

St. Lawrence River Valley Redevelopment Agency
Minutes of April 17, 2012 Meeting ~ Town of Louisville Municipal Offices, Massena NY

Call to Order: The meeting was called to order at 6:05 PM by Chairman McNeil.

Roll Call/Determination of Quorum: Msrs. McNeil, Burns, Carroll, 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 April 6, 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. Notification also sent to other local media sources and websites.

Approval of Minutes: Strait/Burns motion to accept the March 20, 2012 regular meeting minutes (as corrected). The minutes are accepted unanimously.

Financial Report: Tom Plastino, Deputy Chief Executive Officer/Chief Financial Officer of the St. Lawrence County Industrial Development Agency presents the February 2012 financial reports. Carroll/Strait motion to accept the financials as presented. Accepted unanimously.

Committee Reports: None

Old Business: None

New Business: None

Staff Report::

IDA Chief Executive Officer Patrick Kelly reports on the following

- 2011 Community Development & Environmental Improvement Program – Completed projects include the City of Ogdensburg, Frederic Remington Art Museum, Town of Waddington and the County Chamber (FISHCAP). North Country Pastured and Massena BDC (rail access project) have been partially funded. Massena BDC (highway marketing), Gouverneur water project and Waddington civic center project have yet to receive funds.
- April Marketing Events, overview:
 - 04/03/12: Co-sponsor, *Foreign Trade Zone*
 - 04/03/12: Host, *AMCHAM (American Chamber of Commerce in Canada)*
 - 04/17/12: Exhibitor, *EpTech Electronics Trade Show* in Toronto
 - 04/17/12: Host, *RenewSLC.org Energy Seminar*. Approximately 40 people attended with interest in generating energy savings for businesses, agriculture, and multi-use buildings.
 - 04/19/12: Exhibitor, *EpTech Electronics Trade Show* in Montreal
 - 04/24/12: Attendee, *Invest Ottawa Seminar*, with speaker Terry Matthews (investor in the St. Lawrence County area).
 - 04/25/12-04/26/12: Exhibitor (with OBPA), *BIOMEDEVISE Boston Trade Show* (medical device, biotechnology, IVD and pharmaceutical industries)
 - 04/27/12-04/28/12: Exhibitor (with SBDC), *Really Big Show* (business startup or expansion outreach).
- Upcoming Marketing Events: Materials on staff-scheduled events are distributed (IT Expo, North Country Energy Conference). Chairman McNeil expresses interest in attending the IT Expo.
- Marketing materials are being updated with a focus on power promotion, due in part to National Grid's grant funding.

Mr. Plastino reports that staff marketing efforts have resulted most recently in conversations with 3 companies with serious interests in the County.

Attorney Gustafson reports that Massena Electric Department Board of Trustees approved moving forward with the power contract. NYPA's public hearing is scheduled for May 10th from 3-7 PM at the Hawkins Point Visitor Center in Massena NY. Mr. Gustafson has been working with local legislative authorities consisting of Senator Griffo, Senator Ritchie and Assemblywoman Russell constructing language for the legislation necessary for monetization of the power. He notes that ~~contract~~ legislative language should be available for review at the next meeting. Chairman McNeil suggests the Town Supervisors should review the information as well and asks Louisville Town Supervisor Larry Legault to pass the information along for review when it's available.

Public Comment:

Mark Dzwonczyk, President and CEO of Nicholville Telephone Company, thanks the group for their quick response to the company's request for a loan amendment, and reports that the company has been able to move through the financing amendment process with no impact to employment and installations. He points out that the project was started and completed within eight (8) weeks and expresses his appreciation toward Mr. Kelly, the IDA and the RVRDA. Mr. Dzwonczyk distributes information on SLIC's Broadband Subscriber activity from 2010 – 2012 and the company's monthly revenue from 2011 – 2012. He notes that there were 1,000 residential installations this month, which places the company in very good position, and anticipates customer count should exceed 2,000 by the end of the year. Mr. Dzwonczyk is happy to say that SLIC is a profitable company now.

In response to a question from Mr. Murphy, Mr. Dzwonczyk notes that Nicholville lost about 100 customers in the past year while SLIC gained about 400 customers and confirms Mr. Murphy's presumption that this is a reflection of customers' discontinuation of their land lines in favor of cell phone usage. Mr. Dzwonczyk confirms that land line usage will continue to decrease. The FCC will zero out subsidies for old school phone lines in the future and replace universal fees and apply them to broadband to run over IP Networks.

Mr. Dzwonczyk reports that SLIC has received the NYSTAR Innovation Grant draft contract and hopes to see the completed contract and the grant revenues within 3-6 months. He notes they will be provided an 8% match of Federal funds they have received and this will enable them to pay off their RVRDA/IDALDC loan.

Mr. Dzwonczyk mentions that the twelve new commercial customers in Ogdensburg (United Helpers and others – mainly along Ford Street) will give the company an additional \$8,000 in revenue beginning next month. Conversations to partner with DANC to provide broadband to Ogdensburg's industrial park are ongoing.

Lastly, Mr. Dzwonczyk mentions the SLIC Network Solutions' name is getting around. He notes Rural Broadband money has been billed out for New York State and SLIC has been asked to develop a map to show broadband gaps in this area. As a result of their work in this area, SLIC's reputation is getting out there and more work is becoming available, and he again thanks the RVRDA.

Amanda Purcell (NNY Newspapers) asks how the power contract money will be transferred from NYPA to the RVRDA. Mr. Gustafson states this is a three-party agreement, noting power will be sold and used to fund economic development projects, with power distributed by NYPA and approved by the RVRDA, the Industrial Development Agency's Local Development Corporation, the Regional Economic Development Council and Massena Electric Department. He notes the power contract is separate from

monetization. He adds that legislation for monetization is not in place right now and will be handled as a separate issue not attached to this contract.

Larry Legault, Town Supervisor for Town of Louisville asks for an update on the 2012 Community Development and Environmental Improvement Program. Chairman McNeil notes the first group discussion is planned for tonight, immediately following this meeting. The group hopes to make decisions within a month.

Executive Session: Carroll/Strait motion for Execution Session at 6:34 PM to discuss the financial or credit history of one of more corporations.

The RVRDA returns to regular session at 8:33 PM, upon the motion by Burns/Carroll.

Resolution: Strait/Burns motion to accept Authorizing Allocation of Funds in the Amount of \$95,000 for the Community Development and Environmental Improvement Program in the form of grant funding toward the \$182,000 request for the benefit of the Ogdensburg Bridge and Port Authority for Port Improvements. Approved with 4 ayes and one nay (Carroll).

The meeting is adjourned at 8:43 PM, upon the motion of Murphy/Burns.

Amended per May 15, 2012 Meeting Minutes

Note: The next regularly scheduled meeting of the St. Lawrence River Valley Redevelopment Agency will be held at 6:00PM on Tuesday, May 15, 2012 at the Town of Louisville Municipal Offices.
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