



St. Lawrence County
Industrial Development Agency

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2024 Annual Report

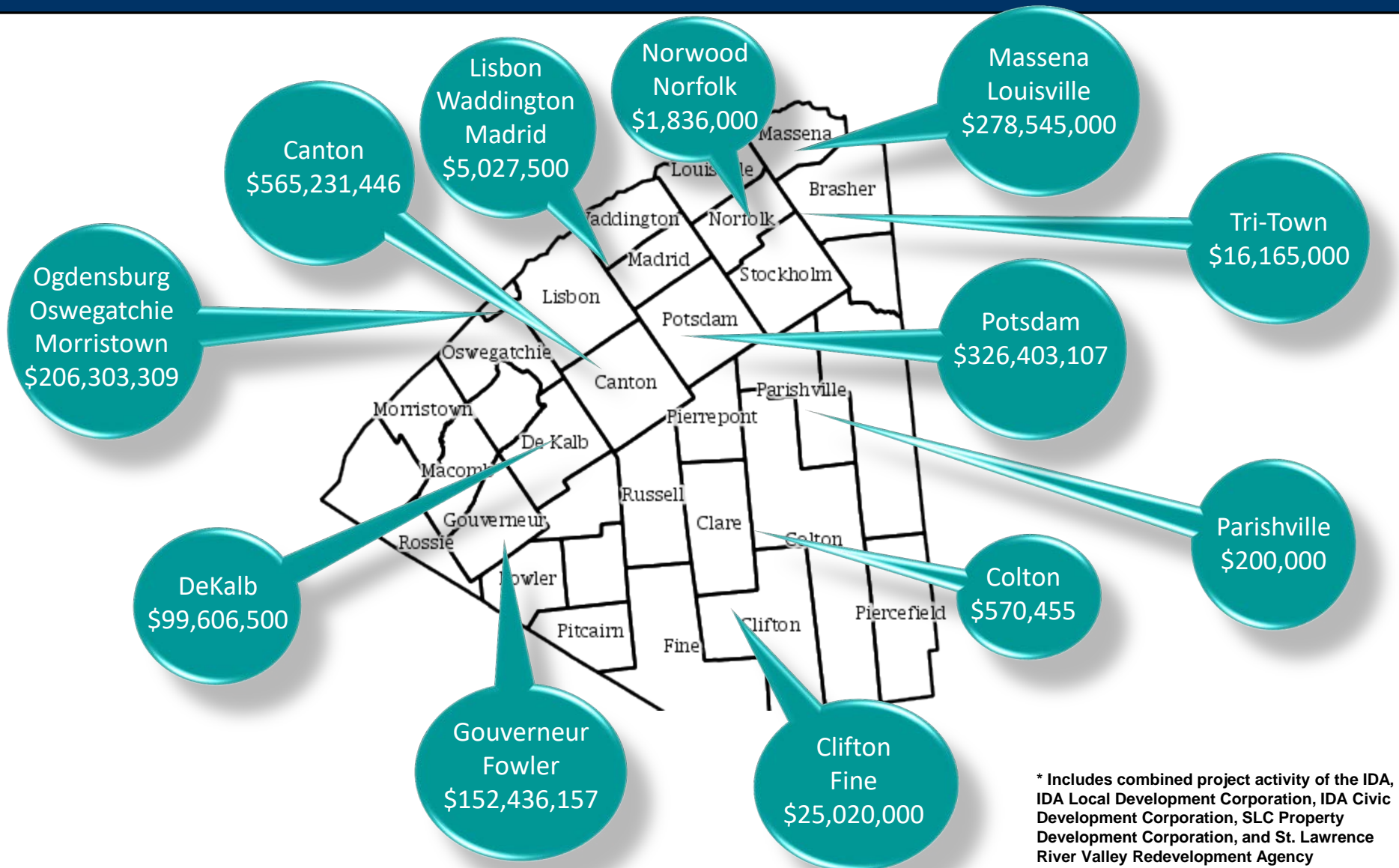


Includes reporting of the following IDA-affiliated entities:

ST. LAWRENCE COUNTY IDA - LOCAL DEVELOPMENT CORPORATION
ST. LAWRENCE COUNTY IDA - CIVIC DEVELOPMENT CORPORATION
ST. LAWRENCE COUNTY PROPERTY DEVELOPMENT CORPORATION
ST. LAWRENCE RIVER VALLEY REDEVELOPMENT AGENCY



IDA History of Project Activity*





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.



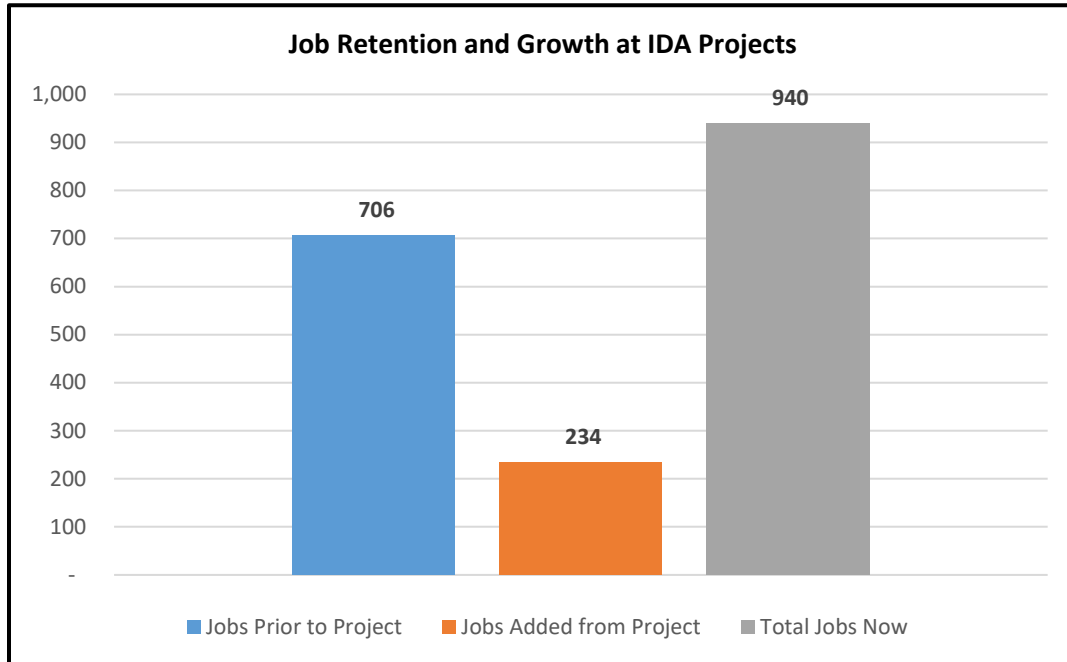
Performance Goals

- 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

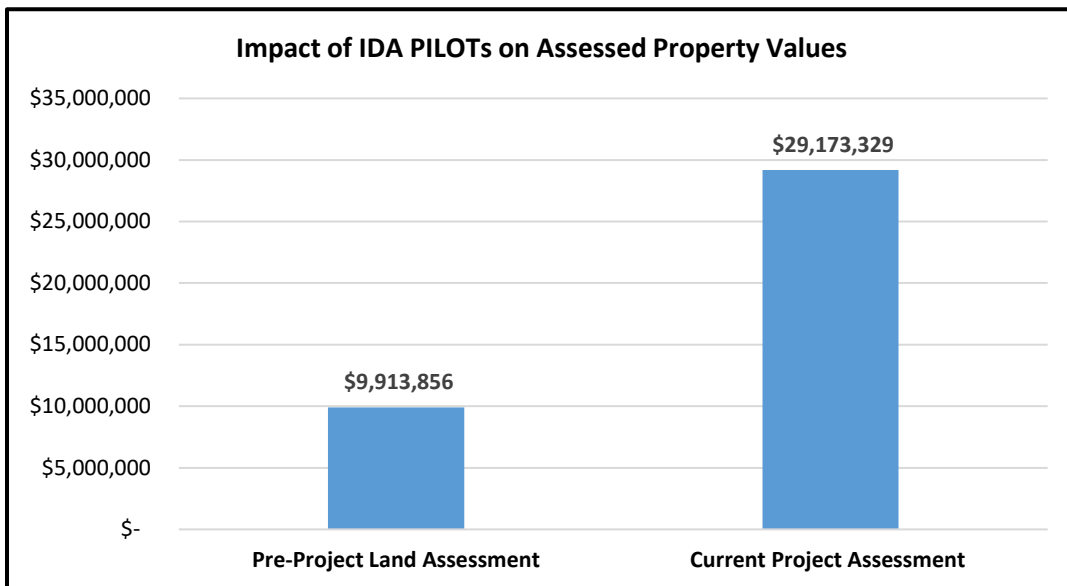
2024 Performance Review (January 2024 – December 2024)

Job, PILOT Payment, and Investment Impact

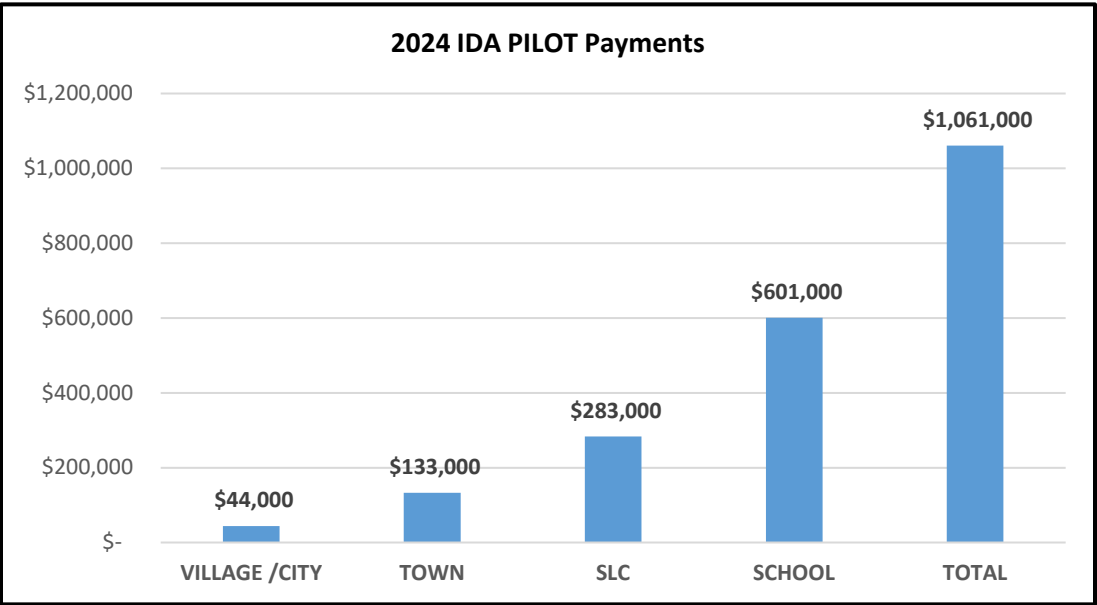
Active IDA projects significantly contribute to job creation and retention in St. Lawrence County. In 2024, 51 active IDA projects supported the retention of 706 jobs and the creation of 234 new jobs, resulting in 940 jobs represented by the projects.



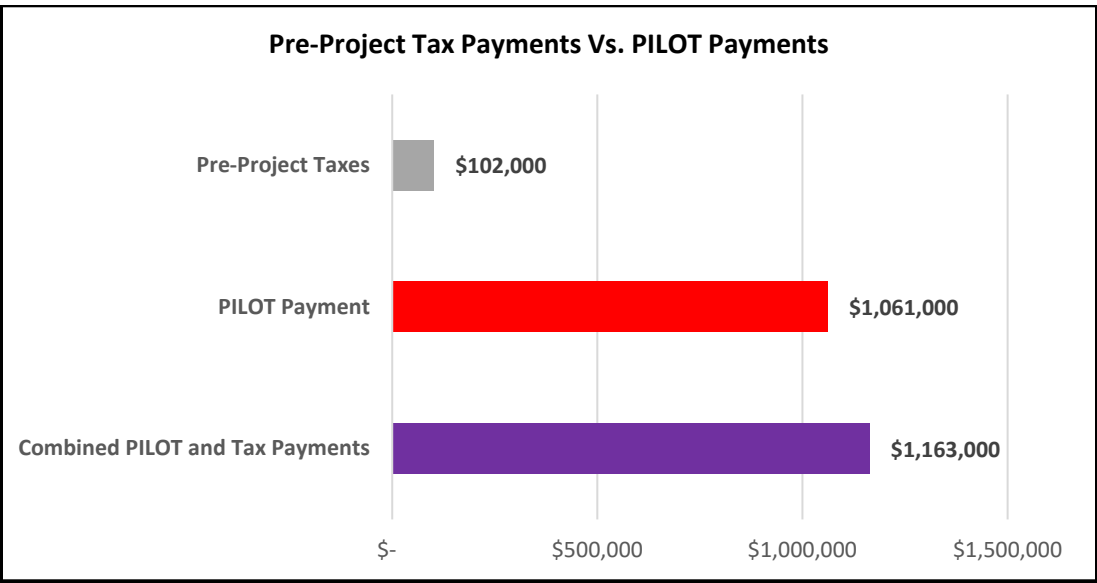
Active projects with IDA PILOTs represent an increase of over \$19 million in assessed property value in the County. By the end of the PILOTs, the increase will reach over \$60 million.



Nearly 40 active IDA PILOTs in 2024 resulted in significant investment in the tax base and payments to local communities, schools, and the County. *A total of \$1,082,452 in PILOT payments related to IDA projects were made in 2024.* Of this amount, approximately \$44,000 went to local villages or the City of Ogdensburg, \$139,000 went to local towns, \$287,000 went to St. Lawrence County, and \$612,000 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.

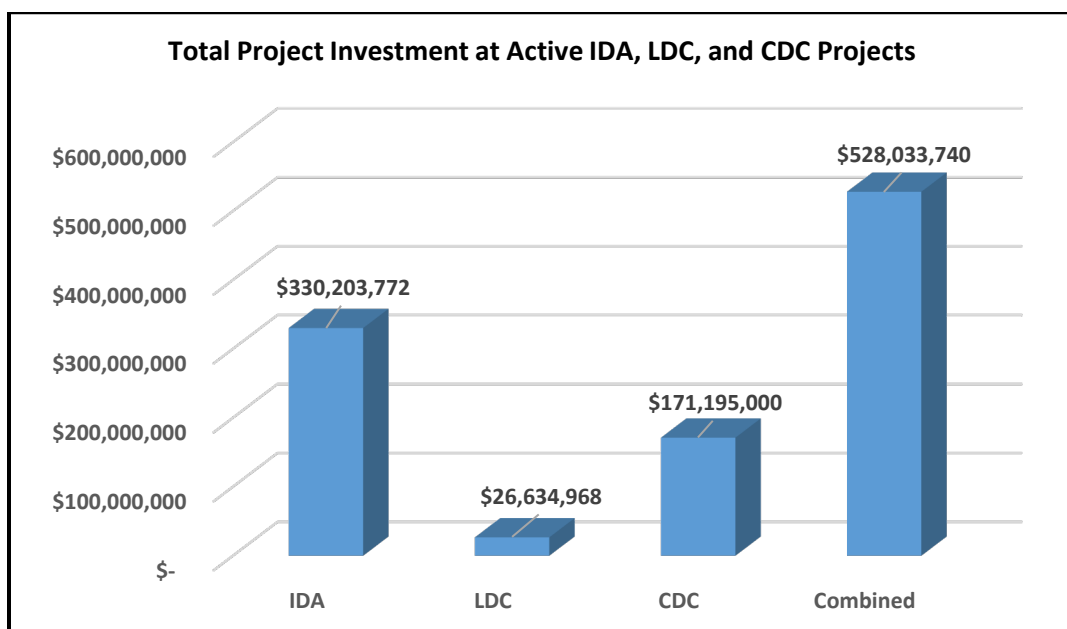
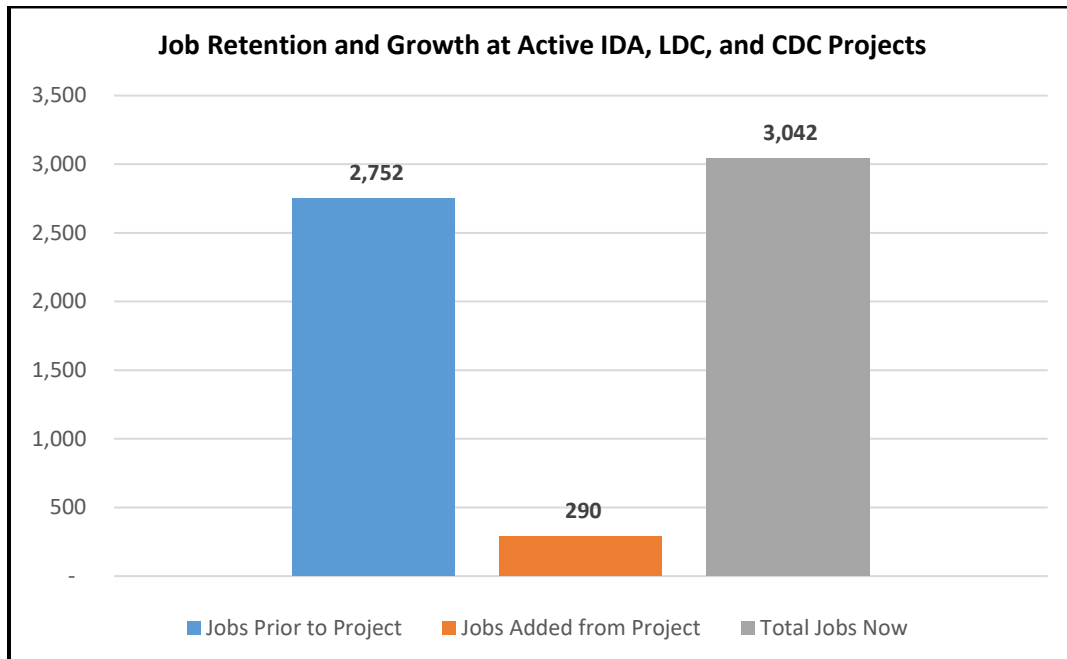


Prior to the inception of the IDA PILOTs, the underlying property for these projects generated \$102,000 in property taxes for the taxing jurisdictions (local, town, school, and county). The PILOT payments now represent more than a tenfold increase in revenue to the taxing jurisdictions.



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 2,700 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.



Projects, Activities, and Initiatives

Cives Steel Company

IDA assistance was provided to Cives Steel Company toward the acquisition and installation of a Peddinghaus, 40' AFPS 863 Anglemaster-HD fabricator, including hydraulic tank heater, 270 series tooling and Raptor Light Software.

The new purchase will increase the overall competitiveness of the 60,000 square foot production facility in Gouverneur which serves as the company's Northern Division and fabricates structural steel for buildings in New York, Pennsylvania, Connecticut, Vermont, and Massachusetts.



Cives is one of the largest and most successful structural steel and plate fabricators in North America. Projects of note for the Northern Division include the Hearst Building in New York City, One Pennsylvania Plaza – Comcast Center in Philadelphia, Bausch and Lomb Plaza in Rochester, and most recently, significant work for the new stadium for the Buffalo Bills.

The company employs 135 people and has undertaken multiple projects over the years with the IDA.

Air Products

Air Products and Chemicals completed site clearing work in 2024. Plans for the proposed green hydrogen production facility were moving forward until the company announced in early 2025 that the project in Massena was one of three projects the company was cancelling in the United States.



Image from NNY360

As a result, efforts are already being undertaken by the IDA, the New York Power Authority, and Empire State Development to aggressively reposition and market the site as a nearly shovel-ready option (with exceptional access to water and power infrastructure) for other potential high value development projects.

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.

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.

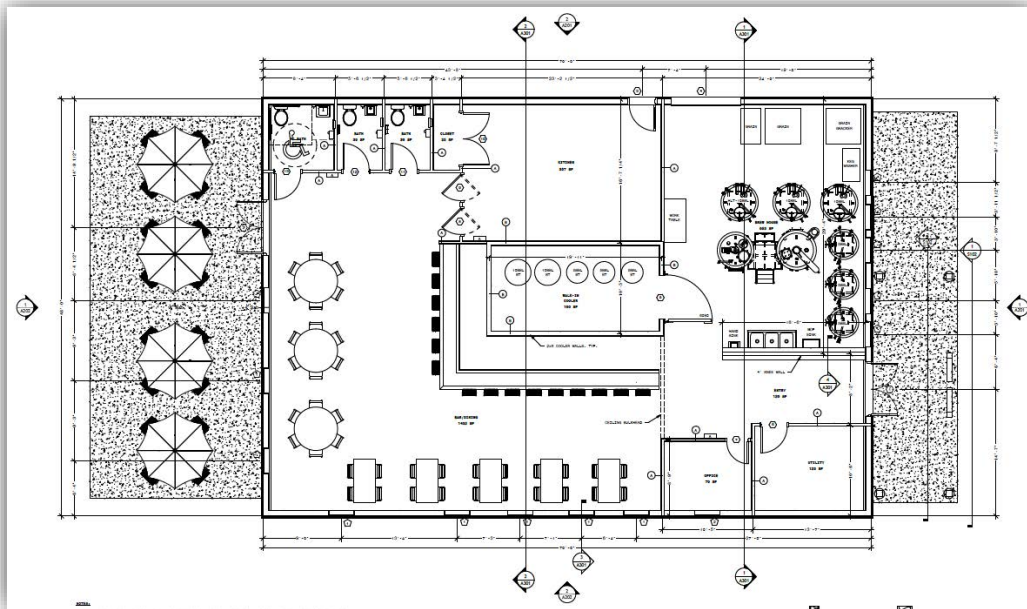
Bent Beam Brewing

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.



BOCES Adult Education and Workforce Development

The IDA approved a lease with the St. Lawrence-Lewis BOCES Adult Education and Workforce Development Program for space within the Ernest J. LaBaff Industrial Building in Canton. The three-year lease includes a two-year extension and will create a greater and more significant connection with BOCES adult services programs as collaborative efforts for economic and workforce development issues continue. The space will house 8-9 BOCES counselors, administrative, and training staff members and will provide classroom space in the building for adult education and training sessions, as well as GED prep classes.

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 CAMPGROUND. | \$ 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 |



Lisbon Beach

Massena Downtown Revitalization

The IDA released an number of RFPS for services related to the demolition and construction for the Massena School of Business Façade Restoration Project. As part of the Massena Downtown Revitalization Initiative, the IDA received a \$1.9 million grant award from Empire State Development for the façade restoration and demolition of the former Massena School of Business, with the goal of restoring the building's historic façade, while turning the dilapidated building into a courtyard and transition space from the Main Street to the parking and planned riverwalk area behind the building.

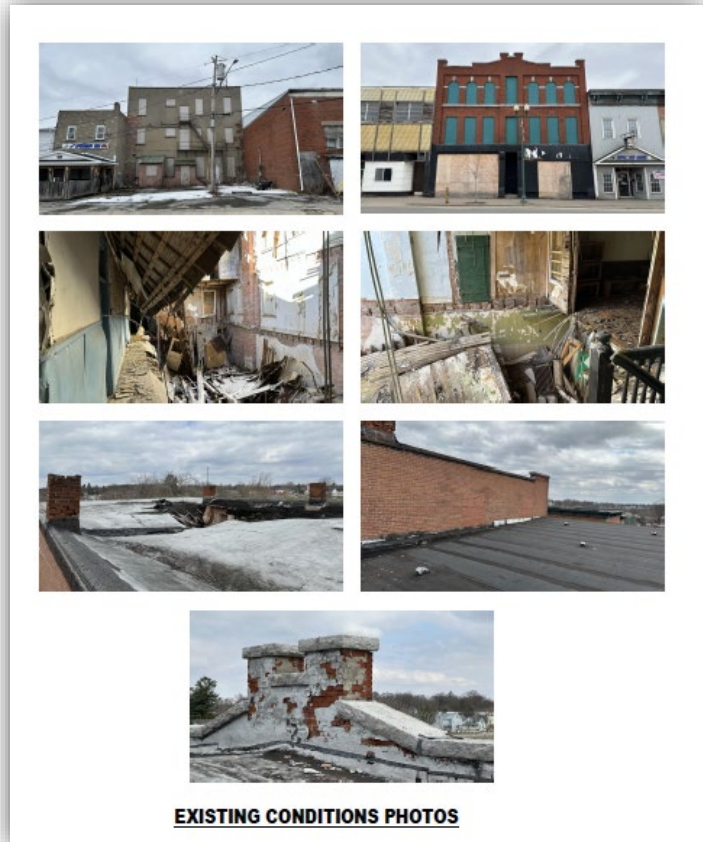
The Development Authority of the North Country was selected to help manage the project, and Aubertine and Currier Architects, Engineers and Land Surveyors PLLC were engaged to provide Architecture and Engineering Design Services.

In July, an RFP was issued for Community Air Monitoring work and Atlantic Testing Laboratories received the winning bid for the project. Subsequently, an RFP for was issued in late September for the demolition work, the main part of the project, which was awarded in December to Ritter and Paratore Contracting.

Demolition is expected in the Spring of 2025. Staff have been working with the Village of Massena (the owner of property), and the various project contractors to produce a scope of work that fits with the project goals and budget.

Throughout the project and after its completion, the Village of Massena will retain ownership of the property.

The ***GoCo Massena, LLC*** former JJ Newberry Building Rehabilitation Project received authorization for a Mortgage Recording and Sales and Use Tax Exemption from the IDA for the refurbishing and adaptive reuse of the property. The 34,000 square foot, 3-story unoccupied and blighted commercial building is located in downtown Massena next to the former Massena School of Business.



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.

30 Buck Street, Canton – former Kraft plant

The St. Lawrence County Property Development Corporation, an affiliated corporation of the St. Lawrence County IDA, accepted a donation of the 30 Buck Street Property in Canton, the site of the former Kraft facility, from St. Lawrence County Manufacturing and Properties, LLC.



The property consists of an approximately 100,000 square foot building located on a six-acre parcel in the Village of Canton. Cheese production ceased at the facility years ago and the facility has been used as a cheese storage box cleaning and reconditioning operation for most of the past fifteen years. The facility has a history of processing, storing, and distributing cheddar cheese and has much of the on-site infrastructure needed to once again be utilized as a production facility for dairy, food, or other manufacturing uses, but needs rehabilitation and upgrades. The IDA and PDC will work to repurpose and restore the facility with the purpose of getting it back on the tax roll, with the goal of attracting new business, jobs, and economic activity to the area.

Flood Relief Response

To gain a better understanding of the impact on businesses affected by the August 9th flooding event resulting from post-Hurricane Debby, IDA staff covered the county outreaching businesses and municipalities to get a sense of the damage or hardship experienced within the communities, and to make them aware of the programs/assistance available, including the Small Business Administration (“SBA”) Emergency Disaster Loan Program (“EIDL”).



One company hit particularly hard by the flooding, Potsdam Specialty Paper, was provided a three-month moratorium their loan payments to the St. Lawrence County IDA-LDC, similar to what was offered to businesses during COVID, while the company worked through the issues caused by flooding. Additionally, the IDA partnered with the County to host two staff members from the SBA at the IDA offices for two weeks to help residents and businesses with questions and to help complete the application process for disaster relief as a result of the flood damage that occurred. IDA staff contacted businesses that were impacted and reached out to local media to connect people to the SBA while they were here.

Business Resource Mixer

A Business Resource Mixer was held on April 30th at the Best Western University Inn in Canton. With approximately 100 attendees, the event had the largest number of business representatives in attendance of any of the series of business mixers that have been held in recent years.

Four local businesses, Empire State Mines, SLIC Network Solutions, Clifton-Fine Hospital, and Pepsi-Cola Ogdensburg Bottlers, Inc. formed a panel of speakers to discuss their experiences operating a business utilizing the resources available in the County.



IDA CEO Patrick Kelly moderating Business Mixer Panel with Empire State Mines, SLIC Network Solutions, Clifton Fine Hospital and Pepsi Cola-Ogdensburg Bottlers

Real Estate Roundtable

As a partner member of the SLC Revitalization Working Group, IDA staff met with local Real Estate Agents, as part of a *Real Estate Roundtable*, to discuss our shared interests in enticing businesses and the people who work for them to make SLC their home. It was decided that these meetings will occur on a quarterly basis so all parties can bring ideas to the table and stay connected on a regular basis.

BOCES Tech Center Tours

Business Connection: Spotlight on Resources, a series of tours and events sponsored by the St. Lawrence County Workforce Pipeline Committee, of which the IDA is a member, resulted in events throughout the year at each of the three BOCES Tech Centers in St. Lawrence County.



Spotlight on Resources BOCES Tech Center Tour

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. Many employers who attended the Business Connections events expressed interest in connecting with BOCES students.

As part of a continuing partnership with BOCES Career Tech Education, staff served on the Comprehensive Learning Needs Assessment advisory committee to help assess/evaluate criteria for BOCES CTE programs to make sure they are aligned to local workforce needs.

Manufacturing Day

IDA staff partnered with St. Lawrence-Lewis BOCES to coordinate a Manufacturing Day event, including tours at local businesses to offer students some front-line exposure into how manufacturers operate, the types of careers available, career progression opportunities, and amazing products made here in St. Lawrence County. Approximately 360 students from 12 local school districts toured 13 local manufacturers.



Colton-Pierrepont Central School students visiting Alcoa

College and University Outreach

A Business and University Mixer event was held in November at SUNY Potsdam featuring the universities of the Associated Colleges of the St. Lawrence Valley (Clarkson University, St. Lawrence University, SUNY Canton, and SUNY Potsdam). The event highlighted the local connections between the local business and colleges, including Handshake (the college's job-sharing app) and other services offered through the Career Services Offices and provided local employers with information about internships as well as other workforce-related programs at the universities. The IDA attended the event and assisted by reaching out to local employers to invite them to attend the event to help build the relationships between employers and the colleges.

Staff also assisted with business recruitment efforts for a Manufacturing Industry Roundtable held at SUNY Canton in July to inform local companies about the opportunities associated with the New York State registered Apprenticeship and Pre-Apprenticeship Programs.

Massena Central School Job Fair

In April, staff attended and assisted with recruiting businesses for the Massena Central School District job fair. This opportunity served to inform students about the local employers in the area and the types of career opportunities available to them and connected the employers with potential workers.



AmTech Yarns in Massena talks with local students

St. Lawrence County 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 seven graduates complete the 2024 program in June of this year.

This is the 4th class to complete the course with close to 40 small business leaders in St. Lawrence County that have now completed the program.



STL-CEL Class of 2024

Next Move NY

In an ongoing effort to connect the regional military population to local job opportunities, the IDA and St. Lawrence County Chamber have partnered to attend employer connection events on Fort Drum including job fairs, the North Country Expo, and other informational exchanges.

Additionally, staff are working with DANC as part of a \$10 million award from the Regional Economic Development Councils, referred to as the Next Move NY Initiative, to help strengthen the connections between the region’s employers and the Fort Drum-related talent pool of military spouses, transitioning soldiers, and veterans, while helping local employers in their quest for workforce talent.



Gouverneur – Riverview Correctional Facilities Task Force

In response to the Governor’s budget proposal, which included closing up to five correctional facilities, a number of representatives from the Ogdensburg and Gouverneur areas, including legislative representatives from the County and the IDA, worked together in support of keeping the Gouverneur and Riverview Correctional Facilities in St. Lawrence County in operation. Legislator and IDA member Jim Reagan serves as the Chair of the group. A document of talking points in support of the facilities was created by the group and circulated. A formal resolution was passed in February by the IDA in support of the correctional facilities remaining in operation in St. Lawrence County.

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; Stacey Brekke, Director of Communications for Clarkson University, resident of Waddington; Robert McNeil, McNeil Accounting Services, Lisbon; and, Theresa Phalon, Past President and CEO of North Country Savings Bank, Canton. There remains one vacancy on the board awaiting gubernatorial appointment.

As of January 2025, total deposits to the NNY Economic Development Fund to date is \$10,387,861 with awards of \$4,059,417 – making \$6,328,444 available for qualifying projects. Supporting 199 jobs and \$39.6 million in investments, projects which have received awards include:

| | |
|--|--------------------|
| ○ Canexsys | \$200,000 |
| ○ Clarkson University | \$60,000 |
| ○ North Country Children's Museum (2) | \$170,000 |
| ○ Empire State Mines | \$330,000 |
| ○ AmTech Yarns, Inc. | \$370,000 |
| ○ SLC Chamber of Commerce | \$220,305 |
| ○ 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 | \$220,000 |
| ○ Natural Insulation Products America, Inc. | \$1,209,000 |
| ○ Massena Arts and Theater Association, Inc. | \$640,000 |
| St. Lawrence County Total: | \$4,059,417 |



Workforce Development Institute

The IDA continues to work in partnership with the Workforce Development Institute ("WDI") to address workforce challenges and opportunities. In 2024, six projects or sponsorships impacting St. Lawrence County employers received assistance from WDI. One of those projects was with Ironworkers Local 440, which covers a large swath of northern New York, with primary training centers in Utica and Akwesasne. The training center location and distance between the two centers presents logistical challenges for training equipment. WDI assisted with the development of a mobile training lab to offer welding training and certification on-site in both locations.

Another project impacting St. Lawrence County was with Atlantic Testing Laboratories. WDI supported two train-the-trainer programs for Mobile Elevated Work Platforms and Fall Protection. The newly certified trainers were then able to conduct field audits and train employees working in 11 offices across the state. While only one of these events was held in St. Lawrence County, both served St. Lawrence County residents and business owners. WDI's projects impacting St. Lawrence County helped provide training to more than 350 company employees and/or building trades union members.

Miscellaneous Workforce and Skill Development

Several training sessions were held in the Thomas A. Plastino Conference Room at the IDA Office Building in Canton to help promote a successful business climate in St. Lawrence County. Some of the sessions included topics such as Worker's Compensation, Labor Laws and Compliance, Computer Software Training, OSHA-10 for General Industry, various St. Lawrence Leadership Institute sessions, Center for Entrepreneurial Leadership training, and more.

Regional Partnerships and Project Assistance

The IDA 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.

In addition to building local and regional awareness of service providers and their programs, these partnerships often result in direct financial support of projects in St. Lawrence County, examples of current projects receiving assistance from the Development Authority of the North Country as a result of collaborative efforts between DANC and the IDA include:

- North Country Children's Museum - \$200,000 bridge financing
- Massena Arts and Theater Association - \$100,000 bridge financing
- Clark House Preservation - commitment for \$50,000 in bridge financing
- Potsdam Specialty Papers - \$300,000 North Country Economic Development Loan Fund
- St. Lawrence Suds commitment for \$300,000 from the NCEDLF
- GOCO Massena (former JJ Newberry Building)-\$300,000 from the North Country Redevelopment Fund

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.

IDA CEO Patrick Kelly served as Immediate Past Chair of the New York State Economic Development Council ("NYSEDC"). 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.

An event was held in September to honor the successful partnerships in St. Lawrence County that included a host of local businesses, economic developers and various local and state representatives who contributed to the proclamation and citation for Patrick Kelly receiving the NYS Economic Development Council's Developer of the Year award in May.



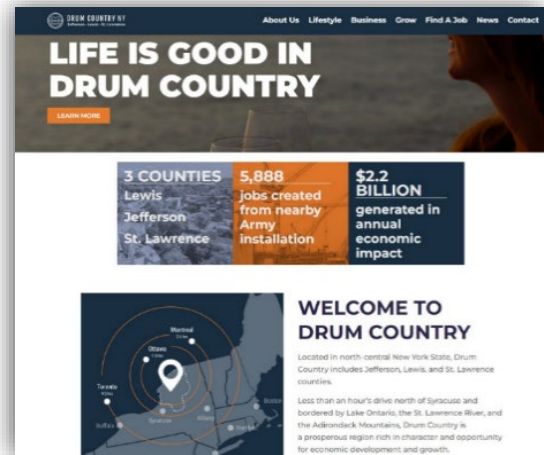
Reception highlighting the partnerships that drive economic development in St. Lawrence County

Marketing and Business Development

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:

- Staff attended the Quebec-New York Transportation Rendezvous in Plattsburgh, Accelerate Ottawa Event, Select USA-Canada tradeshow, and exhibited and/or walked various tradeshows in Toronto, Montreal and Ottawa to engage with a variety of companies to discuss business expansion opportunities in St. Lawrence County.
- 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.



Drum Country Website

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

- Streaming TV advertisements in Canada using the video created for the IDA website to promote St. Lawrence County as a place for business expansion.
- Distributing informational flyers and radio ads with the “Come Back Home and Bring Your Business” theme at local alumni events including hockey games, reunions, festivals and some high-profile fishing tournaments in the county.
- 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.

- The IDA continues 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 through our website and social media presence. Notable highlights to the IDA website and related social media platforms include:
 - More updates to the SLC JOBS page, as well as added a filter to the Career Jet feed to weed out spam postings.
 - Edited the Workforce Development Page by adjusting the layout to be more streamlined and editing the information to the essentials.
 - Continuing the “Come Home to St Lawrence County” campaign to encourage alumni and previous residents to come back to the County.
 - Utilizing paid and organic posts for the alumni events.
 - Continuing to develop social content highlighting prominent community events that benefit workforce development.
 - Weekly posts have included information about key sectors in the local economy, and more quality-of-life posts on Instagram saw growth on the page.
 - Utilizing Instagram stories and tagging larger institutions has driven more impressions and engagement on posts which have led to more followers.

Website and social media analytics include:

- On average, there are about 7,769.5 people visiting the site with the majority being new visitors.
- There was a 2.34 rate of views per user, so users are visiting the site more than once and view multiple pages each visit.
- Users spent an average of 3 minutes 44 seconds on the site.
- The Jobs page surpassed the Home page for most views, with users spending the most time on that page. The Home page received the second most visitors, with the Properties page to follow. This is likely the result of our paid advertising campaign that drove people to postings highlighting available jobs in St. Lawrence County.

During the first half of 2024, the team updated and improved individual site pages to maximize their functionality and usability. These additions allow us to present special features in an engaging and interactive manner, providing visitors with a captivating visual journey through the remarkable offerings in St. Lawrence County. Through these innovative features, we’re able to highlight key proponents such as successful businesses, cultural events, and local experiences, as well as facts and figures, providing a comprehensive glimpse into the diverse and captivating essence of the County. The second half of the year, small updates were made to the Workforce Development page, as well as the Project Page, and the ARPA information was removed at the end of the year.

The best sources of traffic were organic searches leading traffic to the site, with the second highest source being Direct Traffic. Referral is now the third largest source of traffic. The majority of this traffic was from new users (97.7% with an engagement rate of 58.72%)

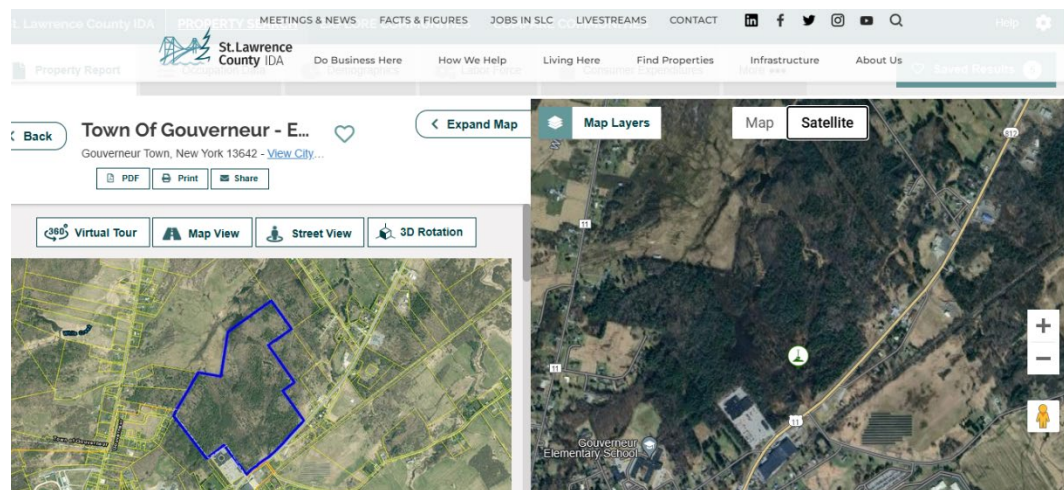
Social Media Analytics Key Takeaways during the first half of the year:

- We post an average of 2 times per week on the SLCIDA Facebook page, Linked In, Twitter, and Instagram.
- With Facebook, we found the majority of our reach comes from paid impressions. When we solely use organic posts, we don't see the level of reach. We will need to invest in more paid posts to increase our interaction on social media.

Once a month SLCIDA staff post available properties on LinkedIn to garner interest in both the properties and other offerings of the IDA. **We averaged 521 views per month for the 12 sites we featured last year.** Our plan is to continue to feature one property per month in various locations around the County.

See sample post below...

Small to medium-scale manufacturing, food production, logistics, warehousing and more are great uses for this site in Gouverneur. Direct access to a major highway can assist your company in its next phase of growth. Contact the St. Lawrence County IDA for information about this and other great sites.
[#economicdevelopment](#) [#siteselection](#)



St. Lawrence County
Industrial Development Agency

St. Lawrence County
American Rescue Plan Act



Economic Development and Tourism Funding
Program Allocation Outline

2024 St. Lawrence County ARPA IDA Administration Program Update

The St. Lawrence County Finance Committee approved a resolution on May 2, 2022 Accepting the ARPA Committee Recommendations for the American Rescue Plan Act (“ARPA”) Funds. The St. Lawrence County Board of Legislators allocated American Rescue Plan Act (“ARPA”) funds to be administered by the St. Lawrence County Industrial Development Agency (“IDA”).

The Board of Legislators allocated \$2,900,000 in ARPA funds to be distributed through the IDA to organizations impacted by the COVID-19 pandemic through a number of program categories. The IDA is also administering CDL-A and Family Child Care training programs on behalf of the County.

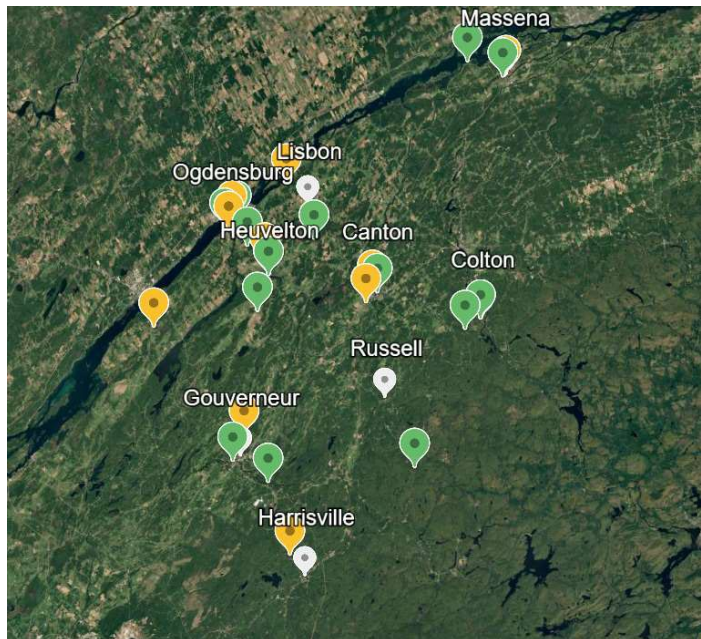
With the approval of the 19th ARPA authorizing resolution, all ARPA funds administered by the IDA have now been allocated, meeting the required program deadline of December 31, 2024. The following represent specific program highlights in 2024...

Health Care Skills Training. The class that began in March and completed the later part of June at the BOCES Administrative Offices in Canton saw four students complete and pass the EKG or Phlebotomy courses, all of whom elected to take the National Health career Association (“NHA”) Certification Exam. The class that began in July saw one student complete the course. The Phlebotomy Technician is a vital member of the clinical laboratory team, whose main function is drawing blood from patients and taking the blood specimens to the laboratory to prepare for testing. EKG Technicians work in a variety of clinical settings, including hospitals, clinics, and physicians’ offices. They prepare and educate patients prior to collecting diagnostic data used to determine heart function. EKG technicians also work for insurance companies to provide data for health and life insurance policies. In September, 2 students participated in the Clinical Certified Medical Assistant (“CCMA”) program that completed in January 2025 and two students participated in the Healthcare Clerical program from September through December. All students have successfully completed the programs.

St. Lawrence Family Child Care Training Program: With the on-set of the COVID pandemic, the lack of family childcare options in St. Lawrence County grew even greater attention as working families found it increasingly difficult to find access to quality childcare. The IDA began working with the St. Lawrence Child Care Council and the Workforce Development Board in 2020 to find a way to create greater access to quality childcare in St. Lawrence County.

A training program, which models the success of the program in Lewis and Jefferson County, was created. The program allows individuals to enter (or re-enter) the workforce, encourage new business development, while ensuring access to high quality childcare options. The program includes entrepreneurship training provided by the Small Business Development Center and enrollment in a 3-credit Early Childhood online course offered through SUNY Canton.

Since the three-year program launched in 2022, 152 new childcare slots have been created and 15 new providers were supported by the St. Lawrence County Family Child Care Training Program ("FCCTP"). The first half of this year, the FCCTP committee opted to open the program to current providers to help strengthen their business to ensure their success and longevity. Ten current providers (with 96 existing childcare slots) took advantage of the program offerings, which includes an Early Childhood Development course, and the Small Business Development classes offered by SUNY Canton. A total of 25 licensed providers and a total of 248 childcare slots from communities all over the county have benefited from the FCCTP. These are outstanding results which help with early childhood development, working families and small business development in St. Lawrence County.



The CDL-A Training Program:

The January 2024 class had 5 students, of which 4 were funded through ARPA. The March class had 5 students, of which 3 received ARPA funding, and the May class had 6 students, of which all 6 were funded through ARPA. The August class had 6 students, 1 fully funded through ARPA, 4 partial funding through ARPA & Cornell Cooperative grant. The October class had 11 students, 3 partial funded through ARPA & Cornell Cooperative grant, 1 partially funded through ARPA & employer (Stauffer Farms), 2 ARPA funding & self-pay.

SUNY Canton received a donation for a new automatic truck and 2 trailers for the CDL program. This allows them to expand their offerings to include both automatic and standard vehicles for testing. This equipment is working out well for the students. The program is filled with students through July 2025.

The **Heavy Equipment Operator** class focused on the operation of equipment, safety, grading, site work, and backhoe and excavator specific training. Nine participants completed the class which was created based on workforce needs provided by local employers. Participants received certification upon completion to help them move forward in their career path. A **CDL-B training program** was offered this year to students who had completed the HEO class, as the next step in their career progression to obtain employment as an HEO. The program consisted of 10 hours of classroom sessions and 20 hours of behind-the-wheel training scheduled by the student and instructor. Completion of the program offers employment opportunities in a wide variety of careers, such as road construction/highway maintenance, agriculture, logging and timber industries, residential and commercial construction, municipalities, and entrepreneurial opportunities for individuals to start their own businesses. The CDL-B training program, which started in April this year, saw three students participate in the program, utilizing ARPA funds.

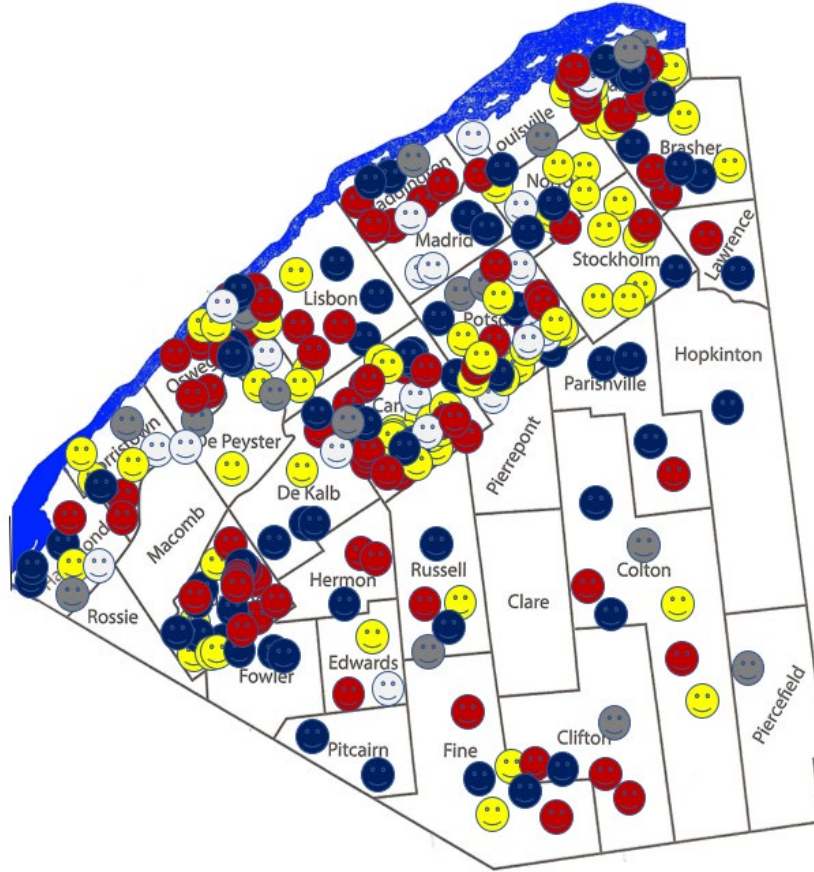
In the fall of 2024, St. Lawrence-Lewis BOCES purchased a Heavy Equipment Operator simulator that will teach learners consistently on real-world equipment as though they were actually on the job site. This is a safe, hands-on environment using the same controls as in the work environment. As the student completes each tutorial successfully, they will advance to the next segment until they have successfully completed each section. BOCES Adult Ed will begin utilizing this training tool in the first part of 2025. This investment in learning was made possible through ARPA funding.



Image of the Simulator used for Heavy Equipment Operator training

ARPA Program Summary: Awards and Activities up to December 31, 2024 to follow....

SLCIDA St. Lawrence County ARPA Program As of December 31, 2024



| Program | Allocation to Date | Location |
|--|--------------------|----------|
| Small Business and Nonprofit Assistance Program Funds Remaining: \$0 | \$250,000 | 😊 |
| Facility and Infrastructure Improvements Fund Funds Remaining: \$0 | \$1,450,000 | 😞 |
| Workforce Training and Development New/Existing Worker Funds Remaining: \$0 | \$350,000 | 👤 |
| Tourism, Travel, and Hospitality Capacity Building Grant Funds Remaining: \$0 | \$350,000 | 😐 |
| Tourism, Travel, and Hospitality Promotion Grants Funds Remaining: \$0 | \$350,000 | 😊 |
| BOCES Heavy Equipment Operator Training Funds Remaining: \$0 | \$100,000 | |
| Certified Clinical Medical Assistant Training Funds Remaining: \$0 | \$25,000 | |
| Workforce Talent Pipeline Funds Remaining: \$0 | \$25,000 | |
| Child Care Training Program Funds Remaining: \$0 | \$55,000 | |
| Commercial Driver License CDL-A Training Funds Remaining: \$0 | \$287,000 | |
| Total ARPA Allocation: \$3,242,000 Funds Remaining to Allocate: \$0 | \$3,242,000 | |

INDUSTRIAL DEVELOPMENT AGENCY

ARPA Award Summary: Beginning to 12/31/2024



| SMALL BUSINESS AND NON-PROFIT ASSISTANCE PROGRAM | | | AWARDED |
|--|--|----|------------|
| | Budgeted | \$ | 250,000.00 |
| 209 Mains Street Corp - Ellas (MORRISTOWN) | Resolution IDA-24-12-34 Approved 12/18/2024 | \$ | 10,000.00 |
| 24 Main Street Bed and Breakfast (CANTON) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| Alex's Ice (Massena) | Resolution IDA-22-12-28 Approved 12/16/2022 | \$ | 2,500.00 |
| Anchorspace (Potsdam) | Resolution IDA-23-06-22 Approved 6/27/2023 | \$ | 2,500.00 |
| Ashley's Ice (OGDENSBURG) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| B&D Foster Enterprises (POTSDAM) | Resolution IDA-23-12-45 Approved 12/20/2023 | \$ | 7,500.00 |
| B&M Music (Potsdam) | Resolution IDA-24-12-34 Approved 12/18/2024 | \$ | 2,500.00 |
| BB Rey, LLC (Gouverneur) | Resolution IDA-22-11-26 Approved 11/29/2022 | \$ | 2,500.00 |
| Body by Johnnie (Ogdensburg) | Resolution IDA-22-12-28 Approved 12/16/2022 | \$ | 2,500.00 |
| Canton Day Care Center (CANTON) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| Char's Bar (MORLEY) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 5,000.00 |
| Commercial Press Inc. (CANTON) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| Criscitello & Criscitello (FTH) (Potsdam) | Resolution IDA-24-12-34 Approved 12/18/2024 | \$ | 5,000.00 |
| Dave's All Season Care (NORWOOD) | Resolution IDA-23-06-16 Approved 6/27/2023 | \$ | 2,500.00 |
| Decker Family Farms (Gouverneur) | Resolution IDA-24-06-19 Approved 6/25/24 | \$ | 7,500.00 |
| Deep Roots (CANTON) | Resolution IDA-24-06-19 Approved 6/25/24 | \$ | 2,500.00 |
| Edwards Arts Council (EDWARDS) | Resolution IDA-23-05-19 Approved 5/23/2023 | \$ | 2,500.00 |
| Ellen Mills Rentals (Lisbon) | Resolution IDA-22-11-26 Approved 11/29/2022 | \$ | 2,500.00 |
| Eshelman's Home & Lawn Services (DEKALB JUNCTION) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| Far & Away Properties (CANTON) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| Finen Maple Products LLC (NORWOOD) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| Fourth Coast Entertainment Media (CANTON) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 5,000.00 |

| SMALL BUSINESS AND NON-PROFIT ASSISTANCE PROGRAM | | | AWARDED |
|--|--|----|-----------|
| Forevermore Studio (Massena) | Resolution IDA-22-11-26 Approved 11/29/2022 | \$ | 2,500.00 |
| Foster the Plant Café (Potsdam) | Resolution IDA-22-11-26 Approved 11/29/2022 | \$ | 2,500.00 |
| Frederic Remington Art Museum (OGDENSBURG) | Resolution IDA-24-02-05 Approved 2/27/2024 | \$ | 10,000.00 |
| Frisina General Contracting LLC. (OGDENSBURG) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| GardenShare (Canton) | Resolution IDA-22-09-18 Approved 9/23/2022 | \$ | 2,500.00 |
| Gouverneur Ice Cream Bowl (GOUVERNEUR) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| Grasse River Outfitters (CANTON) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| Hammond Historical Museum (HAMMOND) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| Helena General Store (Helena) | Resolution IDA-22-09-18 Approved 9/23/2022 | \$ | 2,500.00 |
| Heuvelton Historical Association (HEUVELTON) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| High Peaks Winery (WINTHROP) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| In-Law Brewery Co. (CHASE MILLS) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| J&J Appliance Services, LLC. (Winthrop) | Resolution IDA-22-11-26 Approved 11/29/2022 | \$ | 5,000.00 |
| J&J Lawn Services (POTSDAM) | Resolution IDA-23-05-19 Approved 5/23/2023 | \$ | 2,500.00 |
| Langevin Excavation, LLC (STAR LAKE) | Resolution IDA-23-09-31 Approved 9/26/2023 | \$ | 2,500.00 |
| M&M Eggs (MASSENA) | Resolution IDA-23-05-19 Approved 5/23/2023 | \$ | 2,500.00 |
| Martin's Lawn Care (POTSDAM) | Resolution IDA-23-05-19 Approved 5/23/2023 | \$ | 2,500.00 |
| Maple Ridge Kennels (Canton) | Resolution IDA-22-11-26 Approved 11/29/2022 | \$ | 2,500.00 |
| Meola Enterprises LLC. (GOUVERNEUR) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 5,000.00 |
| Mullins Catering & Take-Out LLC (GOUVERNEUR) | Resolution IDA-23-05-19 Approved 5/23/2023 | \$ | 5,000.00 |
| Natural Massage Therapy (WINTHROP) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |
| North Country Custom Builders (WINTHROP) | Resolution IDA-23-12-45 Approved 12/20/2023 | \$ | 2,500.00 |
| North Country Massage Therapy (WINTHROP) | Resolution IDA-24-02-05 Approved 2/27/2024 | \$ | 2,500.00 |
| North Country Showcase (Massena) | Resolution IDA-22-11-26 Approved 11/29/2022 | \$ | 5,000.00 |
| Northern Sons Construction, LLC. (COLTON) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ | 2,500.00 |

| SMALL BUSINESS AND NON-PROFIT ASSISTANCE PROGRAM | | AWARDED |
|---|--|----------------------|
| Patriot Paving (NORFOLK) | Resolution IDA-23-05-19 Approved 5/23/2023 | \$ 10,000.00 |
| Potsdam Consumer Cooperative, Inc. (Potsdam) | Resolution IDA-22-11-26 Approved 11/29/2022 | \$ 2,500.00 |
| Potsdam Specialty Paper Inc. (Potsdam) | Resolution IDA-24-12-34 Approved 12/18/2024 | \$ 7,500.00 |
| Railroad Productions Co. (Canton) | Resolution IDA-22-11-26 Approved 11/29/2022 | \$ 5,000.00 |
| Route 68 Deli (Lisbon) | Resolution IDA-22-09-18 Approved 9/23/2022 | \$ 2,500.00 |
| R&R Automotive (POTSDAM) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ 5,000.00 |
| RUSSELLS BOARD & GROOM (Brasher Falls) | Resolution IDA 24-09-20 Approved 09/03/2024 | \$ 2,500.00 |
| Shades Tanning & Hair Salon (MASSENA) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ 2,500.00 |
| Sharrow's Home Repair (STAR LAKE) | Resolution IDA-23-05-19 Approved 5/23/2023 | \$ 2,500.00 |
| Shoulette's Redemption Center (Canton) | Resolution IDA-22-09-18 Approved 9/23/2022 | \$ 2,500.00 |
| Simplicity Clothing (Massena) | Resolution IDA-22-11-26 Approved 11/29/2022 | \$ 2,500.00 |
| Spanky's In Massena (MASSENA) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ 2,500.00 |
| St. Lawrence County Community Development F (CANTON) | Resolution IDA-23-08-28 Approved 8/15/2023 | \$ 10,000.00 |
| Strandz Salon (Gouverneur) | Resolution IDA-22-11-26 Approved 11/29/2022 | \$ 2,500.00 |
| Summit Business Solutions, LLC. (POTSDAM) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ 2,500.00 |
| The Flower Girls (GOUVERNEUR) | Resolution IDA-23-08-28 Approved 8/15/2023 | \$ 2,500.00 |
| U.S. Repair (NORFOLK) | Resolution IDA-23-03-09 Approved 3/30/2023 | \$ 2,500.00 |
| Walton's Auto Care, LLC (GOUVERNEUR) | Resolution IDA-23-08-28 Approved 8/15/2023 | \$ 7,500.00 |
| White Pillars Bed & Breakfast (DEKALB JUNCTION) | Resolution IDA-23-10-35 Approved 10/24/2023 | \$ 2,500.00 |
| Wright Brothers & Sons Automotive (DEKALB JUNCTION) | Resolution IDA-24-04-23 Approved 10/24/2023 | \$ 2,500.00 |
| McLears Cottage Colony (BLACK LAKE) | Resolution IDA-24-09-21 Approved 10/24/2023 | \$ 2,500.00 |
| Butternut Cove (BLACK LAKE) | Resolution IDA-24-09-21 Approved 10/24/2023 | \$ 2,500.00 |
| Friots Family Farm (RUSSELL) | Resolution IDA-24-09-21 Approved 10/24/2023 | \$ 2,500.00 |
| Proline Stiping (DEPEYSTER) | Resolution IDA-24-09-21 Approved 10/24/2023 | \$ 2,500.00 |
| Total Awarded/Paid | | \$ 250,000.00 |
| Funding Balance Available | | \$ - |

| FACILITY AND INFRASTRUCTURE IMPROVEMENTS FUND | | | AWARDED |
|---|-------------------------|-------------|--------------|
| | | Budgeted \$ | 1,450,000.00 |
| Adirondack Fragrance Farm (PARISHVILLE) | Resolution IDA-23-03-09 | \$ | 14,500.00 |
| American Legion Post 1539 (STAR LAKE) | Resolution IDA-23-03-09 | \$ | 38,000.00 |
| Atlantic Testing (Canton) | Resolution IDA-23-12-45 | \$ | 23,300.00 |
| At the Docks, LLC. (OGDENSBURG) | Resolution IDA-23-03-09 | \$ | 20,000.00 |
| Best Western University Inn (Canton) | Resolution IDA-24-09-20 | \$ | 13,088.00 |
| Birch's General Store (STAR LAKE) | IDA-24-02-05 / 24-03-14 | \$ | 25,850.00 |
| Breezy Maples Farm (MASSENA) | Resolution IDA-23-03-09 | \$ | 25,000.00 |
| Canton Apple & Cider (CANTON) | Resolution IDA-23-05-19 | \$ | 6,285.00 |
| Canton Day Care Center (CANTON) | Resolution IDA-23-02-03 | \$ | 13,700.00 |
| Canton Potsdam Hospital (Potsdam) | Resolution IDA-22-12-28 | \$ | 30,087.00 |
| Clark House Preservation Inc. (WADDINGTON) | Resolution IDA-23-05-19 | \$ | 16,387.00 |
| Cornell Copperative Extension (CANTON) | Resolution IDA-23-10-35 | \$ | 5,857.00 |
| Cornell Cooperative Extension (CANTON) | Resolution IDA-23-02-03 | \$ | 18,000.00 |
| ConTech (GOUVERNEUR) | Resolution IDA-24-12-34 | \$ | 12,000.00 |
| Edwards Arts Council (EDWARDS) | Resolution IDA-23-06-22 | \$ | 13,418.00 |
| Empire State Mines (GOUVERNEUR) | Resolution IDA-23-02-03 | \$ | 35,000.00 |
| Fabulous Finds Boutique (Massena) | Resolution IDA-22-11-26 | \$ | 23,437.50 |
| Fahrenheit 132' (MASSENA) | Resolution IDA-23-03-09 | \$ | 7,000.00 |
| Far & Away Properties (CANTON) | Resolution IDA-23-03-09 | \$ | 5,000.00 |
| Finen Maple Products LLC (NORWOOD) | Resolution IDA-23-12-45 | \$ | 15,000.00 |
| Frederic Remington Art Museum (OGDENSBURG) | Resolution IDA-23-03-09 | \$ | 17,000.00 |
| Fox Rust Stables (HERMON) | Resolution IDA-23-03-09 | \$ | 10,000.00 |
| Friends 4 Pound Paws (GOUVERNEUR) | Resolution IDA-24-09-20 | \$ | 10,850.00 |
| Friot Family Farms (RUSSELL) | Resolution IDA-24-10-24 | \$ | 15,000.00 |
| Ginger McSprinkles (OGDENSBURG) | Resolution IDA-24-02-05 | \$ | 20,000.00 |

| FACILITY AND INFRASTRUCTURE IMPROVEMENTS FUND | | AWARDED | |
|---|-------------------------|---------|-----------|
| Gouverneur Community Center (GOUVERNEUR) | Resolution IDA-23-02-03 | \$ | 7,425.00 |
| Grist Mill Brewery (MASSENA) | Resolution IDA-23-03-09 | \$ | 25,000.00 |
| Hermon Volunteer Fire Department (HERMON) | Resolution IDA-24-09-20 | \$ | 7,500.00 |
| High Peaks Winery (WINTHROP) | Resolution IDA-23-03-09 | \$ | 25,000.00 |
| Hoot Owl, Trackside 21 (CANTON) | Resolution IDA-24-02-05 | \$ | 17,000.00 |
| Hozmerica, LLC. (Hosmer's Marina) (OGDENSBURG) | Resolution IDA-23-03-09 | \$ | 25,000.00 |
| IBSD Innovations (MASSENA) | Resolution IDA-24-04-15 | \$ | 12,000.00 |
| In-Law Brewery Co. (CHASE MILLS) | Resolution IDA-23-03-09 | \$ | 25,000.00 |
| Iron Horse - Blast Boss (MORRISTOWN) | Resolution IDA-23-03-09 | \$ | 25,000.00 |
| Kuno Oil Company, Inc. (CANTON) | Resolution IDA-23-03-09 | \$ | 6,000.00 |
| Market Square (POTSDAM) | Resolution IDA-23-03-09 | \$ | 16,000.00 |
| Massena Meals on Wheels (MASSENA) | Resolution IDA-23-05-19 | \$ | 7,500.00 |
| Morristown Gateway Museum (Morristown) | Resolution IDA-22-11-26 | \$ | 12,675.00 |
| Moyer Pound (GOUVERNEUR) | Resolution IDA-24-02-05 | \$ | 15,000.00 |
| Mullins Catering & Take-Out LLC. (GOUVERNEUR) | Resolution IDA-23-05-19 | \$ | 20,000.00 |
| Nature's Storehouse (YC Works) (CANTON) | Resolution IDA-23-05-19 | \$ | 5,800.00 |
| North American Forest Group (Oswegatchie) | Resolution IDA-24-10-24 | \$ | 45,000.00 |
| North Country Dairy (NORTH LAWRENCE) | Resolution IDA-24-02-05 | \$ | 22,755.00 |
| North Coutry Transitional Living (OGDENSBURG) | Resolution IDA-23-03-09 | \$ | 6,000.00 |
| Northeastern Sign Corporation (SOUTH COLTON) | Resolution IDA-23-09-31 | \$ | 20,000.00 |
| Northern Sons Construction, LLC. (COLTON) | Resolution IDA-23-06-22 | \$ | 22,200.00 |
| Northern Physical Therapy (Ogdensburg) | Resolution IDA-22-11-26 | \$ | 50,000.00 |
| Otto's Abode (WANAKENA) | Resolution IDA-23-03-09 | \$ | 13,286.28 |
| Phillip's Diner (Ogdensburg) | Resolution IDA-22-12-28 | \$ | 17,530.00 |

| FACILITY AND INFRASTRUCTURE IMPROVEMENTS FUND | | | AWARDED |
|--|-------------------------------------|----|-----------|
| Pike's Place Venue, Inc. (Brasher Falls) | Resolution IDA-22-12-28 | \$ | 25,000.00 |
| Police Activities League (MASSENA) | Resolution IDA-23-03-09 | \$ | 15,000.00 |
| Post, Thomas Realty (MASSENA) | Resolution IDA-23-09-31 | \$ | 11,600.00 |
| Potsdam Ace Limited (POTSDAM) | Resolution IDA-24-02-05 | \$ | 15,000.00 |
| Riverside Iron, LLC (GOUVERNEUR) | Resolution IDA-24-09-21 & 24-12-34 | \$ | 32,050.00 |
| Route 68 Deli LISBON | Resolution IDA-24-02-05 & 23-12-45 | \$ | 13,831.38 |
| Potsdam Specialty Paper Inc (POTSDAM) | Resolution IDA-24-06-16 | \$ | 35,000.00 |
| Ship Wreck'd Bar & Grill | Resolution IDA-24-09-20 | \$ | 13,500.00 |
| St. James Outreach and Thrift Store (GOUVERNEUR) | Resolution IDA-23-03-09 | \$ | 10,000.00 |
| St. Josph's Nursing Home (OGDENSBURG) | Cooling, Heating & Ventilation | \$ | 23,000.00 |
| St. Lawrence County Historical Association (CANTON) | Resolution IDA-23-03-09 | \$ | 7,000.00 |
| Seaway Valley Prevention (Ogdensburg) | Resolution IDA-22-12-28 | \$ | 22,797.00 |
| Simplicity (MASSENA) | Resolution IDA-23-05-19 | \$ | 6,500.00 |
| Small Town Supply (GOUVERNEUR) | Resolution IDA-23-02-03 | \$ | 30,000.00 |
| Star Lake Food Pantry (STAR LAKE) | Resolutions IDA-23-08-28 & 23-09-31 | \$ | 7,600.00 |
| Strandz Salon (GOUVERNEUR) | Resolution IDA-24-09-20 | \$ | 7,500.00 |
| Stone Fence Lodging Inc. (OGDENSBURG) | Resolution IDA-24-09-21 | \$ | 30,000.00 |
| St Lawrence County CDP (GOUVERNEUR) | Resolution IDA-24-12-34 | \$ | 6,000.00 |
| St Lawrence County PDC (Canton) | Resolution IDA-24-12-34 | \$ | 19,376.00 |
| St. Lawrence County RACES (POTSDAM) | Resolution IDA-23-08-28 | \$ | 2,400.00 |
| Structural Wood (WADDINGTON) | Resolution IDA-23-02-03 | \$ | 33,345.00 |
| Summit SHRED Labs (POTSDAM) | Resolution IDA-24-10-24 | \$ | 25,000.00 |
| TAUNY (CANTON) | Resolution IDA-23-03-09 | \$ | 20,000.00 |
| TBB River Road LLC (Main St. PERC) (WADDINGTON) | Resolution IDA-23-03-09 | \$ | 10,000.00 |

| FACILITY AND INFRASTRUCTURE IMPROVEMENTS FUND | | | AWARDED |
|---|-------------------------|----|-----------------|
| TBB River Road LLC (Main St Perc) (Waddington) | Resolution IDA-22-09-18 | \$ | 5,000.00 |
| Thompson Diesel Works (WADDINGTON) | Resolution IDA-24-10-24 | \$ | 25,000.00 |
| Tradesman Contracting LLC (Rensselaer Falls) | Resolution IDA-22-12-28 | \$ | 10,670.00 |
| Tri-Town Kids (BRASHER FALLS) | Resolution IDA-23-10-35 | \$ | 35,000.00 |
| UB's Mercantile (STAR LAKE) | Resolution IDA-23-12-45 | \$ | 25,000.00 |
| United Helpers (CANTON) | Resolution IDA-23-03-09 | \$ | 20,000.00 |
| Woodcrest Dairy LLC. (LISBON) | Resolution IDA-23-03-09 | \$ | 18,000.00 |
| Yesteryear's Vintage Doors (HAMMOND) | Resolution IDA-23-02-03 | \$ | 7,400.00 |
| Total Awarded/Paid | | | \$ 1,450,000.16 |
| Funding Balance Available | | | \$ - |

| WORKFORCE NEW & EXISTING WORKER PROGRAMS | | AWARDED | |
|---|--|--------------------|-------------------|
| | | Budgeted \$ | 350,000.00 |
| Adk Fragrance & Flavor Farm (Parishville) | Resolution IDA-22-09-18 New Worker Training | \$ | 5,000.00 |
| Alcoa USA Corporation (Massena) | Resolution IDA-22-12-28 New Worker Training | \$ | 35,000.00 |
| Canexsys (OGDENSBURG) | Resolution IDA-23-02-03 New Worker Training | \$ | 4,000.00 |
| CIVES Steel Co. (GOUVERNEUR) | Resolution IDA-24-03-14 New Worker Training | \$ | 15,000.00 |
| Coakley Sons, Inc (CANTON) | Resolution IDA-23-03-09 New Worker Training | \$ | 3,000.00 |
| Coakley Sons, Inc (CANTON) | Resolution IDA-23-05-19 New Worker Training | \$ | 5,000.00 |
| Coakley Sons, Inc (CANTON) | Resolution IDA-23-08-28 New Worker Training | \$ | 2,000.00 |
| Coakley Sons, Inc (CANTON) | Resolution IDA-23-10-35 New Worker Training | \$ | 4,000.00 |
| ConTech (OGDENSBURG) | Resolution IDA-24-06-16 New Worker Training | \$ | 15,000.00 |
| Defelsko Corporation (Ogdensburg) | Resolution IDA-22-12-28 New Worker Training | \$ | 25,000.00 |
| Defelsko Corporation (Ogdensburg) | Resolution IDA-24-04-15 New Worker Training | \$ | 4,000.00 |
| Doyle Builders Inc. (OGDENSBURG) | Resolution IDA-23-12-45 New Worker Training | \$ | 8,000.00 |
| Empire State Mines (GOUVERNEUR) | Resolution IDA-23-02-03 New Worker Training | \$ | 8,000.00 |
| Empire State Mines (GOUVERNEUR) | Resolution IDA-23-10-35 New Worker Training | \$ | 25,000.00 |
| ENI Mechanical, Inc. (GOUVERNEUR) | Resolution IDA-23-05-19 New Worker Training | \$ | 13,000.00 |
| Foster the Plant Café (Potsdam) | Resolution IDA-23-06-22 New Worker Training | \$ | 2,000.00 |
| Kuno Oil Company, Inc. (CANTON) | Resolution IDA-23-03-09 New Worker Training | \$ | 6,000.00 |
| Kuno Oil Co. Inc. (CANTON) | Resolution IDA-23-09-31 New Worker Training | \$ | 2,000.00 |
| Kuno Oil Co. Inc. (CANTON) | Resolution IDA-23-08-28 New Worker Training | \$ | 12,000.00 |
| Liberty Utilities (Massena) | Resolution IDA-24-03-14 New Worker Training | \$ | 13,000.00 |
| Norco Farms, LLC (HOPKINTON) | Resolution IDA-23-05-19 New Worker Training | \$ | 4,000.00 |
| St. Joseph's Nursing Home (OGDENSBURG) | Resolution IDA-24-03-14 New Worker Training | \$ | 5,000.00 |
| Tri-Town Kids (BRASHER FALLS) | Resolution IDA-23-10-35 New Worker Training | \$ | 14,000.00 |

| WORKFORCE NEW & EXISTING WORKER PROGRAMS | | | AWARDED |
|---|--|----|----------------|
| Adirondack Flavor & Fragrance Farm (Parishville) | Resolution IDA-22-12-28 Existing Worker | \$ | 7,500.00 |
| Amtech Yarns (MASSENA) | Resolution IDA-23-05-19 deobligated \$80 | \$ | 800.00 |
| Amtech Yarns (MASSENA) | Resolution IDA-23-12-45 Existing Worker | \$ | 2,000.00 |
| Ansen Corporation (OGDENSBURG) | Resolution IDA-24-02-05 Existing Worker | \$ | 7,500.00 |
| Arconic US LLC. (MASSENA) | Resolution IDA-23-08-28 Existing Worker | \$ | 4,040.00 |
| Atlantic Testing Laboratories (CANTON) | Resolution IDA-23-02-03 Existing Worker | \$ | 1,500.00 |
| Atlantic Testing Laboratories (CANTON) | Resolution IDA-24-10-24 Existing Worker | \$ | 1,950.00 |
| Breen, Patrick (COLTON) | Resolution IDA-23-06-22 Existing Worker | \$ | 316.99 |
| BRKK Tees (Massena) | Resolution IDA-24-02-05 Existing Worker | \$ | 2,096.91 |
| Canexsys (OGDENSBURG) | Resolution IDA-23-02-03 Existing Worker | \$ | 2,474.82 |
| CEL CLASSES (MULTIPLE) | Resolution IDA-23-09-31 Existing Worker | \$ | 1,600.00 |
| CEL CLASSES (MULTIPLE) | Resolution IDA-24-09-20 CEL Class reimbursement | \$ | 250.00 |
| Clifton Fine Hospital (STAR LAKE) | Resolution IDA-24-03-14 Existing Worker | \$ | 7,585.00 |
| Doyle Builders Inc. (OGDENSBURG) | Resolution IDA-23-09-31 Existing Worker | \$ | 1,305.00 |
| Doyle Builders Inc. (OGDENSBURG) | Resolution IDA-23-03-09 Existing Worker | \$ | 1,305.00 |
| Empire State Mines (GOUVERNEUR) | Resolution IDA-23-02-03 Existing Worker | \$ | 7,500.00 |
| ENI Mechanical, Inc. (GOUVERNEUR) | Resolution IDA-24-04-15 Existing Worker | \$ | 1,840.00 |
| ENI Mechanical, Inc. (GOUVERNEUR) | Resolution IDA-24-03-14 Existing Worker | \$ | 520.00 |
| Foster the Plant Café (Potsdam) | Resolution IDA-22-12-28 Existing Worker | \$ | 2,240.00 |
| Gouverneur Volunteer Rescue Squad (GOUVERNEUR) | Resolution IDA-23-05-19 Existing Worker | \$ | 6,575.00 |
| Hoosier Magnetics Inc (OGDENSBURG) | Resolution IDA-23-10-35 Existing Worker | \$ | 1,400.00 |
| LeBerge & Curtis Inc. (CANTON) | Resolution IDA-23-03-09 Existing Worker | \$ | 1,848.17 |

| WORKFORCE NEW & EXISTING WORKER PROGRAMS | | | AWARDED |
|--|---|----|------------|
| Liberty Utilities (Massena) | Resolution IDA-24-04-15 Existing Worker | \$ | 7,500.00 |
| LeBerge & Curtis Inc. (CANTON) | Resolution IDA-23-05-19 Existing Worker | \$ | 1,600.00 |
| North Country This Week (POTSDAM) | Resolution IDA-23-02-03 Existing Worker Training | \$ | 7,500.00 |
| Potsdam Specialty Paper Inc. (Potsdam) | Resolution IDA-24-06-16 Existing Worker | \$ | 2,125.00 |
| Potsdam Specialty Paper Inc. (Potsdam) | Resolution IDA-22-12-28 Existing Worker | \$ | 7,500.00 |
| Small Town Supply (GOUVERNEUR) | Resolution IDA-23-03-09 Existing Worker | \$ | 7,500.00 |
| St. Lawrence County ARC (Canton) | Resolution IDA-22-09-18 Existing Worker | \$ | 7,500.00 |
| St. Lawrence Soil & Water Conservation (Canton) | Resolution IDA-24-04-15 Existing Worker | \$ | 1,400.00 |
| Structural Wood (WADDINGTON) | Resolution IDA-23-02-03 Existing Worker | \$ | 7,500.00 |
| Tradesman Contracting LLC (RENSSELAER FALLS) | Resolution IDA-22-12-28 Existing Worker | \$ | 2,200.00 |
| United Helpers - Northern Lights (CANTON) | Resolution IDA-23-09-31 Existing Worker | \$ | 4,528.00 |
| Total Awarded/Paid EW | | \$ | 121,000.00 |
| Total Awarded/Paid NW | | \$ | 229,000.00 |
| TOTAL NEW & EXISTING WORKER | | \$ | 350,000.00 |
| Funding Balance Available | | \$ | - |
| WORKFORCE - HEAVY EQUIPMENT TRAINING | | | AWARDED |
| | | \$ | 100,000.00 |
| SLL Boces (MULTIPLE) | Heavy Equipment Operator - Feb 2023 class 12 Participants in class | \$ | 47,100.00 |
| SLL Boces (MULTIPLE) | HEO Class 2024/CDL-b's | \$ | 9,000.00 |
| SLL Boces (MULTIPLE) | 3 Simulators for training | \$ | 43,900.00 |
| Total Awarded/Paid | | \$ | 100,000.00 |
| Funding Balance Available | | \$ | - |
| WORKFORCE - HEALTHCARE SKILLS DEVELOPMENT | | | AWARDED |
| | | \$ | 25,000.00 |
| SLL BOCES (MULTIPLE AREAS) | CCMA CLASS 2023 & 2024 3 Enrolled. 2 completed | \$ | 9,912.00 |
| SLL BOCES (MULTIPLE AREAS) | EKG Class 1 Participant | \$ | 1,650.00 |
| SLL BOCES (CANTON) | EKG Class 1 Participant | \$ | 1,649.00 |
| ST LAWRENCE HEALTH (MULTIPLE AREAS) | EKG Class 1 Participant | \$ | 2,108.00 |
| SLL BOCES (MULTIPLE AREAS) | 2024 CCMA Multiple Participants | \$ | 7,800.00 |
| SLL BOCES (MULTIPLE AREAS) | 2024-2025 CCMA Multiple Participants | \$ | 1,881.00 |
| Total Awarded/Paid | | \$ | 25,000.00 |
| Funding Balance Available | | | |

| WORKFORCE - WORKFORCE TALENT PIPELINE | | | AWARDED |
|--|----------------------------------|-----------|-------------------|
| | | \$ | 25,000.00 |
| St Lawrence County IDA (MULTIPLE AREAS) | Resolution IDA-24-12-34 | \$ | 25,000.00 |
| | Total Awarded/Paid | \$ | 25,000.00 |
| | Funding Balance Available | \$ | - |
| CHILD CARE TRAINING PROGRAM - SEPARATE FUNDING STREAM | | | AWARDED |
| | Budgeted | \$ | 55,000.00 |
| SUNY Canton - ChildCare Program | Resolution IDA-23-05-19 | \$ | 20,000.00 |
| SUNY Canton - ChildCare Program | Resolution IDA-24-02-05 | \$ | 10,000.00 |
| SUNY Canton - ChildCare Program | Winterim class 2024 | \$ | 25,000.00 |
| | Total Awarded/Paid | \$ | 55,000.00 |
| | Funding Balance Available | \$ | - |
| CDL-A PROGRAM - SEPARATE FUNDING STREAM | | | AWARDED |
| | Budgeted | \$ | 287,000.00 |
| CREST Center, SUNY Canton (Multiple locations) | Resolution IDA-22-11-26 | \$ | 24,500.00 |
| CREST Center, SUNY Canton (MULTIPLE AREAS) | Resolution IDA-23-05-19 | \$ | 77,080.00 |
| CREST Center, SUNY Canton (MULTIPLE AREAS) | Resolution IDA-23-09-31 | \$ | 30,000.00 |
| CREST Center, SUNY Canton (MULTIPLE AREAS) | Resolution IDA-24-02-05 | \$ | 45,000.00 |
| CREST Center, SUNY Canton (MULTIPLE AREAS) | Resolution IDA-24-02-05 | \$ | 35,000.00 |
| Seaway Timber Harvesting (MULTIPLE AREAS) | TRAILER FOR CREST | \$ | 5,000.00 |
| CREST Center, SUNY Canton (MULTIPLE AREAS) | Resolution IDA-24-09-21 | \$ | 30,420.00 |
| CREST Center, SUNY Canton (MULTIPLE AREAS) | Resolution IDA-24-12-34 | \$ | 40,000.00 |
| | Total Awarded/Paid | \$ | 287,000.00 |
| | Funding Balance Available | \$ | - |

| TOURISM, TRAVEL & HOSPITALITY CAPACITY BLDG GRANT | | | AWARDED |
|--|---|----|------------|
| | Budgeted | \$ | 350,000.00 |
| Black Lake Association (BLACK LAKE) | Resolution IDA-22-12-28 Cut water chestnuts, milfoil, imp. water quality | \$ | 40,000.00 |
| Boondockers Sno Club, Inc (RUSSELL) | Resolution IDA-22-12-28 Purchase used tractor with front end loader | \$ | 40,000.00 |
| Chase's Riverside Dining (LOUISVILLE) | Resolution IDA-23-03-09 Four season event space | \$ | 30,000.00 |
| Cranberry Lake Mountainer's Snowmobile Assoc (CRANBERRY LAKE) | Resolution IDA-22-09-18 Purchase groomer | \$ | 40,000.00 |
| Cycle Endurance & Sports (POTSDAM) | Resolution IDA-23-03-09 Rehabilitate bus for bike tours | \$ | 10,000.00 |
| Fish Massena, Town of Massena (MASSENA) | Resolution IDA-22-12-28 2023 season - 5 events | \$ | 35,000.00 |
| Heuvelton Historical Association (HEUVELTON) | Resolution IDA-23-03-09 Audio-Video | \$ | 10,000.00 |
| Inn at the Elms (WADDINGTON) | Resolution IDA-23-03-09 Event space | \$ | 10,000.00 |
| Morristown Gateway Museum (MORRISTOWN) | Resolution IDA-22-12-28 Exhibit - The Small Fish of Black Lake | \$ | 20,000.00 |
| North County Children's Museum (POTSDAM) | Resolution IDA-22-12-28 2nd floor expansion, 6 new exhibits | \$ | 25,000.00 |
| Ogdensburg Historical Association (OGDENSBURG) | Resolution IDA-23-03-09 Event space | \$ | 5,000.00 |
| St. Lawrence County Snowmobile Assoc. (Piercefield) | Resolution IDA-22-12-28 Bridge to connect Adk Rail Trail to Lake Placid | \$ | 40,000.00 |
| St. Lawrence County Trails (Colton/Parishville) | Resolution IDA-22-12-28 Bridge to connect Colton & Parishville trails | \$ | 40,000.00 |
| Thousand Island Land Trust (HAMMOND) | Resolution IDA-23-03-09 Advertise trails and events to visitors | \$ | 5,000.00 |
| Total Awarded/Paid | | \$ | 350,000.00 |
| Funding Balance Available | | \$ | 0.00 |
| TOURISM, TRAVEL & HOSPITALITY PROMOTION GRANT | | | AWARDED |
| | Budgeted | \$ | 350,000.00 |
| Big Shotz Golf (POTSDAM) | Resolution IDA-23-02-03 Market Business and promote local area | \$ | 5,288.00 |
| Black Lake Chamber of Commerce (BLACK LAKE) | Resolution IDA-23-02-03 Create Marketing Plan & Implement | \$ | 8,000.00 |
| Cycle Endurance & Sports (POTSDAM) | Resolution IDA-23-03-09 Promotion of bus tours | \$ | 4,000.00 |
| Edwards Opera House (EDWARDS) | Resolution IDA-23-05-19 Marketing Plan & Implementation | \$ | 5,000.00 |
| Fort La Presentation Association (OGDENSBURG) | Resolution IDA-22-12-28 Traveling Outreach Exhibit | \$ | 4,000.00 |
| Frederic Remington Art Museum (OGDENSBURG) | Resolution IDA-23-02-03 Promotion of Tour Bus market | \$ | 5,944.00 |
| The Grist Mill Brewery (MASSENA) | Resolution IDA-23-03-09 Marketing and implementation | \$ | 3,000.00 |
| Hammond Scottish Festival (HAMMOND) | Resolution IDA-23-02-03 Advertise Scottish Heritage Event | \$ | 1,039.00 |
| Inn at the Elms (WADDINGTON) | Resolution IDA-23-03-09 Marketing and implementation | \$ | 1,000.00 |

| TOURISM, TRAVEL & HOSPITALITY PROMOTION GRANT | | | AWARDED |
|---|---|-----------|-------------------|
| Massena Int'l-Richards Field Airport (MASSENA) | Resolution IDA-22-11-26 Airport promotion | \$ | 25,000.00 |
| Morristown Gateway Museum (MORRISTOWN) | Resolution IDA-22-12-28 Create Marketing Plan & Implement | \$ | 2,000.00 |
| North County Children's Museum (POTSDAM) | Resolution IDA-22-12-28 New Website - promote expansion | \$ | 7,500.00 |
| Norwood Village Green Concert Series (NORWOOD) | Resolution IDA-22-12-28 Promote 50th anniversary | \$ | 6,000.00 |
| Ogdensburg International Airport (OGDENSBURG) | Resolution IDA-22-11-26 Airport promotion | \$ | 25,000.00 |
| Potsdam Chamber of Commerce (POTSDAM) | Resolution IDA-23-03-09 Marketing and implementation | \$ | 4,000.00 |
| St. Lawrence County Arts Council (POTSDAM) | Resolution IDA-22-12-28 North Country Arts Festival Promotion | \$ | 10,000.00 |
| St. Lawrence Power & Equipment Museum (MADRID) | Resolution IDA-22-12-28 National Allis Chambers Tractor Show | \$ | 5,000.00 |
| St. Lawrence Power & Equipment Museum (MADRID) | Resolution IDA-23-12-45 Promotion of Fort Tribute | \$ | 4,000.00 |
| Swing Time Golf (CANTON) | Resolution IDA-22-12-28 Deobligate 31.63 | \$ | 4,968.37 |
| SLC Chamber of Commerce (ST LAW CO) | Resolution IDA-23-03-09 Out of Area Destination Marketing Campaign | \$ | 150,000.00 |
| St Lawrence County Historical Assoc. (CANTON) | Resolution IDA-23-05-19 New Website, Branding & Marketing Campaign | \$ | 10,000.00 |
| The River Course at Louisville (LOUISVILLE) | Resolution IDA-22-03-03 Create Marketing Plan & Implement | \$ | 10,000.00 |
| White Pillars (DEKALB JUNCTION) | Resolution IDA-23-12-45 Marketing of Extended Stay | \$ | 5,000.00 |
| St. Lawrence County Chamber of Commerce (MULTIPLE AREAS) | Resolution IDA-24-10-24 Trade Shows | \$ | 10,000.00 |
| St. Lawrence County Chamber of Commerce (MULTIPLE AREAS) | Resolution IDA-24-10-24 USA Based Rack Cards | \$ | 10,000.00 |
| Fish Massena (MULTIPLE AREAS) | Resolution IDA-24-10-24 Marketing of Fish Massena | \$ | 10,000.00 |
| St. Lawrence Valley Paddlers (CANTON) | Resolution IDA-24-10-24 Marketing Canton Canoe Weekend | \$ | 7,200.00 |
| Frederic Remington Art Museum (OGDENSBURG) | Resolution IDA-24-12-34 Marketing and implementation | \$ | 7,061.00 |
| Total Awarded/Paid | | \$ | 350,000.00 |
| Funding Balance Available | | \$ | - |

| | |
|--|------------------------|
| FUNDING IDA TO ALLOCATE | |
| EXISTING WORKER TRAINING | \$ 121,000.00 |
| NEW WORKER TRAINING | \$ 229,000.00 |
| SMALL BUSINESS & NON-PROFIT ASSISTANCE | \$ 250,000.00 |
| FACILITY & INFRASTRUCTURE IMPROVEMENTS | \$ 1,450,000.00 |
| HEAVY EQUIPMENT OPERATOR TRAINING | \$ 100,000.00 |
| HEALTH CARE SKILLS TRAINING | \$ 25,000.00 |
| WORKFORCE TALENT PIPELINE | \$ 25,000.00 |
| TOURISM, TRAVEL & HOSPITALITY CAPACITY BUILDING | \$ 350,000.00 |
| TOURISM, TRAVEL & HOSPITALITY PROMOTION GRANT | \$ 350,000.00 |
| TOTAL FUNDS AWARDED THRU 12-31-2024 | \$ 2,900,000.00 |
| TOTAL REMAINING TO AWARD | 0.00 |
| OTHER FUNDING THE IDA ADMINISTERS | |
| CDLA & FCCTP - ALLOCATED TO DATE | \$ 342,000.00 |
| COMBINED ARPA FUNDING THE IDA ADMINISTERS | \$ 3,242,000.00 |
| TOTAL ARPA FUNDING AWARDED | \$ 3,242,000.00 |
| BALANCE REMAINING TO AWARD | 0.00 |

Business Resources Mixer

April 30th, 3:30 PM - 6:00 PM

Presented by the St. Lawrence Industrial Development Agency & the Business Connections Committee

St. Lawrence County Industrial Development Agency
May 10 ·

Congratulations to our 2024 college graduates! We are proud to have 5 award-winning colleges in St. Lawrence County, and we really hope that while you're here for graduation weekend, you explore and come back for more! More employment opportunities - More business opportunities - More quality of life! Follow MORE in SLC here: <https://chambervu.com/stlawrence23/>

ST. LAWRENCE
UNIVERSITY

SUNY
CANTON



Potsdam
STATE UNIVERSITY OF NEW YORK



Clarkson™

See insights

Boost a post



St. Lawrence County Industrial Development Agency
January 23 ·

We look forward to meeting transitioning soldiers and their families at the Fort Drum Career Fair on Thursday, February 1st to discuss employment, entrepreneurship, continuing education, and other great opportunities available in St. Lawrence County.



The Fort Drum Transition Assistance Program Presents:
FORT DRUM CAREER FAIR

JOIN US!

THURSDAY, FEBRUARY 1, 2024

0900-1300

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

Bring your business here!

- Aggressive Financing Packages & Incentives
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- 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



St. Lawrence County Industrial Development Agency
April 2 ·

There are so many amazing views in St. Lawrence County and now we can add the TOTAL SOLAR ECLIPSE to our list! Mark your calendars for Monday, April 8th! COME HOME to visit, COME HERE to explore, and then COME BACK to live, work, and do so much more! Visit: <https://bit.ly/3Wip7XS> to learn more about STLC and the path to TOTALITY!

Total Solar Eclipse
ST LC 2024



Jobs in St. Lawrence County

FEATURED JOBS
with links updated as of 04/28/24

Additional Resources



Applications
Now Being Accepted!

ST. LAWRENCE COUNTY
Center for
Entrepreneurial
Leadership
TAP* Your Potential

CLICK HERE

Spreading the word...

St. Lawrence County

A great place for:

Business Expansion

Entrepreneurism

Skilled Workforce

Quality of Life

Education and Training

Business Development

Agri Business

Military to Civilian Life

Employment

Transportation

Accessibility to Major Markets

Built-to-Suite Sites

Come Home to SLC

And more...



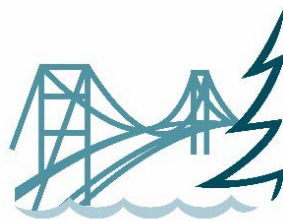
St. Lawrence County Industrial Development Agency
March 15 ·

The all-new Eisenhower Lock Visitor Center will open this season to the public. Ships from many different countries pass through the locks in Massena loaded with cargo to be delivered to destinations all over the world! Read more about this amazing transportation resource located right here in St. Lawrence County: <https://bit.ly/3TBqxWq>



ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

2025 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 2025 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 30 Buick Street facility in Canton, 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 a couple of tenants 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 2025 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 tradeshow 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
- Local Event: Real Estate Roundtable, IDA Conference Room (01/23). Topics include Housing developers/development, Commercial RE training, linking IDA listings with Realtors or MLS
- Local Event: Business Connections - Spotlight on Resources (program/tour). February 25th – BOCES Southwest Tech in Fowler and March 20th – SUNY Canton Canino School of Engineering
- Tradeshow: AeroMart, Montreal, Canada (03/25 – 03/27)
- Strategic outreach, including media placement and e-marketing, highlighting local businesses and industries and various assistance programs

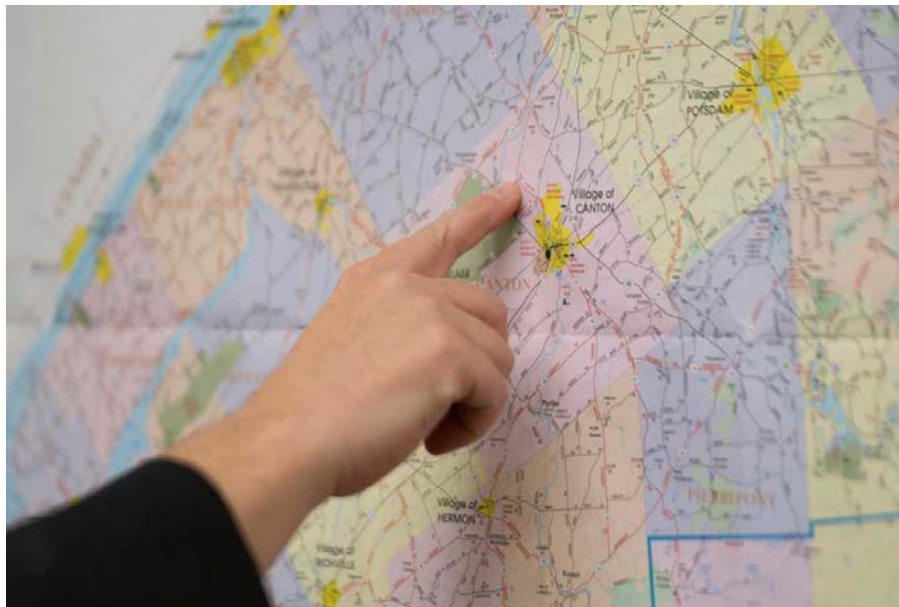
Second Quarter: *April – June*

- Outreach (e-marketing, college alumni) highlighting attendance at upcoming tradeshow
- Local Event: Real Estate Roundtable, IDA Conference Room (04/24). Topics include Housing developers/development, Commercial RE training, linking IDA listings with Realtors or MLS
- Local Event: Business Resource Mixer on April 29th (location TBD)
- Tradeshow: EpTech, Montreal, Canada (05/07)
- Tradeshow: Select USA Investment Summit, Washington DC (05/11-05/14)
- Recruitment Event: Fort Drum Career Fair, (05/15). Outreach to transitioning soldiers and families
- Tradeshow: CASEC, Ottawa, Canada (05/28-05/29)
- 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 7th. 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 tradeshow & collaboration with colleges and universities to target alumni returning for campus events
- Tradeshow: CMTS, Toronto, Canada (09/29 – 10/02)
- Manufacturing Day, St. Lawrence County High Schools, (10/3)
- Tradeshow: PackEx, Toronto, Canada (10/21 – 10/23)
- Local Event: Spotlight On Resources (programs/tours): Tuesday, 10/21 @ BOCES Seaway Tech – Norwood, Wednesday, 10/22 @ BOCES Northwest Tech – Ogdensburg, Thursday, 10/23 @ BOCES Southwest Tech – Fowler
- Local Event: Real Estate Roundtable, IDA Conference Room (10/23). Topics include Housing developers/development, Commercial RE training, linking IDA listings with Realtors or MLS
- Tradeshow: Select USA-Canada, Montreal (November - Date TBD)
- Ongoing promotion and highlights of St. Lawrence County sites and buildings with Empire State Development



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St. Lawrence County Industrial Development Agency
Life UnDiscovered ST. LAWRENCE COUNTY

St. Lawrence County Industrial Development Agency
January 23 · 3

look forward to meeting transitioning soldiers and their families at the Fort Drum Career Fair Thursday, February 1st to discuss employment, entrepreneurship, continuing education, and great opportunities available in St. Lawrence County.

The Fort Drum Transition Assistance Program Presents:

FORT DRUM CAREER FAIR

JOIN US!

THURSDAY, FEBRUARY 1, 2024
0900-1300

@ The Peak

4350 Euphrates River Valley Rd.
Fort Drum, NY 13602

Employers register here!



St. Lawrence County
Industrial Development Agency

St. Lawrence County Industrial Development Agency
May 10 · 3

Congratulations to our 2024 college graduates! We are proud to have 5 award-winning colleges in St. Lawrence County, and we really hope that while you're here for graduation weekend, you explore and come back for more! More employment opportunities - More business opportunities - More quality of life! Follow MORE in SLC here: <https://chambervu.com/stlawrence23/>

ST. LAWRENCE UNIVERSITY

SUNY CANTON

The Ranger School
1912

Potsdam
STATE UNIVERSITY OF NEW YORK

Clarkson

March 15 · 3

The all-new Eisenhower Lock Visitor Center will open this season to the public. Ships from different countries pass through the locks in Massena loaded with cargo to be delivered to destinations all over the world! Read more about this amazing transportation resource located right here in St. Lawrence County: <https://bit.ly/3TBqxWq>

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.

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

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MMTS
MONTREAL MANUFACTURING TECHNOLOGY SHOW

You're Invited!

Business Resources Mixer

April 30th, 3:30 PM - 6:00 PM

Presented by the St. Lawrence Industrial Development Agency & the Business Connections Committee

Spring Business Resources Mixer

The St. Lawrence County Industrial Development Agency is pleased to partner with the St. Lawrence Business Connections Committee to present Connections to the St. Lawrence Business. Exceptional resources are available to strengthen businesses in our rural region, including some that have been developed specifically to address hurdles identified by local business leaders. Join us at the Business Resources Mixer to network with business leaders from across the County, hear from businesses like yours on available programs, and talk with resource partners who can help address your needs.

Best Western University Inn
90 E Main St, Canton, NY 13617
[View on map](#)

Apr 30, 2024 03:30pm - Apr 30, 2024 06:00pm
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CANADA'S GLOBAL DEFENCE, SECURITY AND EMERGING TECH TRADE SHOW

CANSEC

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

St. Lawrence County Industrial Development Agency

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