

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Resolution No. IDA-25-07-19
July 24, 2025

AUTHORIZING PROFESSIONAL SERVICES FOR LEAD GENERATION CAMPAIGN

A regular meeting of the St. Lawrence County Industrial Development Agency (the “SLCIDA”) was convened on July 24, 2025 at 1:00 PM, local time, in the Main Conference Room of the Ernest J. LaBaff Industrial Building, 19 Commerce Lane, Canton, New York.

The meeting was called to order by Chairman Staples, and upon roll being called, the following members of the SLCIDA were:

MEMBER	PRESENT	ABSENT
Blevins, Lynn	X	
Hall, Mark	X	
LaBaff, Ernie	X	
McMahon, Andrew	X	
Morrill, Steven	X	
Reagan, James	X	
Staples, Brian	X	

The following persons were ALSO PRESENT: IDA Staff (Patrick Kelly, Bob Ahlfeld, Kimberly Gilbert, and Lori Sibley).

After the meeting had been duly called to order, Chairman Staples announced that among the purposes of the meeting was to consider and take action on certain matters pertaining to the authorization of professional services for a lead generation campaign in Canada.

On motion duly made by Mr. LaBaff and seconded by Mr. Reagan, the following resolution was placed before the members of the St. Lawrence County Industrial Development Agency:

RESOLUTION OF THE ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY AUTHORIZING THE EXECUTION OF CERTAIN DOCUMENTS IN CONNECTION WITH A LEAD GENERATION CAMPAIGN IN CANADA

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WHEREAS, the St. Lawrence County Industrial Development Agency (SLCIDA), wishes to partner with a business attraction and investment specialist to identify and implement highly creative, cost-effective marketing messaging to attract new business to St. Lawrence County, providing operational support to the Agency in industry-related activities and promotions, and

WHEREAS, to develop export opportunities for St. Lawrence County businesses in Canada, including joint ventures or contract manufacturing or similar work for St. Lawrence County firms on behalf of Canadian prospects, and

WHEREAS, pursuant to its procurement policy, the SLCIDA staff advertised and solicited proposals from qualified professionals to design and execute a lead generation campaign to targeted businesses in Canada, and

WHEREAS, the SLCIDA received one (1) bid,

NOW, THEREFORE, BE IT RESOLVED consistent with its procurement policy, the St. Lawrence County Industrial Development Agency does hereby award the bid to the following vendor:

Vendor Name:	<u>Research Consultants International FDI, Inc.</u>
Amount (Not to Exceed):	<u>\$20,000 (Phase 1) September 2025 to April 2026</u> <u>\$20,000 (Phase 2) May 2026 to December 2026</u>

NOW, THEREFORE, BE IT FURTHER RESOLVED by the St. Lawrence County Industrial Development Agency that the SLCIDA Chief Executive Officer is designated, authorized, empowered, and directed to execute the any agreements necessary to complete the transaction.

The question of the adoption of the foregoing resolution was duly put to vote on roll call, which resulted as follows:

MEMBER	AYE	NAY	ABSTAIN	ABSENT
Blevins, Lynn	X			
Hall, Mark	X			
LaBaff, Ernie	X			
McMahon, Andrew	X			
Morrill, Steven	X			
Reagan, James	X			
Staples, Brian	X			

The Resolution was thereupon declared duly adopted.

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