

St. Lawrence River Valley Redevelopment Agency
Minutes of February 21, 2012 Meeting ~ Town of Louisville Municipal Offices, Massena NY

Call to Order: The meeting was called to order at 6:03 PM by Vice-Chairman Strait.

Roll Call/Determination of Quorum: Mssrs. Burns, Murphy, and Strait attend. NYPA's Michael Huvane joins the meeting via conference call, while NYPA's Karen White is also in attendance. The quorum is recognized.

Public Notice: Public notifications were sent February 10, 2012 to, at a minimum: St. Lawrence County's newspapers designated for the publication of local laws and other matters required by law to be published; additional local media sources and websites.

Approval of Minutes: Burns/Murphy motion to accept the January 17, 2012 regular meeting minutes. Accepted unanimously.

Financial Report: Mrs. Gilbert reviews the December 2011 financials. Murphy/Burns motion to accept the financials as presented. Accepted unanimously.

Committee Reports: None

Old Business: None

New Business: None

Staff Report:

2012 Community Development and Environmental Improvement Program: Mr. Kelly notes the deadline for applications is March 1, 2012.

2011 Community Development & Environmental Improvement Program: Mr. Kelly informs the group that the City of Ogdensburg is close to submitting a draw request. Staff has also been in contact with Mr. Clark at The Business Development Corporation for a Greater Massena regarding the grant for I-98 and the Rail. Rich Williams, IDA Facilities Manager, references a recent meeting with the Village of Gouverneur discussing improvements to the water system and notes the village is making some progress. Another meeting is scheduled to take place in a couple of weeks and it's expected the work on the water system will go to bid late in the late Spring of this year. North Country Pastured received funding from the North Country Regional Economic Development Council, but will need bridge financing for that award.

Lots 18 & 19 (Massena Industrial Park): Mr. Williams references minor repair on Lot 19. He mentions recent discussions where a prospect may have interest in utilizing 20,000 square feet of the building for temporary storage.

Marketing Initiative: While Mr. Kelly is awaiting response from National Grid regarding a grant application, he notes the feedback received thus far indicates the application is working up the chain and it is expected that there will be an answer any day now.

Citec: The IDA has been revisiting leads from the last few years and has engaged with Citec to attempt to re-connect with prospects. On average, a representative from both organizations has been visiting Canada one day a week taking part in events and establishing dialogue with a host of businesses. Mr.

Kelly states that being an active member of the American Chamber of Commerce (AMCHAM) in Canada, the IDA has been able to attend various networking events to become more acquainted with businesses in Canada. Additionally, Mr. Kelly notes that tradeshow events will be gearing up in about a month or so. Depending on the outcome of the National Grid application, he expects staff will be attending several shows throughout the year. One such show is the BIOMEDeVise 2012 to be held in Boston, MA in April. Mr. Kelly explains the benefits of attending the BIOMEDeVise tradeshow and its affiliation with New England based electronics businesses.

Mr. Kelly informs members of Economic Developer Meetings hosted by the IDA which are scheduled on a quarterly basis. The last meeting was held on February 10th, the kickoff session for the year. Developers consist of representatives from local economic development agencies, state and regional developers and the local colleges. A main topic of discussion at the last meeting encompassed visits with prospects – who should we be reaching out to and who should be included in the discussions. The IDA has a procedure for notifying developers of scheduled visits in the event they would have interest in attending to offer a well-rounded view of what is available here in St. Lawrence County.

Aitia Analytics: Mr. Kelly advises the group that Citec and the IDA will engage with Adam White from Aitia Analytics to obtain company contact information and discuss plans for moving forward once the results of the National Grid application are known. Aitia's perspective in the large power user market in Ontario should be an asset in our marketing efforts.

Structural Wood's loan closed in January 2012.

An agreement has been created to set the guidelines for the \$100,000 loan the RVRDA allocated to the SLC LDC Micro Fund. After a final legal review, the agreement will be ready to be implemented.

Research Projects: Ultra High Tempered Milk and Data Centers are examples of research projects from various sectors. Mr. Kelly references the economic developers' meeting with respect to obtaining information from the developers in determining where to spend time/efforts and in what sectors to focus economic development research projects. Areas to consider include spin-off industries from larger employers like Alcoa, the colleges, and the agriculture sector.

Mr. Murphy recommends reaching out to real estate companies in the area and letting them know what we have for assets and that we are interested in working with them. Mr. Kelly mentions that the IDA reaches out to banks and accountants and that the list of contacts should be expanded to include attorneys and the Board of Realtors. Mr. Murphy emphasizes the amount of development in Jefferson County right now and recommends contacting resources in Jefferson County as well. Mr. Kelly references the Drum Country Initiative and states that may be the best avenue for a regional outreach.

Mr. Murphy asks Mr. Kelly if there are any updates on Data Storage and what are the next steps? Mr. Kelly notes discussions are still on-going with Clarkson University regarding their planned data center. Mr. Kelly notes we have had discussion with one potential large data user. However, the amount of power requested was 30 megawatts to start with potential to go to 80 megawatts. Mr. Murphy asks why we couldn't find more power from the Power Authority. ~~Mr. Huvane notes that everything is fully allocated at this point.~~ Mr. Huvane responds that beyond the Preservation Power and the 20 megawatts for the RVRDA, everything else is allocated at this time. Additionally, Mr. McMahan, Superintendent from Massena Electric Department, notes there were not a lot of jobs expected to be produced for the amount of power they would need. Mr. McMahan states that these factors made a project of that nature difficult to attract. Mr. Huvane notes that in summary, the RVRDA would be giving out more than what they would get back for the amount of power to be used.

Mr. Burns asks about the status of the Power Contract. Attorney Gustafson responds by referencing a conversation he had that day with Judith McCarthy of NYPA. The proposed revisions have been reviewed and both parties should be ready to meet sometime in the next week. Mr. Burns asks Attorney Gustafson if he sees any difficulties in having the contract ready by mid March. Mr. Gustafson notes that is not unreasonable.

Public Comment:

Mr. Charles McGrath: Mr. McGrath acknowledges Mr. Kelly's report and inquires about efforts in obtaining less regulation and a lower tax structure as a way of bringing more people here. Mr. Kelly responds by explaining staff efforts are concentrated on making the overall development process as easy and simple as possible in St. Lawrence County. The goal is to reach out to as many companies as possible and talk about things that can actually be delivered upon. Mr. McMahan notes the IDA is a member of the NYS Business Development Council and has a forum for encouraging business friendly actions by the state through that organization. It is discussed that governmental regulatory policies are a political issue best addressed with our elected officials. Mr. McGrath responds that he doesn't want to see people giving up working on these issues. Mr. McGrath notes very little effort has been made with this and acknowledges that it must make staff's job even more difficult to bring companies here. Mr. Murphy asks Mr. Kelly about the FTZ (Foreign Trade Zone). Mr. Kelly responds that this is not a tax incentive program. It provides duty and cash flow benefits. Now, companies are eligible anywhere in the County – not just Ogdensburg. Mr. Kelly notes this can be valuable to businesses and could give us leverage for the right company, but it is not a program offered only in St. Lawrence County.

Mr. Larry Legault asks about the timeframe for CD & EIP awards? Mr. Kelly expects a similar review process as last year, with decisions being made potentially as early as March, but more likely in April.

Executive Session:

Burns/Murphy motion for Execution Session at 6:39 PM to discuss the financial matters of a company.

The RVRDA returns to regular session and motions to adjourn the meeting at 7:35PM, upon the motion by Burns/Murphy.

Note: The next regularly scheduled meeting of the St. Lawrence River Valley Redevelopment Agency will be held at 6:00PM on Tuesday, March 20, 2012 at the Town of Louisville Municipal Offices.
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