



# St. Lawrence County Industrial Development Agency

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## MEMORANDUM

TO: Donald Peck  
IDA Representative to the County Legislature

FROM: Raymond H. Fountain *RHF*  
Chief Executive Officer

DATE: July 8, 2011

RE: Semi-Annual Performance Report (January 2011 to June 2011)

Attached is a report to the St. Lawrence County Board of Legislators that contains the Agency's 2011 Mid-Year Performance Report for the following entities:

- St. Lawrence County Industrial Development Agency
- St. Lawrence County IDA Local Development Corporation
- St. Lawrence County IDA Civic Development Corporation
- St. Lawrence County Local Development Corporation,

The IDA is currently working to consolidate its three websites. Consolidation under [www.slcida.com](http://www.slcida.com) will prove much easier for users accessing our many services and projects, and will no longer necessitate the need to visit three distinct websites. The entities, however, are still distinct legal entities.

Please contact me if you have any questions.

### MEMBERSHIP

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Brian Staples, CPA

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#### CHIEF EXECUTIVE OFFICER

#### Raymond Fountain

St. Lawrence County  
Industrial Development Agency

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#### CHIEF FINANCIAL OFFICER

#### Kimberly Gilbert

St. Lawrence County  
Industrial Development Agency

## St. Lawrence County Industrial Development Agency

### Mission Statement

*Adopted in Public Session on March 24, 2011*

*The mission of the St. Lawrence County Industrial Development Agency 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*
- *Liaise 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*

### 2011 Performance Review (January 2011 – June 2011)

- *The Agency entered into a four-year contract with Blue Springs Energy, LLC to design, host and maintain a website to promote the adoption of energy conservation, efficiency and renewable measures within St. Lawrence County. The site includes an updated collection of clean energy related programs for residents and businesses from Federal, State utility and third party sources; educational content related to the benefits of adopting energy conservation, efficiency and renewable energy measures; county green energy project results, such as energy and carbon savings, project descriptions and pictures; and answers to questions submitted online by community residents and businesses.*
- *The Agency held an orientation for new Legislators in April 2011.*
- *Work continues on the transfer of property from the County to the IDA for the development of an industrial park in Canton.*
- *In order to comply with GASB 45, the Agency released a Request for Proposal to secure an Actuarial Study for Post-Employment Benefits Other than Pensions. The Agency accepted the sole bid of Armory Associates, LLC and entered into a 3-year agreement.*

- *The Agency continues its support of improved highway access in St. Lawrence County through its involvement in the Northern Corridor Transportation Group.*
- *The Agency authorized revisions to its Travel and Credit Card Usage policies, based on recommendations of its Governance Committee.*
- *Recognizing and supporting the economic benefits of snowmobiling throughout St. Lawrence County, the Agency granted the St. Lawrence County Snowmobile Association use of the Newton Falls Railroad for use as part of a trail system.*
- *The Agency authorized execution and delivery of documents relating to both the Kent Grove (St. Regis Nursing Home) and the Highland Nursing Home projects. The companies' lease agreements terminated and the Agency is required by the terms of each lease agreement to convey title to the project facility to the company.*
- *The Agency authorized the St. Lawrence Gas project, along with authorization of the execution of the PILOT documents.*
- *The late Douglas B. Schelleng was honored by the Agency for his outstanding level of assistance and support to the St. Lawrence County IDA. Doug was employed by NY Empire State Development Corporation and was killed in a car accident in March of this year.*
- *Agent Status of Dockside Village of the 1000 Islands was extended to August 2011. The project involves the construction of a mixed-use, waterfront shopping center, hotel and restaurant in Morristown.*
- *The Agency formalized its support of OBPA's efforts to secure additional funding for the rehabilitation of the Ogdensburg-Prescott International Bridge.*
- *The Agency extended its revolving bridge loan financing of \$250,000 to Slic Network Solutions, Inc. as the company continues its broadband initiative expansion program through the Rural Utility Services. This expansion continues the company's growth as a CLEC providing telephone and internet service to commercial customers in St. Lawrence County.*
- *The Agency continues to assist to resolve a water pressure issue that is affecting Kinney Drugs' warehousing and distribution operation in Gouverneur, New York. The Agency held its January 2011 meeting in Gouverneur, allowing all interested parties an opportunity to be heard on the issue and to coordinate a plan of action.*
- *The Agency extended a purchase option with Curran Renewable Energy, as the company works to purchase Lots 12 and 13 within the Massena Industrial Park.*
- *ADK Compliance was awarded a contract with the Agency to identify the location of and catalog the current conditions of the Newton Falls Rail bed. ADK was the lower of the two bids received.*
- *Year to date, Agency staff have made approximately 671 contacts with over 240 existing and prospective companies, organizations and general businesses.*
- *The Agency continued its compliance efforts with provisions of Public Authority Accountability Act and Public Authority Reform Act: Reporting, policy review, training, website development, etc.*
- *The Agency is coordinating the St. Lawrence County portion of the Creative Core Connect mobile application. The application was created in partnership by New York's Creative Core, CenterState CEO, and the Central Upstate Regional Alliance, and connects businesses with potential customers. Customers can search the database by business name, category, or county. The "app" provides the customer with the business' name, phone number, website, and directions (walking and driving). There is no listing fee for businesses and now download fee for customers.*

- *The Agency also continued aggressive marketing efforts, as follows:*
  - *Outreach of select Canadian businesses in Ontario and Quebec to generate interest and possible expansion into St. Lawrence County through the mailing of marketing pieces*
  - *Coordination of two Countywide Economic Developers' Marketing meetings to ensure coordination of Countywide marketing efforts, strategic objectives and general operating activities of the local, county and regional developers.*
  - *Maintained memberships in Canadian trade organizations (e.g. Ottawa Manufacturer's Network, Ottawa Centre for Research and Innovation, and American Chamber of Commerce in Canada) to facilitate access to events and to maintain key contacts with Canadian companies and multiplier organizations.*
  - *Advertising and media promotion pieces created and utilized, including placements in North Country This Week, Watertown Daily Times, St. Lawrence County Newspapers, County Pennysaver, and on North Country Public Radio.*
  - *Sponsorship, coordination and/or attendance at 16 trade shows/marketing events in Northern New York and Canada:*

February 2011

- *Center for Entrepreneurship at Clarkson University – My Small Business 101*

March 2011

- *NYS SBDC Women's Business Bootcamp*
- *Drum Country Business Kickoff, Watertown*
- *AMERICANA, Montreal*
- *CenterState Business Showcase, Syracuse*
- *Canadian Technical Security Conference, Cornwall*

April 2011

- *North Country Symposium, SLU*
- *EPTECH, Montreal*
- *Ottawa Business Summit*

May 2011

- *EPTECH, Ottawa*
- *Canadian Environmental Conference and Tradeshow (CANECT), Toronto*
- *North Country Business Expo*
- *North Country Technology Symposium*

June 2011

- *CANSEC, Ottawa*
- *Reh Center for Entrepreneurship, Clarkson*
- *Pack Ex, Toronto*

**St. Lawrence County Industrial Development Agency  
Local Development Corporation**

**Mission Statement**

*Adopted in Public Session on March 24, 2011*

*The mission of the St. Lawrence County IDA Local Development Corporation is to stimulate the growth of private sector employment in St. Lawrence County by providing financial assistance to new and expanding industries, and to certain retail/market-driven facilities.*

*The purpose of the Corporation shall be to relieve and reduce unemployment; promote and provide for additional and maximum employment; better and maintain job opportunities; instruct or train individuals to improve or develop their capabilities for jobs; carry on scientific research for the purpose of aiding the community of St. Lawrence County, New York by attracting industry to the community and by encouraging the development of, or retention of, an industry in the community; lessen the burdens of government and act in the public interest and administer the St. Lawrence County Revolving Loan Fund.*

**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 invest in local companies through responsible lending assistance*
- *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*
- *Liaise 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 Corporation assets*
- *Responsibly administer the assets of the St. Lawrence County IDA Local Development Corporation Revolving Loan Fund, the Greater Massena Economic Development Fund and the St. Lawrence River Valley Redevelopment Agency*

## 2011 Performance Review (January 2011 – June 2011)

- *Authorization of lending assistance of \$162,000 to Ansen Corporation. The Greater Massena Economic Development Fund (GMEDF) and the IDA Local Development Corporation each authorized \$81,000. The Company requested the funding assistance for machinery and equipment upgrades and working capital for facility improvements. The project included installation of an in-house conformal coating operation, installation of an automated, lead-free soldering process, and installation of improved efficiency lighting and HVAC units. The project also received \$81,000 in financing assistance through an IDA-sponsored loan from the North County Alliance.*
- *The \$150,000 funding assistance authorized for Clifton-Fine Healthcare Corporation by the GMEDF was finalized in May. The funds were part of a project to replace the hospital's primary care clinic building, which was damaged beyond use from a fire that occurred on October 11, 2008. The Hospital is a small rural Critical Access Hospital which operates 20 beds for acute and long-term care.*
- *The Corporation authorized \$800,000 in low-interest loan financing to Upstate Niagara Cooperative, Inc. for the acquisition of the North Lawrence Dairy facility in North Lawrence. Both the St. Lawrence River Valley Redevelopment Agency (SLRVRA) and the IDA Local Development Corporation allocated \$400,000 from each of their loan funds. The funding was part of an \$11,000,000 project to restart operations at the facility. The project is expected to create 54 jobs over a 3-year period.*
- *Authorized the use of SLRVRA funds to conduct a research project with Slic Network Solutions, Inc. to assess the ability of the region to attract IT and data center services/firms.*
- *Completion of SLRVRA-funded SLC/Ontario power comparison study by AITIA Analytics.*
- *Authorized the allocation of \$840,000 in SLRVRA's Community Development / Environmental Improvement Program funds to support 9 projects in St. Lawrence County:*
  - *Frederic Remington Art Museum, Ogdensburg: \$15,000 grant to help with architectural repairs.*
  - *Massena BDC: \$65,000 grant and \$250,000 short-term loan to enhance rail access within the Massena Industrial Park.*
  - *Massena BDC: \$10,000 toward marketing efforts for a regional four-lane highway.*
  - *St. Lawrence Co. Chamber: \$25,000 for two years, with a potential 3<sup>rd</sup> year allocation of an additional \$250,000 for the FISHCAP initiative.*
  - *Town of Waddington: \$15,000 grant for trail planning efforts to connect Coles Creek to the Village.*
  - *North Country Pastured, LLC: \$50,000 grant to acquire a mobile poultry slaughter unit (The applicant withdrew a \$50,000 loan request).*
  - *Village of Gouverneur: \$100,000 grant for water distribution system upgrades.*
  - *City of Ogdensburg: \$100,000 grant for environmental cleanup at the former Shade Roller site.*
  - *Village of Waddington: \$160,000 grant for renovation and improvements to the Community Civic Center.*
- *Authorized a \$700,000 allocation of SLRVRA funds for the purchase of Lots 18 and 19 within the Massena Industrial Park.*
- *Ongoing compliance with provisions of Public Authority Accountability Act and Public Authority Reform Act: Reporting, policy review, training, website development, etc.*

**St. Lawrence County Industrial Development Agency  
Civic Development Corporation**

**Mission Statement**

*Adopted in Public Session on March 24, 2011*

*The St. Lawrence County Industrial Development Agency Civic Development Corporation was established on April 13, 2010 as a not-for-profit local development corporation. Created by St. Lawrence County, the IDACDC helps to support the operations of not-for-profit corporations within the County to increase employment opportunities for the residents of the County, and provide financing through the issuance of tax-exempt and taxable bonds to projects of not-for-profit corporations, which is essential to the continued development, construction, improvement and operation of projects by not-for-profit corporations.*

**Performance Goals**

- *To provide assistance to the numerous hospitals, colleges and other civic facilities that operate within the County through the issuance by St. Lawrence County of tax exempt civic facility bonds*
- *Ensure a transparent and accountable operation with responsibly-managed Corporation assets*

**2011 Performance Review (January 2011 – June 2011)**

- *The Corporation is finalizing an approximately \$25,000,000 project with Clarkson University. The project involves renovation of Moore House, renovation of 10 units in Woodstock Village and completion of the University's NAB Lab. The project is expected to create 150 construction jobs. Financing is scheduled to be complete in July.*
- *Creation of a Civic Development Fund to assist community development organizations. Funds would be used toward projects that fit the criteria for which the Corporation was formed.*
- *Ongoing compliance with provisions of Public Authority Accountability Act and Public Authority Reform Act: Reporting, training, policy review, website development, etc.*

## St. Lawrence County Local Development Corporation

### Mission Statement Adopted February 9, 2011

*The mission of the St. Lawrence County Local Development Corporation is to increase adequately remunerated employment in St. Lawrence County; support existing microenterprises and the creation of new microenterprises; instruct and train individuals to develop and/or enhance their entrepreneurial and work skills; conduct research to identify new microenterprise opportunities and support the development of these opportunities; act in the public interest and lessen the burdens on government; and administer the St. Lawrence County Local Development Corporation Microenterprise Loan (and Grant) programs.*

*The St. Lawrence County Local Development Corporation is devoted to encouraging the economic advancement of St. Lawrence County's low-moderate income citizens and the preparation of citizens for business ownership through the responsible provision of financial products, training, technical assistance and support to new and expanding microenterprises.*

### Performance Goals

- *Entrepreneurial assistance to St. Lawrence County's new and expanding microenterprises through the responsible provision of financial products, training, technical assistance and support that encourages the economic advancement of St. Lawrence County's low-moderate income citizens.*
- *Ensure a transparent and accountable operation with responsibly-managed, authority assets.*
- *Market authority programs and partner with local entities that provide small business training program assistance.*
- *Accountable and informed business lending assistance that encourages job creation or retention.*

### 2011 Performance Review (January 2011 – June 2011)

- *Authorized \$19,845 in grant assistance to Honey Dew Acres' Red Shed Tack Shop, located in Canton, New York. The full-service equestrian facility will use the funds to purchase inventory and equipment, and for working capital for their newly-opened on-farm store. This project will assist in generating one full time equivalent (FTE) job over the next three years.*
- *Authorized \$22,050 in grant assistance to Harvest House Gift & Frame, located in Canton, New York. The business provides custom picture framing and large format, photo-quality inkjet or Giclee prints, and has recently started accepting local artists' work on consignment. The funds are being used to purchase equipment, and for working capital. This project will assist in generating 1.5 FTE jobs over the next three years.*
- *The Corporation authorized \$15,750 in grant assistance to Ablan's Business Center, Inc. in Gouverneur, New York. This full-service business center will use the funds to assist in the purchase of inventory, and for working capital. This project is expected to generate 1.25 FTE jobs over the next three years.*
- *The House of Photography and Imagery, located in Ogdensburg, New York, received \$17,640 in grant assistance to help in the expansion of his photography, disc jockeying and video production business. The project is expected to generate 1 FTE job over the next three years.*
- *Maple Run Emporiums, Inc., located in Potsdam, New York, received loan financing in the amount of \$20,000 to help purchase the inventory necessary to open her Market Street business. Maple Run specializes in the sale of maple products (sap, wood, gourmet and artisan foods, bath and beauty products, etc.). The project is expected to create 2 FTE jobs over the next three years.*

- *Grant and loan financing will help The Main Grind Coffeehouse, located at the St. Lawrence Centre Mall. The \$17,328 grant and \$9,900 loan will help the coffeehouse purchase a two-kilo coffee roaster and coffee dispensing equipment that should expand its business clientele. This project will assist in the retention of 2.5 FTE jobs.*
- *Tony's Canvas & Leather, located in Massena, New York, received grant and loan financing (\$13,860 and \$5,000, respectively) to help owner Tony O'Geen expand the home-based business he started in 2001. The funds will be used to purchase equipment that will improve the productivity and efficiency of his custom business and sports apparel business. This project will assist in generating 1 FTE job over the next three years.*
- *The Corporation authorized \$19,417 in grant financing to Bountiful Harvest, located in Gouverneur, New York. Bountiful Harvest provides natural foods, supplements and alternative foods such as gluten-free and almond butter, along with seasonal herbs and fresh produce. The funds will be used to purchase inventory and equipment, and for working capital and will assist in generating .75 FTE jobs over the next three years.*
- *A \$19,953 grant and an \$8,000 loan will assist River Run Fitness, located in Waddington, New York, to open a fitness center in a 3,000 square foot, renovated 8-lane bowling alley. The funds will be used to purchase equipment and for working capital to start the operation. The project will assist in the generation of 2 FTE jobs over the next three years.*
- *New Horizons Wireless, Inc. received \$35,000 in grant assistance and \$20,000 in loan financing assistance to restart a wireless telecommunications business that has been in development since 2008. The funds will be used for equipment and for working capital to help with startup costs, and will assist in generating 4 FTE jobs over the next three years.*
- *The Wanakena General Store, located in Wanakena, New York, received a \$10,000 grant to help purchase the store that has been serving the small Adirondack hamlet since about 1900. The project funds will be used for working capital and provide an opportunity to create a purchasing efficiency for their nearby Packbasket Adventures Lodge. The project will assist in generating 1.5 FTE jobs over the next three years.*
- *Active participation and dissemination of information to approximately 80 St. Lawrence County businesses and entrepreneurs as participants of the Reh Center for Entrepreneurship at Clarkson's My Small Business 101 sessions.*
- *Conducted an orientation session for new three new LDC Board members.*
- *Ongoing compliance with provisions of Public Authority Accountability Act and Public Authority Reform Act: Reporting, training, website development, etc.*