



ST. LAWRENCE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

St. Lawrence County Industrial Development Agency Introduction and Review for the RVRDA



ST. LAWRENCE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

www.slcida.com

June 15, 2010



The St. Lawrence County Industrial Development Agency (“IDA”) is a public benefit corporation created under New York State General Municipal Law, Title 2, Section 914.

The mission of the IDA is to promote, encourage, attract and develop job opportunities and economically sound commerce and industry in St. Lawrence County.



Administrative Responsibilities

The IDA provides administrative assistance, services or oversight to the following:

- St. Lawrence County IDA Local Development Corporation
- St. Lawrence County IDA Civic Development Corporation
- Greater Massena Economic Development Fund
- St. Lawrence County Local Development Corporation



IDA Activities

- Providing financing packages and incentives for company expansions
- Constructing suitable buildings and sites for development
- Marketing the County as a potential location for new businesses
- Working with local, regional, state and federal stakeholders to improve the County economy
- Acting in a consultative capacity, aligning available resources to assist St. Lawrence County firms



Financing and Incentives

- Loan Funds and Financing Packages
- Bond Financing
- Tax Reduction Incentives
 - Mortgage Recording Tax Exemption
 - Sales and Use Tax Exemption
 - Real Property Tax Abatement



Financing and Incentives: Loan Funds and Financing Packages

There are a number of local, county and regional loan funds that are available in St. Lawrence County. Funding is available for a variety of company sizes and types, from microenterprise firms and start-up businesses to larger operations and organizations.

The following loan funds are administered through the IDA or IDA LDC:

- St. Lawrence County Micro Enterprise Revolving Loan Fund
- St. Lawrence County IDA Local Development Corporation Loan Fund
- St. Lawrence County IDA Industrial Progress Loan Fund
- Greater Massena Economic Development Loan Fund



Financing and Incentives: Tax Exempt Bonds

The bond financing process relies on the borrower's ability to sell the bonds that are issued on its behalf by the IDA. The IDA issues bonds, but provides neither direct financing nor guarantees in the bonding process.

Eligible or "Qualified" Bond Projects

- Manufacturing Facilities
- 501(c)(3) Charitable Facilities
- Other Exempt Facilities



Financing and Incentives: Tax Exemptions and Abatements

Mortgage Recording Tax Exemption

The mortgage recording tax in St. Lawrence County is 0.75%. Savings: \$1,000,000 mortgage = \$7,500

Sales and Use Tax Exemption

For eligible projects, purchases of construction materials and equipment rentals and purchases of equipment, furnishings and services are made as agent for the Agency, and are therefore afforded full exemption from local and New York State Sales and Use Taxes until the project is completed (i.e. certificate of occupancy).

Real Property Tax Abatement (PILOT Program)

Property tax abatements for qualified projects apply to value added by construction or renovation; provided, however, in no event will the involvement by the Agency result in revenue to the affected taxing jurisdictions in any tax year less than the revenues received in the tax year preceding involvement by the Agency.

The Agency's policy applies to both industrial and non-manufacturing projects (including, but not limited to qualified retail, office, hotel, nursing home, extended care facilities and health care facilities).

- Standard IDA PILOT: Years 1-5 100% Abatement, Years 6-10 50% Abatement
- Non-Standard (Deviation): Abatement is negotiated between the project developer and the local taxing jurisdictions



Financing and Incentives: Loan Funds and Financing Packages

Project Example: Curran Renewable Energy

Financing Assistance:

SLCIDA Bond	\$ 8,000,000
GMEDF	\$ 200,000
IDALDC	\$ 400,000
SPEC Fund	\$ 1,000,000



Curran Renewable Energy



Energy From the Forest to You.™





Financing and Incentives: Tax Exempt Manufacturing Bonds

Project Example: Newton Falls Fine Paper, LLC.

Financing Assistance:

SLCIDA Bond	\$ 10,000,000
IDA	\$ 200,000
IDA LDC	\$ 350,000
GMEDF	\$ 200,000
OSC Grant	\$ 750,000



**Newton Falls
Paper Production Facility**



*Facility Description and
Acquisition Incentive Package*



Financing and Incentives: Civic Facility Tax Exempt Bond Financing

Project Example: Clarkson University

5 Civic Facility Bond Projects
November 1990 through May 2007
\$57,160,000





Constructing Buildings

Since 1982, the IDA has invested over \$6,000,000 to construct nine buildings in St. Lawrence County.

These buildings represent a total of 152,500 square feet of space that has been constructed in the County.

<u>Location</u>	<u>Investment</u>
Massena (6)	\$ 4,037,500
Potsdam (2)	\$ 1,695,000
Gouverneur (1)	\$ 400,000



Constructing Buildings: Massena



First MIB, 1981
\$195,000



Second MIB, 1990
\$620,000



Third MIB, 1997
\$562,500





Constructing Buildings: Massena



Fourth MIB, 1999
\$635,000

*Ceramic Matrix
Composites*



Fifth and Sixth MIBs, 2002
\$1,240,000 and \$680,000

Curran Renewable Energy



Energy From the Forest to You.™





Constructing Buildings: Potsdam



Technology Development Center, 1986
\$625,000



Potsdam Commerce Park, 2006
\$1,070,000

CANTON-POTSDAM HOSPITAL
CARING BEYOND MEDICINE

Clarkson
UNIVERSITY
defy convention®



Constructing Buildings: Gouverneur



Gouverneur Industrial Park
16 acres
Shovel Ready sites



First GIB, 1992
\$400,000





Marketing the County: Objectives

- Further development of our Canadian market
- Promotion of available IDA and non-IDA sites and facilities
- Developing a coordinated offering to encourage emerging sector industries
- Highlighting the resources of our five colleges and universities
- Refining and developing outreach efforts to the “Come Back/Homestead” market
- Analyzing and focusing resources on targeted industry sectors
- Improving our cross-organizational outreach efforts within St. Lawrence County
- Capitalize on the resources now available through the RVRDA



Marketing the County: Assets

- A Strategic Location with Access to US, Canadian and World Markets
- Power, Land, Water, and Natural Resources
- Available, Affordable Sites and Buildings
- A Productive and Capable Workforce
- Educational and Technical Resources and Collaboration Opportunities
- Aggressive Tax, Training and Financial Incentives
- Air, Rail, Port and Road Transportation Systems
- A Commitment to Assist



Marketing the County: Direct Mailings

Come Back to Potsdam!
Lease/Purchase Opportunity
12,000 sq. ft. Multi-Purpose Facility

Potsdam Commerce Park
Potsdam, New York

Available Now

www.SLCIDA.com

ST. LAWRENCE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

“The U.S. Market Starts Here”



Available Facility in Massena, New York - Massena Industrial Park – Lot #20



- 24,000 sq. ft building on 2 acres
- 22,000 sq. ft. open space
- 4,000 sq. ft. office space on 2 levels
- Truck level loading (4 overhead doors)
- 15' eave, 20' center clear height
- 600 amp 480 volt 3-phase electric entrance



St. Lawrence County

The St. Lawrence County Industrial Development Agency is a public-benefit corporation that constructs and owns industrial sites and buildings, administers loan packaging and industrial revenue bond financing and provides a variety of tax-reduction incentives. The Agency promotes a core message that “The U.S. Market Starts Here,” a reference to both the County’s proximity to Canada and also the Agency’s facilitation role as the most comprehensive source of information and resources available to Canadian companies considering an expansion within the U.S. marketplace. Further information about the County is available at www.usmarketnow.com or by contacting Patrick Kelly at 315-379-9806 or pkelly@slcida.com





Marketing the County: Printed Materials

The U.S. Market Starts Here ... St. Lawrence County, New York

Located just 45 minutes from Canada's capital, St. Lawrence County provides a strategic and easily accessible U.S. border location for establishing manufacturing or distribution facilities.



ST. LAWRENCE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

If meeting U.S. content requirements for federal or local government contracts, ensuring 24/7 unrestricted access to the world's largest defense market, or simply being closer to your customers is critical to your business, then locating a facility in St. Lawrence County is a competitive strategy you must consider



WWW.SLCIDA.COM

St. Lawrence County Offers ...

An Ideal U.S. Location with Direct Access from Ottawa, Montreal & Toronto.

St. Lawrence County provides an ideal U.S. location for expanding your business with convenient access from Ottawa, Montreal and Toronto. Existing facilities and Greenfield development sites available in Canton, Gouverneur, Massena, Ogdensburg, Potsdam and other desirable locations provide a real property inventory suited to the needs of almost any business.



Affordability and Enhanced Competitiveness

An appreciating Canadian dollar makes investment in the U.S. more affordable and accelerates your ROI. Adding the U.S. to this, St. Lawrence County provides a stable, educated and productive labor supply. Our workforce development programs simplify and support your worker recruitment efforts while lowering your start-up costs and increasing your competitiveness.

Secured Access to the World's Largest Defense and Security Market

Would a supply chain disruption or delay in getting product across the U.S.-Canada border impact your business and customer relationships? In a post 9/11 world, enhanced border security measures in both Canada and the U.S. could potentially challenge your supply chain and logistical operations. A St. Lawrence County facility allows you to mitigate these factors by providing a stable platform to service U.S. customers regardless of the economic or security environment. Establishing a U.S. presence may also provide you with preferential access to a broad range of programs, services, and procurement opportunities that may not otherwise be available to foreign firms.

Financing and Tax Incentives

The St. Lawrence County Industrial Development Agency serves as your one-stop access point to a variety of tax credits, deductions, and exemptions on real property and business income. Reduce your tax load and benefit from a host of aggressive financing incentives designed to help you locate and expand your business in St. Lawrence County. Let our experienced development team guide you in assessing, applying and qualifying for the most aggressive incentive programs available!

WWW.SLCIDA.COM

St. Lawrence County's diverse attributes and locations offer advantages suited to the needs of almost any business.

Let us help you select a location with the attributes that are right for you!



Greenfield Development Opportunities with "Hub Zone" Status in Direct Proximity of USDOD's Fort Drum

Gouverneur offers ample Greenfield development sites in direct proximity to Fort Drum. St. Lawrence County is in a U.S. SBA designated "Hub Zone" area, the Gouverneur Industrial Park offers fully-serviced, industrial sites.

Low-Cost and Reliable Electric Power, International Bridge Access and a Strategic Border Location

As the preferred operating location to corporate giants such as Alcoa and GM PowerTrain, Massena offers numerous strategic advantages to medium and large scale manufacturers that utilize energy intensive manufacturing processes. Massena provides an abundant supply of some of the lowest cost and most reliable electric power available in the United States in a border location with bridge access and transportation links to Eastern Ontario and Western Quebec.

International Bridge, Port and Rail Access, Empire Zone benefits

Ogdensburg provides superb geographic and transportation advantages having both a Foreign Trade Zone and aggressive Empire Zone incentives. A fully-serviced industrial park at the foot of Highway 416 offers existing buildings and build-to-suit options suited to small, medium and large sized operations.

World-class Educational Collaboration and Research Partnership Opportunities, Empire Zone Benefits, and Superb Quality of Life

With four colleges and universities between them in a picture perfect rural setting, Canton and Potsdam provide unparalleled opportunities for research collaboration across a variety of disciplines. The Center for Advanced Materials Processing at Clarkson University and the State University of New York (SUNY) at Canton offer leading programs and research in a variety of technical disciplines. Potsdam also offers Empire Zone incentives consisting of a wide range of tax exemptions and tax credits.



WWW.SLCIDA.COM



Marketing the County: Online Promotion

[Latest News](#)
[St. Lawrence County Profile](#)
[St. Lawrence County Links](#)
[Contact Us](#)
[About The IDA](#)

[Strategic Location](#)
[Labor & Education](#)
[Financing & Incentives](#)
[Sites & Buildings](#)

ST. LAWRENCE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

STRATEGIC LOCATION
THE U.S. MARKET STARTS HERE
LABOR & EDUCATION
FINANCING & INCENTIVES
SITES & BUILDINGS

FARMING IN ST. LAWRENCE COUNTY, NY

WE'VE GOT ROOM TO GROW!

As the largest county in New York State, St. Lawrence County is home to a well established agricultural industry. With over 400,000 acres being farmed, 25% of the land mass in St. Lawrence County is dedicated to agriculture. The County ranks #1 in the state in hay production and was selected as the third best County in the United States for farming in a February 2000 survey by Dairy Today Magazine.

[LOCATOR MAP](#)
[MORE INFORMATION](#)
[LINKS](#)
[CONTACT](#)

[Latest News](#)
[St. Lawrence County Profile](#)
[St. Lawrence County Links](#)
[Contact Us](#)
[About The IDA](#)

[Strategic Location](#)
[Labor & Education](#)
[Financing & Incentives](#)
[Sites & Buildings](#)

ST. LAWRENCE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

Home [Sites & Buildings](#)

Sites & Buildings

[Contact the IDA today!](#)
[Currently Available Buildings](#)
[Currently Available Sites](#)

Featured Site: Massena Industrial Park Lot 20

26,000 Square Foot Building
Massena offers some of the lowest cost and most reliable power in North America

Specifications:

- 4,000 SF Office on two floors
- 22,000 SF Open Space 15' Inside Clear Height Bay Spacing 45'x35'
- Four 8x9 Truck Level Doors
- One 12x12 Grade Level Door
- Heat/AC in the Office Area
- Heat in the Open Area
- 600 amp, 3-phase electrical service

Access Utilities:

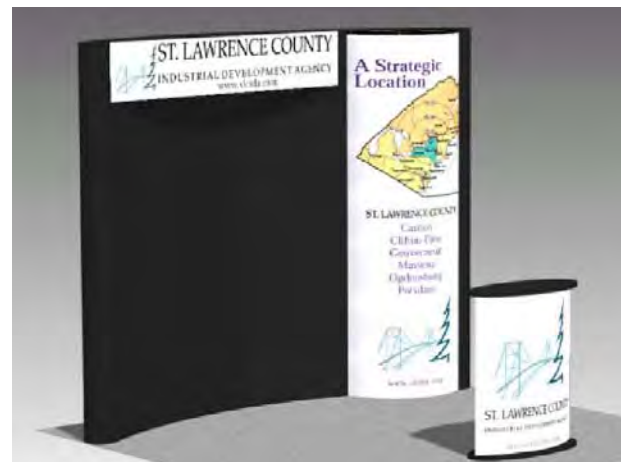
- Closest Highway: NYS Rte 37
- Miles to Highway: 2
- Closest Interstate: I 81
- Miles to Interchange: 06.56
- Access Road: Trade Drive
- Rail Service: No
- Closest Airport(s): Massena Intl - Richards Field
- Electrical Service: Massena Electric Department
- Water Service: Village of Massena
- Sewer Service: Village of Massena
- Natural Gas Service: St. Lawrence Gas



Marketing the County: Tradeshows



- A Strategic Location
- Access to U.S., Canadian, and World Markets
- Available, Affordable Sites and Buildings
- Power, Land and Water Resources
- Air, Rail, Port and Road Transportation Systems



- A Productive Workforce
- Aggressive Tax and Financial Incentives
- Local, State and Federal Training Programs
- A Variety of Natural and Cultural Attractions
- A Commitment to Assist You





Marketing the County: Seminars and Events




*St. Lawrence County Industrial Development
Agency Mission to Canada*

**The Consul General of the United States of America
John R. Nay
and the U. S. Commercial Service**

*are pleased to invite you to a presentation and reception addressing
Strategic Advantages of Establishing a U.S. Facility
with a delegation from St. Lawrence County, New York State*

*on Wednesday, May 9, 2007
from 5:30 p.m. to 7:00 p.m.*

*R.S.V.P. by May 4
(416) 595-5412 Ext. 224
Business Attire*

*152 Warren Rd.
Toronto*

*This invitation is non-transferable. Please present it upon arrival.
Photo I.D. may be requested*

\$160 BILLION

The Amount U.S. Federal and State Governments Will Spend in 2006 Purchasing Security-Related Products, Solutions and Technologies

How much of this market will you supply?

Find out how to **compete and succeed** in the U.S. Homeland Security Market. Attend St. Lawrence County's seminar entitled "Accessing Opportunities and Contacts in the U.S. Government Homeland Security Market"




Discover what products and services are in demand and how establishing a U.S. presence can facilitate your access to this rapidly expanding market. Get detailed information on financing programs, tax incentives, training funds, and available industrial sites — all of which serve to enhance your competitive position in the U.S. marketplace.

When: Fri., Nov. 4, 2005, 9:30 am to 11:30 am
Where: Canton, New York (75 minutes south of Ottawa)
How: Register on-line or call Sue Denny at (315) 379-9806

This seminar is being offered at NO COST to you.

Register Today at: www.SLCIDA.com

REGISTER by November 3rd





Marketing the County: Media Placements

NOW AVAILABLE
Massena Industrial Park – Lot #20, Massena, New York



- 24,000 sq. ft. on 2 acres
- 22,000 sq. ft. open space
- 4,000 sq. ft. office space, 2 levels
- Truck level loading (4 overhead doors)
- 15' nave, 20' center clear height
- 800 amp, 480 volt 3-phase electric

Take the next step and visit us online at
www.usmarketnow.com

Contact Brian Norton | Tel: (315) 379-9806
bnorton@slcida.com

St. Lawrence County Industrial Development Agency
80 State Highway 310, Suite 8, Canton, New York, 13617, USA

St. Lawrence County: The U.S. Market Starts Here

Partner with Clarkson University and the St. Lawrence County Industrial Development Agency for access to world-class research and development opportunities...

St. Lawrence County is located on the U.S.-Canada border in Upstate New York, just 45 minutes from the Canadian capital of Ottawa and less than a day's drive from major markets like New York, Boston, Montreal and Toronto.

Clarkson University, one of the five colleges and universities in St. Lawrence County, is home to the Center for Advanced Materials Processing (CAMP). CAMP is dedicated to developing Clarkson's research and educational programs in high-technology materials processing and is focused on industrial concerns and meeting industrial needs. CAMP's mandate is to develop innovations in advanced materials processing

and to transfer this technology to business and industry. The Center is built on Clarkson's recognized expertise in colloid and surface science and fine particle technology. It receives support from the New York State Office of Science, Technology, Encourages, attracts and develops job opportunities and economically sound commerce and industry in St. Lawrence County. As a full-service development agency, SLCIDA works to ensure that you maximize the services available to help you start, expand and maintain your business in St. Lawrence County. Work with them to access the full array of financing programs, incentives, sites, facilities and research collaboration opportunities available in St. Lawrence County.



and Academic Research for research and operating expenses as one of 14 Centers for Advanced Technology (CATs). In addition, CAMP-related work receives several million dollars each year from the federal government and private industry.

CAMP's mission is to perform innovative research and conduct educational efforts on the synthesis and processing of advanced materials of interest to industry.

COLLOID AND SURFACE SCIENCE

CAMP materials research efforts are centered on the production, modification and conversion of matter for which "small" particles, colloidal media and/or surfaces play an important role in the processing and/or properties of the final product.



TECHNOLOGY TRANSFER

CAMP facilitates materials-related research collaborations with industry and effective dissemination of the research results.

EDUCATION AND TRAINING

CAMP conducts focused materials educational activities, supports the training of materials research personnel, and interacts with the materials-related components of the academic programs at Clarkson University.

The St. Lawrence County Industrial Development Agency is a public benefit corporation that promotes, encourages, attracts and develops job opportunities and economically sound commerce and industry in St. Lawrence County. As a full-service development agency, SLCIDA works to ensure that you maximize the services available to help you start, expand and maintain your business in St. Lawrence County. Work with them to access the full array of financing programs, incentives, sites, facilities and research collaboration opportunities available in St. Lawrence County.



ST. LAWRENCE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

Visit our website at www.slcida.com or contact us by phone or e-mail to learn more about how your business can thrive in St. Lawrence County.

Contact Patrick Kelly at
(315) 379-9806 or pkelly@slcida.com

Do Energy Costs Power Your Bottom Line?

Massena, New York offers one of the lowest industrial electrical power rates in North America – and it's green too! Lower your operating costs while securing access to the world's largest market with a U.S. expansion strategy that starts in St. Lawrence County, New York.

Benefit from St. Lawrence County's:

- Existing inventory of industrial buildings and greenfield sites
- Stable, skilled labor force and job training assistance
- Aggressive financing packages and tax incentives
- Low cost, fixed rate, high reliability green power
- St. Lawrence Seaway port access

St. Lawrence County New York The U.S. Market Starts Here!

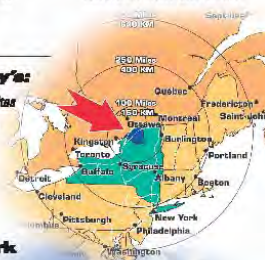


Carve
up to 10% of
PACE
Industrial
worth \$300

Contact: Patrick Kelly
Tel: 315 379-9806
pkelly@slcida.com



ST. LAWRENCE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY



www.usmarketnow.com



Marketing the County: Partnerships

Massena Electric Department



New York Power Authority



National Grid



North Country Alliance



Essential New York Initiative



Representative Presence in Canada





Working with local, regional, state and federal stakeholders

- Local Communities
- Regional Economic Development Agencies
- Chambers of Commerce
- Utility Providers
- Colleges and Universities
- Workforce Development
- Elected Officials and Government Agencies
- Private Business and Industry



Aligning Resources to Assist St. Lawrence County Firms

Project History

53 IDA Bond Projects	\$872,175,700
3 CDC Bond Projects (Pending)	\$ 24,530,000
29 Industrial Progress Fund Loans	\$ 5,203,941
65 IDALDC Fund Loans	\$ 8,213,464
16 Lease-Type Projects	\$ 79,319,036
15 GMEDF Loans	\$ 2,868,000
18 IDA Projects (Buildings, etc.)	\$ 7,131,040
55 LDC Microenterprise Loans	\$ 804,695