

St. Lawrence River Valley Redevelopment Agency
Minutes of June 19, 2012 Meeting ~ Town of Louisville Municipal Offices, Massena NY

Call to Order: The meeting was called to order at 6:02 PM by Chairman McNeil.

Roll Call/Determination of Quorum: Mssrs. McNeil, Murphy, Burns and Strait attend. NYPA's Karen White is also in attendance. The quorum is recognized.

Public Notice: Public notifications were sent June 7, 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: Burns/Strait motion to accept the May 15, 2012 regular meeting minutes. The minutes are accepted unanimously.

Financial Report: Mr. Plastino, Deputy Chief Executive Officer/Chief Financial Officer of the St. Lawrence County Industrial Development Agency presents the April and May 2012 financial reports. Mr. Plastino notes June's payment to MED will close out the current contract and a resolution is expected to be presented in July for renewal of the RVRDA and MED agreement.

In reference to Lot 18 in the 2012 Budget Report, Mr. Burns asks if there is potential to increase revenues to meet the budget forecast. Mr. Williams responds by stating that the (6) six-month amendment to the lease will change the revenue figure as only 500 sq ft of office space is occupied. The revenue will increase when and if the company reverts to leasing the whole building. Mr. Burns asks if there are tenant prospects for Lot 18 or 19. Mr. Kelly notes Lot 19 has one tenant, so half of the building is occupied. He speculates the budget goal set for Lot 19 will be more likely to be reached by year's end versus than the one set for Lot 18. Murphy/Strait motion to accept the financials as presented. Report accepted unanimously.

Committee Reports: None

Old Business: Chairman McNeil references the revised agenda which was distributed at the start of the meeting, which reflects the November RVRDA meeting date change to November 13th.

Attorney Gustafson reports on that status of the power contract, noting that it is going to the NYPA Board of Trustees to be acted on at their June 26th meeting. Mr. Gustafson does not anticipate any problems with the power contract. It will then be forwarded to the Governor, who has 60 days to review and approve. Mr. Gustafson presumes the contract will be approved sooner, rather than later.

Discussion ensues around articles the members received from Mr. McMahon in reference to power. Mr. Murphy was surprised to learn that nuclear power has increasing costs and descending value. Mr. McMahon notes there are a lot of unknowns in the energy market right now. He states there is a very dynamic market for power right now, and that stability is one of the marketable features of the 20 megawatts. Mr. McMahon reiterates to the group that power cost is expected to increase in the East. Mr. McMahon elaborates on a recent meeting with Adam White, AITIA Analytics. Mr. White commented on uncertainties with the Ontario market as the price of power continues to rise. Mr. McMahon advises the group that businesses will want certainty and will find that in the power available here in St. Lawrence County.

New Business: Resolution: Mr. Kelly notes that a goal of the RVRDA has been to utilize its resources to leverage additional sources of financing for local projects. Ansen Corporation in Ogdensburg has been undergoing a growth phase (having added over 50 jobs this year) and has been having discussions with the IDA regarding their need for working capital. As an outcome of these discussions, NBT Bank has agreed to partner with the RVRDA by providing \$100,000 in matching funds toward a \$200,000 line of credit for Ansen Corporation which will be managed by NBT.

Resolution: Burns/Murphy move to accept the Allocation of \$100,000 for Ansen Corporation's NBT Line of Credit. Resolution is accepted with 3 'aye' votes and 1 'abstention'. Mr. Strait chose to abstain due to a conflict of interest relating to his membership on the board of NBT Bank.

Staff Report:

Mr. Plastino reports on the following:

2011 Community Development & Environmental Improvement Program ("CDEIP")

- 2011 CDEIP. Update: Completed projects include: City of Ogdensburg, Remington Art Museum, North Country Pastured, St. Lawrence County Chamber (FISHCAP), Town of Waddington
- The Village of Gouverneur's award has been redirected to Kinney Drugs (as approved at a previous meeting). Kinney Drugs plans to begin work on their project when the Village of Gouverneur begins its work (within the next couple of months).
- As of the end of May 2012, \$228,000 has been disbursed from the 2011 CDEIP funds.
- Approximately half of the funds remaining are set aside for work to be completed on the Massena rail project which is expected to be completed sometime this Fall.
- Commitment letters are due to expire the end of June 2012. Mr. Plastino notes that all of the projects awarded funds from the 2011 CDEIP have plans to move forward in 2012. Mr. Kelly advises the members to consider a 90 day or (6) six-month extension in order to enable the projects to continue moving forward.

A motion to extend the 2011 CDEIP agreements for another (6) six-months is made by Strait/Burns. Approved unanimously.

2012 Community Development & Environmental Improvement Program ("CDEIP")

- Commitment letters have been received for all approved applicants except the Town of Colton and the Town of Waddington.
- Ogdensburg Bridge and Port Authority project awarded this year is in progress
- FISHCAP agreement for second year funding will be in place soon.

Marketing:

- The IDA continues to attend a significant number of tradeshow and networking events promoting St. Lawrence County, particularly the building space available.
- An 8,000 piece mailing was recently distributed in Ontario
- Two cross-border events are scheduled for October 2012, one in Ogdensburg and one in Massena. The Ogdensburg event (October 10) will focus on cross-border exporting and importing and will be done in partnership with the Province of Ontario. Business representatives from the Ottawa region will be bussed to the event. The Port, the Industrial Park, and the Airport are all areas that will be highlighted. The Massena event (October 17) will be done in partnership with the Embassy in Ottawa & the Consulate in Montreal. A visit to the GM site and other sites of interest will be visited.

AITIA Analytics Consulting Services: Mr. Kelly informs the group of a recent meeting with Adam White of AITIA Analytics, an energy specific consulting service hired by the RVRDA and SLCIDA - LDC, where Mr. White notes that a clear advantage in the cost and certainty of power is offered in St. Lawrence County, versus the Ontario/Toronto region. Mr. Kelly and Mr. McMahon are encouraged by the information and are working with Mr. White on identifying the best firms and methods for approaching them to promote our power advantages.

The SLIC Network Solutions loan closing is scheduled for next week.

The Ogdensburg Bridge and Port Authority 2012 CDEIP grant closing will take place in the next couple of weeks.

Plans for finalizing the lease & PILOT agreement with Fockler Industries are in the works.

The Regional Economic Development Council Process is ongoing and the SLCDA is nearing the end of the pre-project phase for the Newton Falls Rail Road.

The Consolidated Funding Applications (CFA's) are due mid-July. Mr. Kelly asks members to let him know if there are projects that need assistance when completing the CFA. In May, Mr. Kelly met with the developers throughout St. Lawrence County to discuss a strategy so applications are not being submitted redundantly.

Public Comment:

Lucia Daily:

- Asks when the next round of community funding will take place. Mr. Kelly states the 2012 process was initiated in January and applications were due in February and awards were decided in May. He anticipates a similar schedule for next year.
- Asks if the RVRDA members review the Community Development and Environmental Improvement Program Applications or is it only the IDA that reviews them? Mr. Kelly responds by stating both the RVRDA members and the IDA review the applications.
- In response to Mr. Kelly's earlier statement regarding efforts to market Canadian companies to St. Lawrence County, Ms. Daily cautions the members to check the validity and record of the companies as she feels the Potsdam area was slighted by contractors from Canada and she felt the Canadian oriented strand board had an insufficient record of good business practices.

Executive Session: Strait/Murphy motion for Execution Session at 6:42 PM to discuss the financial or credit history of one specific company.

The RVRDA returns to regular session at 7:30 PM, upon the motion by Burns/Strait.

The meeting is adjourned at 7:35 PM, upon the motion of Strait/Burns.

Note: The next regularly scheduled meeting of the St. Lawrence River Valley Redevelopment Agency will be held at 6:00PM on Tuesday, July 17, 2012 at the Town of Louisville Municipal Offices.
