

ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
 Resolution No. 08-08-27
 June 19, 2008

**AUTHORIZING IMPLEMENTATION OF THE NYS OFFICE FOR TECHNOLOGY GRANT,
 AND ACCEPTANCE OF A TELECOMMUNICATIONS SERVICE PROVIDER PROPOSAL**

WHEREAS, St. Lawrence County was recently awarded funds from the NYS Office of Technology to improve the telecommunications infrastructure and service to Newton Falls, utilizing the Development of the North Country's ("DANC") Open Access Telecom Network, and

WHEREAS, on May 1, 2008 the St. Lawrence County Industrial Development Agency (the "Agency") issued a Request for Proposals to qualified telecommunications carriers (copy attached) to provide services to the Newton Falls Fine Paper Co., and nearby residential users in the hamlet of Newton Falls, New York, and

WHEREAS, proposals were evaluated for responsiveness to the requirements of the mill and of the surrounding community, and

WHEREAS, based on review of the proposals and the endorsement of Newton Falls Fine Paper Co., the Agency accepts the following proposal:

Contractor Name:	<i>Westelcom</i>
Contractor Address:	<i>130 Park Place, Watertown NY 13601</i>
	<i>Phone: (315) 785-2620</i>

NOW THEREFORE BE IT RESOLVED that the St. Lawrence County Industrial Development Agency hereby:

1. Authorizes an agreement with the Development Authority of the North Country to implement the \$75,000 award from the NYS Office for Technology to improve telecommunications infrastructure and services to Newton Falls Fine Paper Co., LLC and the hamlet of Newton Falls, utilizing the Open Access Telecom Network, and
2. Accepts the proposal from Westelcom to provide services to Newton Falls Fine Paper Co., LLC and the hamlet of Newton Falls, and
3. Authorizes, designates, authorized, empowers and directs each of the officers and staff of the Agency to execute and deliver any and all agreements and other documents required to effect the transactions contemplated by this resolution.

Move:	Morrill			
Second:	Weekes			
VOTE	AYE	NAY	ABSTAIN	ABSENT
Blevins	X			
Greenwood	X			
LaBaff	X			
McMahon	X			
Morrill	X			
Staples			X	
Weekes	X			

I, Natalie Sweatland, of the St. Lawrence County Industrial Development Agency, DO HEREBY CERTIFY, that I have compared this copy of this resolution adopted August 7, 2008, 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 Sweatland, August 7, 2008

REQUEST FOR PROPOSALS

DATE: May 1, 2008

The St. Lawrence County Industrial Development Agency is seeking proposals from qualified telecommunications carriers to provide services to an industrial site and nearby residential users in the hamlet of Newton Falls, NY.

Background

The hamlet of Newton Falls is located in the western Adirondack region of St. Lawrence County. Approximately 250 people live in the hamlet. The major employer in the region is the Newton Falls Fine Paper Co. Telephone and data services to the mill and hamlet residents are inconsistent due to the age of the incumbent provider's infrastructure. Service problems are still occurring, despite attempts by the incumbent service provider to repair facilities and improve service. Lack of reliable service limits the mill's ability to communicate with customers and suppliers, and threatens its long term ability to operate. Community residents have no access to broadband, except via satellite which is cost prohibitive for most of the population.

St. Lawrence County was recently awarded funds from the NYS Office for Technology to improve the infrastructure and services to Newton Falls, utilizing the Development Authority of the North Country's Open Access Telecom Network. The state funds will be matched by funds from St. Lawrence County, the Development Authority, the Town of Fine, and Newton Falls Fine Paper. **St. Lawrence County Industrial Development Agency is requesting proposals from service providers who will serve the mill with advanced services (either T-1 or Ethernet), and the residents of the hamlet with a broadband service offering.**

Instructions to Proposers

1. Proposals should address the telecommunications requirements of both the Newton Falls Fine Paper Co. and the local residents. Service providers may jointly submit a proposal, in order to best address the requirements of both the mill and surrounding community.
2. Newton Falls Fine Paper Co. requires the following services: Voice, Internet and data services that will allow the mill high speed communications with its customers, suppliers and headquarters in Nova Scotia, Canada. NFFP operates on a Citrix system, linked to its headquarters, and requires sufficient bandwidth to support various business applications.
3. The hamlet of Newton Falls requires the following services: voice and high speed internet delivered to its residents via wireless transmission. The successful service provider will designate an antenna site in the hamlet, to which the Development Authority will extend OATN fiber optic facilities.
4. The proposal should detail the investment required by the service provider in order to deliver the service to the mill and community. Likewise, proposers should summarize expected revenues from the mill and residential services. Financial information from service providers will be treated as proprietary and confidential by the selection committee.
5. The selection committee will evaluate proposals for responsiveness to the requirements of the mill and of the surrounding community; cost to the mill and residents; and investment by the service provider. The committee will select a winning proposal based on best value.
6. Technical questions should be addressed to Dorlene MacDiarmid, OATN Business Development Representative, at dmac@danc.org.
7. Proposals must be submitted by 4:00 PM, local time, Friday, May 30, 2008 to Raymond Fountain, Chief Executive Officer, St. Lawrence County Industrial Development Agency, 80 State Highway 310, Canton NY 13617. Each proposal must be submitted in a separate, sealed envelope clearly identified on the lower left hand corner of the envelope "TELECOM PROJECT."