

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
 Resolution No. 06-09-16  
 September 28, 2006

**AUTHORIZING AN AGREEMENT FOR INSURANCE  
 FOR  
 AUTO, BUSINESS CATASTROPHE AND PROPERTY**

**WHEREAS**, the St. Lawrence County Industrial Development Agency (“Agency”) currently has insurance policies covering Automobile, Business Catastrophe and Property, and

**WHEREAS**, these policies all have varied coverage periods, and

**WHEREAS**, the Agency desires to have concurrent coverage periods for these policies, and

**WHEREAS**, pursuant to its Procurement Policy, the Agency issued a Request for Proposal on August 24, 2006 (description attached), and

**WHEREAS**, the Request for Proposal was mailed to thirty-nine (39) insurance agents, and

**WHEREAS**, the Agency received the following proposals:

|                      |             |
|----------------------|-------------|
| AT Matthews and Dier | \$30,358.00 |
| Northern Insuring    | \$34,264.23 |

**NOW, THEREFORE, BE IT RESOLVED** that the Agency approves AT Matthews and Dier as its agent to administer these insurance policies, and

**BE IT FURTHER RESOLVED** that the Chief Executive Officer, with concurrence of Agency Counsel, is authorized to sign any and all documents necessary to effectuate the agreement with AT Matthews and Dier.

|             |               |            |                |               |
|-------------|---------------|------------|----------------|---------------|
| Move:       | Mr. LaBaff    |            |                |               |
| Second:     | Mr. Basmajian |            |                |               |
| <b>VOTE</b> | <b>AYE</b>    | <b>NAY</b> | <b>ABSTAIN</b> | <b>ABSENT</b> |
| Basmajian   | X             |            |                |               |
| Blevins     | X             |            |                |               |
| Gray        |               |            |                | X             |
| Greenwood   | X             |            |                |               |
| LaBaff      | X             |            |                |               |
| Staples     | X             |            |                |               |
| Weekes      | X             |            |                |               |

I, Natalie A. Haggart, Administrative Assistant for the St. Lawrence County Industrial Development Agency, DO HEREBY CERTIFY, that I have compared this copy of this resolution adopted September 28, 2006, with the original record in this office and that the same is a correct transcript thereof and of the whole of said original record.

\_\_\_\_\_  
*/s/* **Natalie A. Haggart**  
 Natalie A. Haggart  
 September 28, 2006

**REQUEST FOR PROPOSALS**

The St. Lawrence County Industrial Development Agency (the "AGENCY") is seeking proposals for the provision of insurance coverage as described in the supporting documents for Lessor's Risk Occupancy, Commercial Auto and Business Catastrophe. The successful proposals will guaranty quoted rates for one year beginning October 1, 2006. All billing must be fully itemized. The Agency's intent is to solicit proposals every three (3) years unless annual increases seem unreasonable.

All Proposals are to be received no later than 3:00 PM. on Tuesday, September 19, 2006. Any Proposals received after the stated time will be returned unopened.

Proposals can be delivered by courier or by mail to: St. Lawrence County Industrial Development Agency, 80 State Highway 310, Suite 6, Canton, New York 13617. ALL PACKAGES ARE TO BE SEALED AND CLEARLY MARKED "IDA INSURANCE PROPOSAL" IN THE LOWER LEFT HAND CORNER.

The St. Lawrence County Industrial Development Agency reserves the right to reject any and all proposals and/or to negotiate if it will be in their best interest

For supporting documentation or additional information contact Richard Williams at (315) 379-9806.

| TOTAL                  |                   | \$              |         |
|------------------------|-------------------|-----------------|---------|
| AUTO                   |                   | Year<br>2006-07 | Comment |
| 2004 Dodge Pickup      | 1D7HU18DX4S742247 | \$              |         |
| 1996 Chev. Lumina      | 2G1WL52M3T9287206 | \$              |         |
| 2004 Chev. Trailblazer | 1GNDT13S642370933 | \$              |         |
| 2002 Chev. Blazer      | 1GNDT13W02K214936 | \$              |         |

| BUSINESS CATASTROPHE |  | Year<br>2006-07 | Comment |
|----------------------|--|-----------------|---------|
| Business Catastrophe |  | \$              |         |

| PROPERTY   |  | Year<br>2006-07 | Comment  |
|--|--|-----------------|--|
| Lot 6<br>6 Pioneer St<br>Potsdam, NY 13676               | 12,000 SF Office/Warehouse<br>\$1,000,000                                    | \$              |  |
| 190 Outer Main St<br>Potsdam, NY 13676                   | 11,000 SF<br>Offices<br>\$1,091,500  | \$              |  |
| Lot 3<br>20 Commerce Dr<br>Massena, NY 13662             | 14,100 SF<br>Office/Warehouse<br>\$699,500                                   | \$              |  |
| Lot 4<br>16 Commerce Dr<br>Massena, NY 13662             | 30,000 SF<br>Office/Warehouse<br>\$1,275,500                                 | \$              |  |
| Lot 11<br>20 Trade Rd.<br>Massena, NY 13662              | 20,000 SF<br>Warehouse<br>\$899,500  | \$              |  |
| Lot 12 - Vacant Land<br>24 Trade Rd<br>Massena, NY 13662 | 2 acres<br>vacant land   | \$              |  |
| Lot 13<br>26 Trade Rd<br>Massena, NY 13662               | 20,000 SF<br>Office/Warehouse<br>\$1,000,000                                 | \$              |  |
| Lot 20<br>63 Trade Rd<br>Massena, NY 13662               | 24,000 SF<br>Office/Warehouse<br>\$1,000,000                                 | \$              |  |
| Vacant Land<br>Factory St.<br>Gouverneur, NY 13642       | 26 acres<br>Vacant land  | \$              |  |
| Short Line Rail<br>Harrisville to<br>Newton Falls        | Non-Operational rail with tracks, no<br>buildings.<br>Approximately 29 miles | \$              | The rail is an optional item, but the Agency<br>prefers to keep everything together. |

Proposal submitted by:

Company \_\_\_\_\_  
Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Phone/Fax \_\_\_\_\_ / \_\_\_\_\_  
Email \_\_\_\_\_  
Signed \_\_\_\_\_  
Name \_\_\_\_\_  
Title \_\_\_\_\_