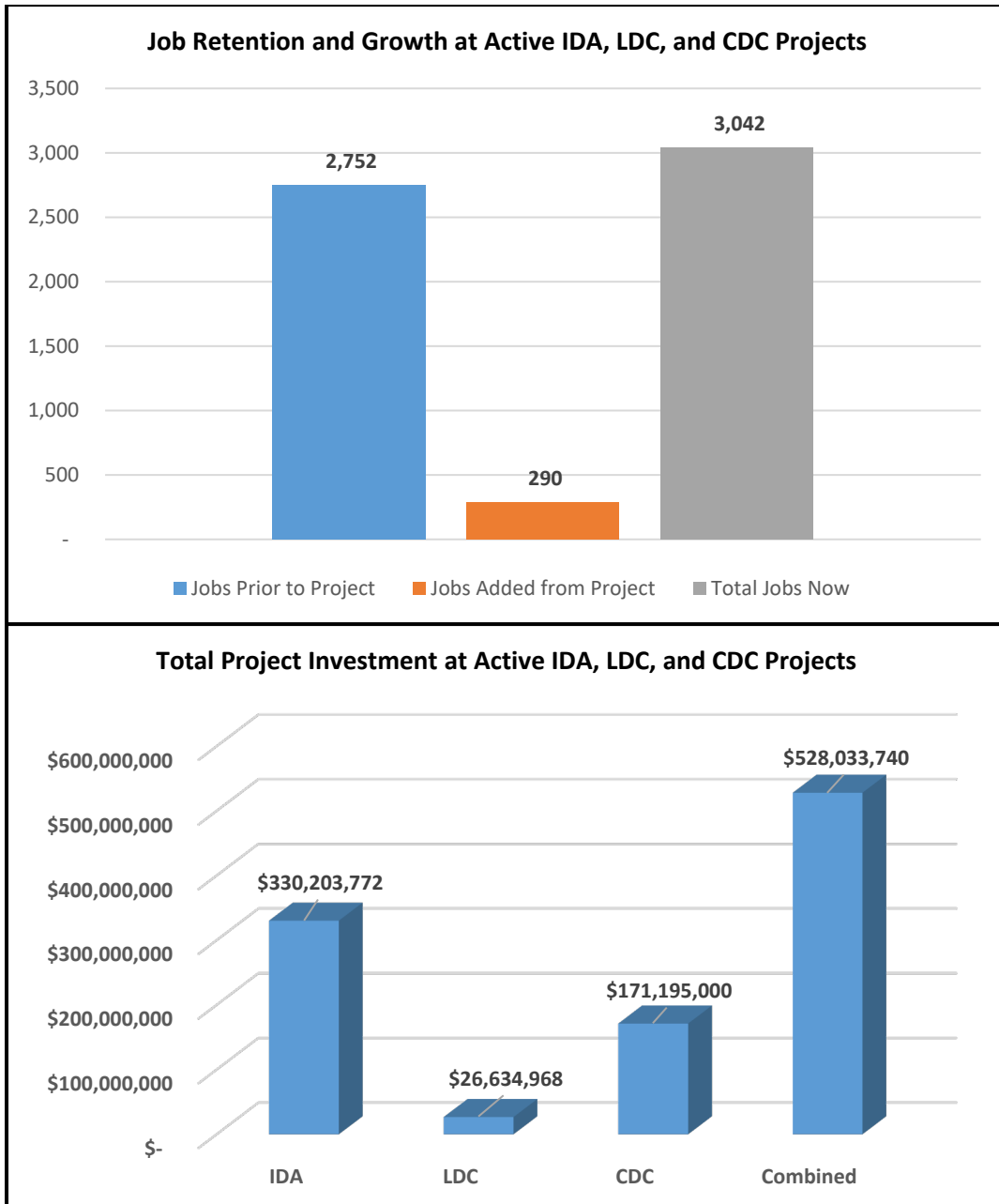
Performance Goals

- 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

2024 Performance Review (January 2024 – December 2024)

Jobs and Investment Impact

The combined totals of active IDA, LDC, and CDC projects represents over 2,700 jobs retained, 290 created, and a combined project investment in St. Lawrence County of nearly \$530 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. 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.



Projects, Activities, and Initiatives

Loan and Lease Portfolio

The St. Lawrence County IDA and its affiliated development corporations have a robust portfolio of loans and building and equipment leases.



In addition to three active IDA lease-purchase agreements with a combined outstanding balance of over \$1.3 million, the IDA-LDC and CDC have over 40 active loans and leases totaling over \$3.3 million in outstanding balances across a number of different loan funds and programs it administers. The combined original balance of all of these loans and leases was nearly \$10 million. In addition to its own funds, the IDA-LDC also administers the River Valley Redevelopment Agency Fund, Greater Massena Economic Development Fund, St. Lawrence County Microenterprise Revolving Loan Fund, and the Brasher Microenterprise Revolving Loan Fund.

The following loans were paid off in 2024:

Borrower:	Location	Fund	Year Issued	Original Amount
ACCO Way	Ogdensburg	LDC	2022	\$ 225,000
ACCO Way	Ogdensburg	RVRDA	2022	\$ 225,000
Sharrow's Home Repair	Star Lake	MICRO	2018	\$ 20,000
Atlantic Testing	Canton	RVRDA	2017	\$ 218,160
Shades Tanning & Hair	Massena	MICRO	2012	\$ 20,000
SLC Fire Training Ctr	Potsdam	CDC	2014	\$ 92,333
Kingston Pharma	Massena	RVRDA	2018	\$96,000

Lakeside Haven Cottages

Lakeside Haven Cottages, LLC. (Lakeside) is purchasing and operating a campground on Black Lake, currently known as Camp Carol. Camp Carol has been operating for over sixty (60) years with customers from throughout New York State, Pennsylvania, and Canada. The camp consists of 6.7 acres that includes ten (10) cottages, and twenty-five (25) RV sites. Lakeside Have Cottages, LLC was approved for \$40,000 in working capital financing by the St. Lawrence County IDA Local Development Corporation. The company also received financing from Community Bank and the former owners of the property for the acquisition of the campground.

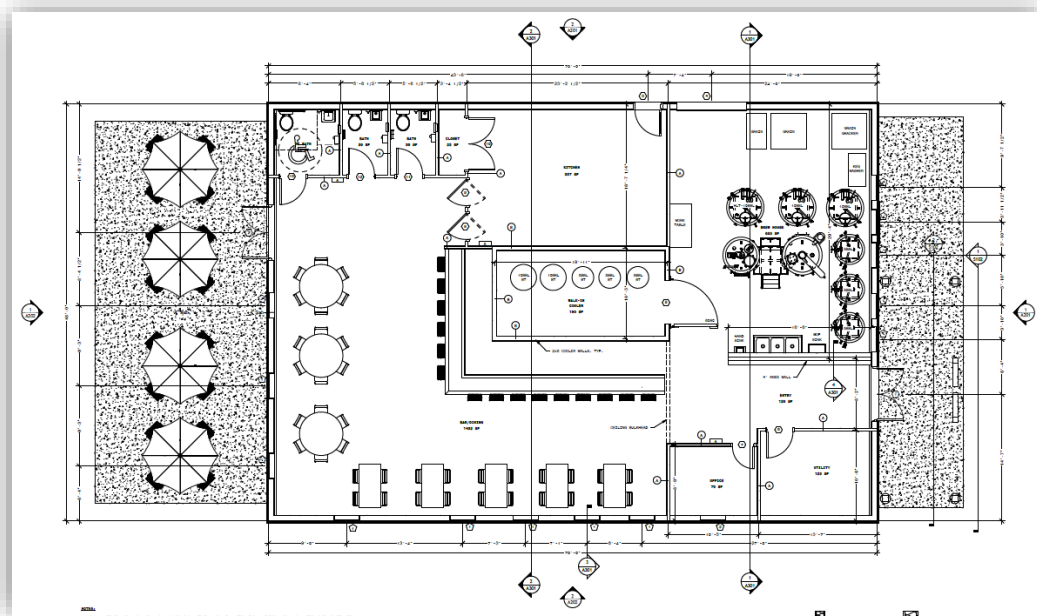
Bent Beam Brewing

St. Lawrence Suds dba Bent Beam Brewing continues to move forward with its project to construct a microbrewery in Canton to be operated under the planned name of “Bent Beam Brewery.” Northern Tier Contracting, Gouverneur, the primary contractor for the project, has completed the outside of the building and is now working on interior finishes.



IDA incentives and \$275,000 in loan financing from the IDA Local Development Corporation have been provided to assist in the equipping and rehabilitating of the building envelope and brewing section of the facility.

The IDA also coordinated financing for the project from the North Country Alliance and the North Country Value Added Agriculture Fund. The Village of Canton also successfully applied for, and received, a Restore NY grant for the restaurant component of the project.



Thompsons Diesel Works

Thompsons Diesel Works, based in Waddington, specializes in heavy diesel truck repair, heavy equipment repair, and fabrication. Thompsons Diesel is known for performing their repair services on-site for their customers, a unique niche that helps customers reduce down time and equipment transportation for farm or diesel equipment repairs. The St. Lawrence River Valley Redevelopment Agency provided the company with a \$75,000 loan. This financing, along with funding from Farm Credit East, will enable the company to add an employee and purchase two new repair trucks that are capable of performing on-site repairs that are necessary for the business operations.

Community Development and Environmental Improvement Program

The St. Lawrence River Valley Redevelopment Agency Community Development and Environmental Improvement Program was undertaken and completed for the 2024 funding year. A total of nine applications were accepted totaling project requests of \$857,000. Since the program's inception 13 years ago, over \$4 million in funds have been awarded for this program. This year the following awards totaling \$100,000 were approved:

Organization	Project Description	Award
BLACK LAKE FISH & GAME ASSOCIATION	PURCHASE KITCHEN EQUIPMENT FOR AMES YOUTH OUTDOOR EDUCATION CENTER	\$ 10,000
HERMON VOLUNTEER FIRE DEPARTMENT	PURCHASE & INSTALL A GENERATOR AT THE FIRE STATION	\$ 10,000
LISBON, TOWN OF	UPGRADE IT FOR REAL TIME MONITORING AND RAPID RESPONSE TO THE LISBON BEACH CAMPGROUD.	\$ 20,000
LOUISVILLE, TOWN OF	NEW FLOORING IN MUNICIPAL BUILDING	\$ 10,000
MACOMB, TOWN OF	RENOVATE MACOMB HISTORICAL BLDG. NEW HANDICAP BATHROOM, GAZEBO & GENERATOR HOOK-UP	\$ 5,000
MASSENA, VILLAGE OF	VETERANS PARK, INSTALL NEW RETAINING WALL SYSTEMS, AND ADD ADA WALKWAY	\$ 10,000
OSWEGATCHIE, TOWN OF	PURCHASING ECO WEED PULLER/CUTTER FOR WATER CHESTNUT REDUCTION TREATMENTS	\$ 15,000
ST LAWRENCE COUNTY TRAILS	RELOCATING A 4-MILE CENTER SECTION OF TRAIL BETWEEN LONG POND & GRASSE RIVER IN COLTON TO CONNECT	\$ 10,000
WADDINGTON, TOWN OF	OLD TOWN HALL - CREATE PREP KITCHEN ON 2ND FLOOR	\$ 10,000



The St. Lawrence County IDA – Local Development Corporation Microenterprise Revolving Loan Program authorized an \$8,000 loan to *L&T Crafts n Things*, a retail business in downtown Massena that provides yarn, fabric, and related supplies.

Administrative Activities

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).

Appointments/Reappointments: A recommendation was sent to the St. Lawrence County Board of Legislators to re-appoint Steve Morrill, Lynn Blevins and Mark Hall. Mr. Morrill's term was set to expire in January 2024, while Mr. Blevins was set to expire in June, and Mr. Hall's term was set to expire in December.

Board members approved the 2023 Independent Audit reports in March. Legislators have been provided the reports electronically and the reports are available on our website.

As part of Public Authority Law compliance, 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 2023 were also reviewed. In the fourth quarter, the Conflicts of Interest Policy, Procurement Policy, Investment Policy, and Assessment of the Effectiveness of Internal Controls policies were reviewed. Staff members also participated in interactive harassment prevention training, in conjunction with the policy and training materials.



St. Lawrence County IDA
Local Development Corp

St. Lawrence County Industrial Development Agency Local Development Corporation

Additional Questions

1. Have the board members acknowledged that they have read and understood the mission of the public authority?

ANS: Yes – the Board members reviewed and approved (by formal resolution) the mission statement and performance measures of the board.

2. Who has the power to appoint the management of the public authority?

ANS: Management is appointed by the Board members of the authority.

3. If the board appoints management, do you have a policy you follow when appointing the management of the public authority?

ANS: The Board of the St. Lawrence County Industrial Development Agency Local Development Corporation appoints its Chief Executive Officer and Chief Financial Officer. The Chief Executive Officer appoints management and staff.

4. Briefly describe the role of the Board and the role of management in the implementation of the mission.

ANS: The Board, with assistance of management, works to develop the authority's mission, and evaluate the authority's goals and performance.

Management ensures that the board's mission and goals are carried out in a manner which achieves the intended public purpose - a process involving program evaluation, reporting, feedback and recommendation.

5. Has the board acknowledged that they have read and understood the responses to each of these questions?

ANS: The Board acknowledges its understanding of this document by formally approving the document in public session.