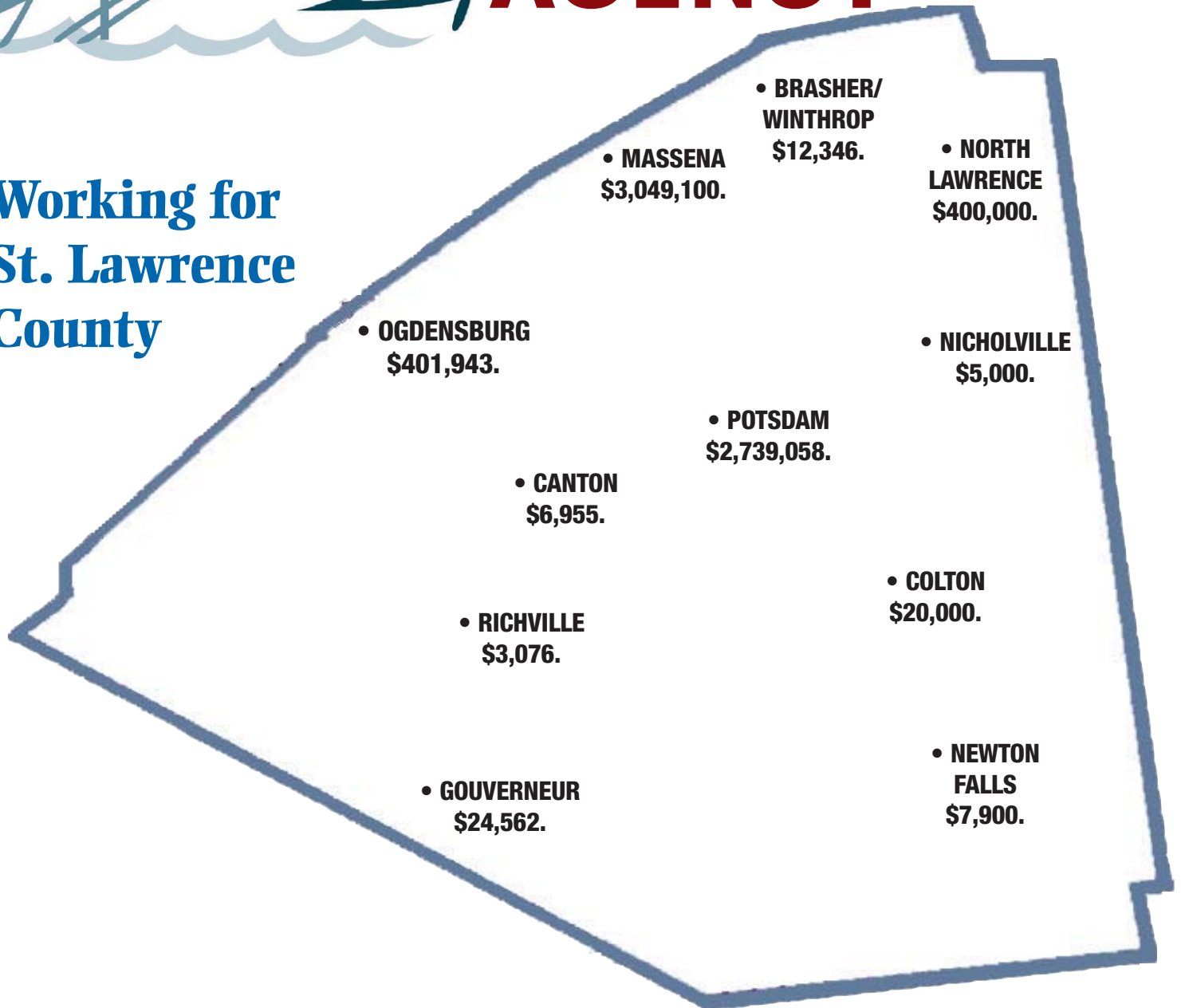




ST. LAWRENCE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

**Working for
St. Lawrence
County**



315-379-9806

www.slcida.com

YOUR LOCAL IDA

WORKING FOR A HEALTHIER LOCAL ECONOMY

2009 BUSINESS ASSISTANCE

Company	IDA Bond Financing	IDA Assistance	IDALDC Loan Financing	LDC Micro Loan Financing	GMEDF Loan Financing	WIB Job Training Assistance	
Alcoa						\$5,692	\$5,692
CelluTissue						\$3,070	\$3,070
Ceramic Matrix Composites, LLC							\$0
Commercial Press						\$1,880	\$1,880
Con-Tech Building Systems						\$21,492	\$21,492
Crawford Technologies USA, Inc.						\$2,325	\$2,325
Curran Renewable Energy, LLC						\$34,352	\$34,352
Frenchie's Chev-Olds						\$2,883	\$2,883
Fused Solutions						\$1,615	\$1,615
GardenShare, Inc.						\$3,076	\$3,076
Hallelujah House				\$10,000			\$10,000
Hoosier Magnetics, Inc.		\$200,000			\$200,000		\$400,000
J&J Lawn Service				\$20,000			\$20,000
JMS Mechanical Contractors						\$1,103	\$1,103
Lucas Motorsports & Twin Pines Quikstop				\$5,000			\$5,000
Media Accessories.com, Inc.		\$324,813			\$168,000		\$492,813
NCC Systems, Inc.						\$10,153	\$10,153
Newton Falls Fine Paper, LLC						\$7,900	\$7,900
North Lawrence Dairy, Inc.			\$200,000		\$200,000		\$400,000
Northern Merchants Services						\$6,652	\$6,652
OpTech Environmental Service						\$3,360	\$3,360
PACES	\$2,500,000						\$2,500,000
Potsdam Specialty Paper						\$9,965	\$9,965
Potsdam Taxi				\$15,000			\$15,000
Queenaire Technologies						\$840	\$840
Radium Technologies						\$1,494	\$1,494
Route 11 Truck & Equipment Sales						\$2,246	\$2,246
Rushton Place, LLC							\$0
Slic Network Solutions, Inc.		\$90,000	\$90,000				\$180,000
Smiles Associates						\$2,829	\$2,829
St. Lawrence Gas, Inc.		\$2,500,000					\$2,500,000
Tri-Town IGA						\$4,200	\$4,200
Valley Greenery				\$20,000			\$20,000
Assistance	\$2,500,000	\$3,114,813	\$290,000	\$70,000	\$568,000	\$127,127	\$6,669,940

Jobs Retained - 568

Jobs Created - 49

2009 HIGHLIGHTS

- **Comprehensive Economic Development Strategy** – completed and adopted by Board of Legislators
- **Tribal State Compact Revenue Evaluation System** – Formulated a project evaluation system in cooperation with the County's Economic Development and Strategic Planning Committee
 - **Wetland delineation study** – Commissioned a study that identified 20 acres of a 250 acre County owned parcel in Lisbon as available for development
- **Strategic Planning Project** – Assisted four businesses with defining changes to promote growth while looking to where each hoped to be in three to five years
- **Newton Falls Rail** – We continue to pursue avenues to obtain funding to rehabilitate the rail line
- **Canadian Impact Study** – Commissioned a study of the impact of Canadian businesses within the County in the areas of manufacturing, education, wood products, healthcare, and agriculture
- **Website Update** – Financing by the IDA for refurbishing of the IDA, One-Stop Career Center, LDC, and Microenterprise Loan Fund websites
 - **Dockside Village of the 1000 Islands** – We continue to work with the developer to make this project a reality
 - **Curran Renewable Energy, LLC** – Restructured the PILOT agreement
 - **SLC Recreational Trails Advisory Board** – Provided monetary infusion for the General Environmental Impact Study along the proposed cross country trail
 - **Drum Country Business Initiative** – A charter member of the multi agency and multi county effort to recruit business into the North County Region
 - **GM Task Force** – Tasked to continually provide input on the community's vision for the future of the facility to federal and state agencies as well as GM representatives

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working For A Healthier Local Economy

Statement from IDA CHAIRMAN BRIAN STAPLES

In difficult times, economic development organizations must work not only to provide immediate assistance to the community and employer base, but also must take a strategic look at how they can best support, grow and develop the economy over the long term.

Though the past year saw the continuation of the historically difficult challenges brought on by the global recession, the St. Lawrence County Industrial Development Agency participated in a number of projects. Loan packages, bond and lease programs, infrastructure development projects and other ongoing economic activities were undertaken as the Industrial Development Agency assisted firms in the retention and creation of jobs.

The IDA, in an attempt to enable staff to more efficiently and productively focus their efforts on the overall mission of the Agency, undertook a process of assessing the administrative and staffing aspects of its operations. This process was designed to determine the best operational structure of the Agency for stimulating economic development in St. Lawrence County. Additionally, the Agency spent a great deal of time working with the Local Government Task Force and the New York Power Authority developing a framework for jointly utilizing the power and funding allocation set aside by the Power Authority for economic development activities in the St. Lawrence River Valley.

As a result of these efforts, the IDA feels that it is moving toward a platform that will best enable it to provide the most efficient and high quality economic development services possible in St. Lawrence County.



Brian Staples
CHAIRMAN IDA

Statement from WIB CHAIRMAN DONALD HOOPER

As I look back over 2009, I am stunned at the number of challenges we faced and amazed at the ability of our staff to address these challenges.

The American Recovery and Reinvestment Act allowed us to extend the age limit of our youth services from 21 to 24 years of age. As a result, our summer program served 371 youth, the most since the summer of 2001. We initiated a very successful youth internship program and once again offered Welding and Certified Nurse Aide programs. One need only to speak to former youth participants to realize the value of these programs.

We continue our work with those affected by the developments at General Motors, St. Lawrence Zinc, Penn Traffic Co. and many others. Staff can be found out-stationed throughout the County, whether it be assisting a worker from Alcoa's East Plant as he or she maneuvers through the murky waters of the Trade Act or seated next to a job seeker in the Resource Room counseling him or her on resume creation or classroom training options.

2010 shall prove to be one full of new leadership, with new challenges and opportunities.



Donald Hooper
CHAIRMAN WIB



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YOUR LOCAL IDA
working For A Healthier Local Economy

MISSION STATEMENT:

To Promote, Encourage, Attract and Develop
Job Opportunities and Economically Sound
Commerce and Industry in St. Lawrence County

INDUSTRIAL DEVELOPMENT AGENCY

BRIAN W. STAPLES
Chairman
Brian W. Staples, CPA

JON GREENWOOD
Greenwood Dairy

ANDREW MCMAHON
Massena Electric Department

ERNEST LABAFF
Vice Chairman
President (Emeritus)
Aluminum Brick & Glass Workers

FREDERICK S. MORRILL
St. Lawrence County
Board of Legislators

LYNN BLEVINS
Secretary
Blevins Brothers, Inc.

R. JOSEPH WEEKES, JR.
Weekes Agency



ST. LAWRENCE COUNTY

WORKFORCE INVESTMENT BOARD

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WORKFORCE INVESTMENT BOARD

Donald J. Hooper – Pinto-Mucenski-Hooper VanHouse & Co
Richard Daddario (Treasurer) Laborers' Local 322
Ron McDougall (Secretary) AFLCIO

Jack Backus – Mort Backus & Sons
Sue Caswell – Caswell True Value
Kathy Daniels – Newton Falls Fine Paper Co., LLC
Clifford Donaldson – NYS Department of Labor
Bruce Green – America One Realty
Dr. Joseph Kennedy – SUNY Canton
Tracey Long – Alcoa
Eric Matott – Diamond Quality Cleaning
Lisa McCarty – Kelly Services, Inc.

Lisa McKeel – St. Lawrence-Lewis BOCES
Stephen Novacich – VESID
Richard Orton – United Steel Workers of America, Local 450-A
Daphne Pickert – St. Lawrence NYSARC
Dale Rice – NYS Small Business Development Center
Karen St. Hilaire – St. Lawrence County
Ryan Schermerhorn – St. Lawrence Zinc
Jeff Tyo – Perras Excavating
Mark Webster – St. Lawrence Health Alliance

YOUTH SERVICES

The St. Lawrence County Workforce Investment System actively recruited in-school and out-of-school youth for Summer Youth Employment and Training Opportunities (SYETO) 2009, a seven to fifteen week program providing paid work experience, career exploration, educational remediation, job readiness training and private sector internships. Funds supporting summer youth employment were received from TANF, (Temporary Assistance to Needy Families), WIB formula and stimulus money through the American Recovery and Reinvestment Act, (ARRA). The ARRA funds with an eligibility extension allowed WIB youth programs for the first time to provide services to individuals 22 through 24 years of age. **This year's program served 371 youth.**

Many of the out-of-school youth and non traditional students who successfully completed the summer program were enrolled for services on a year round basis. Counseling staff assisted the youth in the development of an individualized plan for the achievement of both short term and long term career goals.

Office of Economic Development staff working in collaboration with its workforce investment system One-Stop partners, offer a myriad of services to facilitate the accomplishment of identified career goals. Here are just a few of those services:

- Tutoring and GED Preparation
- Paid Employment Programs
- Occupation Specific Skills Training
- Work Experience and Internships
- Job Readiness and Retention Training
- Leadership Training
- Vocational Training
- Guidance, Counseling and Supportive Services



St. Lawrence County One-Stop Career Center

- Worker Recruitment and Job Assistance
- Employee and Job Seeker Training
- Labor Market Information
- Counseling & Referral Services
- Skills Assessment & Testing
- Education & Training Incentives

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Adult and Dislocated Worker Services

The American Recovery and Reinvestment Act was enacted to "preserve and create jobs, promote the nation's economy, and to assist those most impacted by the recession." As a result the Workforce Investment Board was charged to increase education and training opportunities, for those in need in St. Lawrence County. Support services were also increased to facilitate an individual's chosen path to employment.

To accomplish this task Workforce investment Board (WIB) staff actively recruited participants while setting up new training programs in cooperation with other County agencies as well as SUNY Canton, BOCES, and the Child Care Council. Individual Training Accounts were increased from \$4000 to \$8000 to facilitate better access to post secondary education. Participants were offered expanded training opportunities to include "Green Jobs" and the health care field. WIB staff continue to work with providers to increase the training options for our customers.

The result of these efforts was a large increase in services, requiring increased financial assistance and added staff time. Financial assistance and counselor assisted services more than doubled over the previous year.

<u>Services</u>	<u>Customers</u>
Individual Training Accounts	296
Skills Development	101
Intensive Customer Services	1,010
Staff Assisted Services	3,867
Resource Room Only	1,655
Total Customers Receiving Services	6,929

315-386-3276

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"Working for a Healthier Local Economy"

TRADE SHOWS &

MARKETING 2009

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2,800 Marketing Pieces Were Mailed
2,300 Marketing IDA Owned Buildings
500 Marketing To Canadian Companies

- NYS SBDC Selling to the Government/ Matchmaking Event, Watertown, NY
- NYS SBDC Women's Business Bootcamp
- 7th Annual North Country Symposium
- Cornell Coop Ext. Transitioning Toward Financial Stability: A Quick Look at the Options, Canton, NY
- 2009 Canadian Environmental Show, Toronto
- Canadian Technical Security Conference, Toronto
- Packaging Expo, Toronto 2009
- St. Lawrence County Chamber's Home, Garden & Business Show
- St. Lawrence County Chamber Business in the Spotlight



- Embassy Marketing/Networking Event, Ottawa
- North Country Financial Roundtable & Regulatory Summit, Canton, NY
- Eastern Ontario Economic Showcase
- Canadian Manufacturing Technology Show, Toronto
- Ogdensburg Rotary Club
- Association of Power Producers of Ontario 2009, Toronto
- Ottawa Centre for Research and Innovation Member Networking Breakfast
- Creation of New Website



St. Lawrence County Financing Programs



	SLC IDA LDC Business Venture Fund	Greater Massena Economic Development Fund	North Country Alliance Revolving Loan Fund	Micro-Enterprise Revolving Loan Fund
Eligibility	Intended for manufacturing, industrial, commercial and warehousing operations.	All types of manufacturing, industrial, or warehousing operations as well as some limited retail operations.	Private for-profit businesses and not-for profit organizations with 100 or fewer full time employees	All types of microenterprises (except taverns and restaurants) are eligible. Micro-enterprise- a business with 5 or fewer employees, at least one of whom is the owner.
Loan Amount	Lesser of 30% of the project's cost or \$400,000.	Lesser of 30% of the project's cost or \$200,000	Lesser of 40% of total project cost or \$225,000.	Up to \$20,000.
Use of Funds	Real estate acquisition, building construction and rehabilitation, or machinery and equipment acquisition and rehabilitation, or working capital and inventory with adequate security.	Real estate acquisition, building construction and rehabilitation, or machinery and equipment acquisition and rehabilitation, or working capital and inventory with adequate security.	Working capital, real estate, machinery & equipment, furniture & fixtures, accounts receivable and inventory.	Real estate, building construction and rehabilitation, machinery and equipment, inventory, and working capital.
Rate & Terms	Rate fixed at ½ of the prime rate plus 1%. Terms are normally 5-10 years.	Rate fixed at ½ of the prime rate plus 1%. Terms are normally 5-10 years.	Rate fixed at prime less 1%. Terms are normally 3-10 years.	Rate determined on project- by-project basis. Terms are normally 3-10 years.
Equity	Minimum equity investment of 10%.	Minimum equity investment of 10%.	Minimum equity investment of 10%.	Loans in excess of \$8,000 require a 50% contribution from the entrepreneur in the form of equity, loans, third party investments, or other sources.
Bank Participation	The IDA LDC will approve applications only when the required commitments from the primary lender and other necessary financing parties have been secured.	The GMEDF will approve applications only when the required commitments from the primary lender and other necessary financing parties have been secured.	Normally, a private lender must provide at least 30% of the project financing.	Bank participation is encouraged.
Misc.	Job creation/retention are considered- applicant's hiring plan must demonstrate they will create or retain at least one job for every \$15,000 of financing. Borrower required to fill 51% of new jobs with low-moderate income persons.	Limited to healthy firms with collateral sufficient to secure loan. The applicant's hiring plan must demonstrate they will create or retain at least on job for every \$15,000 of funding.	Not for agriculture, religious, golf courses, racetracks, gambling or financial institutions. Restaurants must show significant community impact. Must create or retain jobs.	Each borrower must qualify as a low-moderate income person as defined by the Department of Housing and Urban Development.
Fees	\$100 non-refundable application fee and closing costs, if applicable.	\$100 non-refundable application fee and closing costs, if applicable.	\$100 non-refundable application fee & commitment fee equal to the greater of \$250 or ½ % of loan.	No application fee. If approved, closing costs are the responsibility of the borrower (may be financed).
Time Frames	4-6 weeks	6-8 weeks	6-8 weeks	6-8 weeks

programs & services

- Low-Interest Loan and Bond Financing
- Tax Abatement Programs
- Industrial Park Management
- Industrial Building Construction
- Site Selection Assistance



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WORKFORCE INVESTMENT BOARD

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