

St. Lawrence River Valley Redevelopment Agency
Minutes of June 18, 2013 Meeting ~ Town of Louisville Municipal Offices, Massena NY

Call to Order: The meeting was called to order at 6:06 PM by Chairman McNeil.

Roll Call/Determination of Quorum: Mssrs. McNeil, Murphy, Strait and Carroll attend. NYPA Representative Karen White is in attendance in Michael Huvane's absence. The quorum is recognized.

Public Notice: Public notifications were sent June 7, 2013 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.

Presentations: None

Approval of Minutes: Strait/Murphy motion to accept the May 21, 2013 regular meeting minutes. The minutes are accepted unanimously.

Financial Report: Tom Plastino, Chief Financial Officer and Deputy Chief Executive Officer of the St. Lawrence County Industrial Development Agency, reports on the May 2013 Financials. He addresses a question in reference to a utility expense for the Massena Industrial Park Lot 18 Building for which there is no budget. Due to the recent vacancy of the building, a budget will be required for the RVRDA to assume the utility expenses until another tenant occupies the space. Mr. Plastino mentions that a resolution will be introduced under new business. Carroll/Murphy motion to accept the May 2013 financial report. The report is accepted unanimously.

Committee Reports: None

Old Business: None

Mr. McNeil references a Local Government Task Force meeting he attended in the Town of Louisville on April 18th in support of legislation for monetization of the 20 megawatts of economic development power. As a result, the Town of Louisville passed a resolution in support of legislation for monetization, as did the Towns of Massena and Lisbon.

New Business: Resolution: Authorizing Adjustments to the St. Lawrence River Valley Redevelopment Agency 2013 Budget. Members inquire into the necessity of having utilities on in the Lot 18 Building in the Massena Industrial Park, as there is not a tenant in the building. Rich Williams, Facilities Manager for the St. Lawrence County Industrial Development Agency, advises the members to keep the power on in the building as the price to have it re-inspected when it has been off for awhile is expensive. Also, Mr. Williams notes that potential tenants viewing the building will have a more favorable impression when the lights are on – rather than walking through a dark, empty building. Carroll/Murphy motion to accept the resolution. The resolution passes with three “aye” votes and one “nay” vote (Mr. Strait).

Resolution: Amending Resolution RVR: 13-01-01: “Authorizing Expenditures for Repairs and Improvements to Lots 18 & 19”. Mr. Kelly references the Consolidated Funding Application grant award on behalf of Empire State Development for renovation and repairs to Lot 18 & Lot 19 in the Massena Industrial Park. Although the grant award does not cover the full cost of repairs needed, he is encouraged by the incentive offer which allows for a \$60,000 return on a \$150,000 investment. Mr. Williams distributes a list to the members outlining the repairs needed for both buildings. Discussion ensues around the large amount of money going into the buildings and not having them occupied. Mr.

Plastino mentions that he has recently shown both buildings to prospective tenants and he feels there is a significant level of interest in the majority of those clients. He adds that the price of the buildings was a great deal and that it made sense to keep them maintained; there needs to be money invested in them so they will show nicely. Carroll/Strait motion to accept the resolution. Accepted unanimously.

Staff Report: Mr. Kelly reports that the St. Lawrence County Industrial Development Agency is providing a Sales & Use Tax and a PILOT for High Peaks Winery. The RVRDA had approved a loan to High Peaks Winery at its previous meeting.

Mr. Murphy inquires about the Massena BDC grant for the rail spur. Mr. Williams responds by stating that the process for infrastructure grants seems to take awhile to come to fruition.

Marketing Update: Mr. Kelly lists the in-county and out-of-region tradeshow and marketing events that have been attended so far this year. In addition, an 18,000 piece mailing is set to go out in the Ontario Industrial Magazine which highlights available buildings in St. Lawrence County (the Lot 18 building is included in this insert). Also, a 7,000 piece mailing is going out in the Ontario and Quebec region to highlight our resources and outsourcing capabilities.

Drum Country Initiative: Empire State Development and the NYS Economic Development Council are looking to hire a firm to do lead generation for the State. They are currently researching external site selection or marketing firms.

Community Development & Environmental Improvement Program – all awards have been accepted and grants have been returned with signatures. FISHCAP is now fully funded. Friends of the Robert Moses State park, Massena BDC, Town of Colton and Town of Waddington have requested extensions for their 2012 grant awards.

St. Lawrence Psychiatric Center: An announcement regarding whether or not the center will remain open is expected by July 8th. Postcards are being circulated throughout the community to be signed and sent to Governor Cuomo and Acting Commission Kristen Woodlock in effort to reinforce our need to keep the center open.

SUNY Tax-Free Zones: Governor Cuomo proposes using SUNY campuses as a tax base promotional incentive. It is a proposal right now. The legislature is in session until Friday, at which time the proposal will either be accepted or denied. Mr. Murphy asks how this is predicted to go. Mr. Kelly states that he is not sure how it will go – things are too vague right now. Once the guidelines are in place we should have a better understanding of how this will work. Mr. Murphy advises the group to reach out to new sciences in the world instead of manufacturing. Mr. Kelly mentions bringing in a consultant to do some research for the Comprehensive Economic Development Strategy to get a better idea of what direction we should go. Maybe someone with broader connections will be able to see what we might be overlooking. Mr. Kelly mentions the Consolidated Funding Application Process that is available right now does offer a grant program for strategic planning initiatives which might be a good opportunity to explore. Mr. Murphy emphasizes the need to partner with the colleges and utilize their resources to assist us with developing this area. Mr. Kelly agrees to consider this option while he reviews examples from other areas and what they have done in the past. Mr. Kelly will return with some cost estimates to show the members what can be done. Mr. Murphy's concern is that this is year 3 of the RVRDA and he wants to get going with accomplishing more economic development efforts. Mr. Murphy references a recent article in the Watertown Daily Times citing the success of the 3-D Printing business. He emphasizes the need to look outside of the manufacturing sector because he doesn't see another General Motors coming to St. Lawrence County anytime soon.

Project Summary: Mr. Kelly reviews a list of projects that the RVRDA has been involved in over the last three years, showing a total of \$4.8 million in assistance committed to various companies and organizations through the county. Of that total, he notes that \$3.1 million has been expended so far. He provides a few examples of some unique projects, such as co-funding a line of credit with a bank for Ansen Corporation, participating in the SLIC and Nicholville Telephone Project to assist with funding broadband access to underserved areas of the county, and the loan package to North Country Dairy. Mr. Kelly notes that there has been a significant amount activity through the St. Lawrence River Valley Redevelopment Agency over the past three years.

Public Comment:

Mark Dzwonzyk, President and CEO of Nicholville Telephone Company:

- Launching IP TV this month (50 Televisions sold so far this month), as a part of their continuation of serving the underserved in the area.
- Says “Thank You” to the RVRDA for assisting with funding in order to provide 48 good paying jobs to people in St. Lawrence County.
- Still adding about 40-50 customers per week for broadband service
- Reminds the members of his link with Clarkson University and offers to assist the members in any way he can with his connection to the college.
- References the creation of an organization named Adirondack Business Creators (a group of private business people interested in investing in the Adirondacks with a common goal of instituting good business in that area. So far, the organization has raised \$100,000 to do its first six month study. The goal is to raise \$10 million for the fund to bring business to the Adirondack region. Mr. Dzwonzyk offers to assist the RVRDA with formulating a plan for economic development.

Larry Legault, Supervisor for Town of Louisville:

- Hired Wladis Law Firm to come up with a strategy for the Government Task Force Committee. Will let the RVRDA know if they will need any assistance.

Executive Session: Carroll/Murphy motion for Execution Session at 6:50 PM to discuss business financials of a particular company.

Return to regular session at 8:06 PM, upon the motion by Murphy/Carroll.

Murphy/Strait motion to accept requests to provide extensions for the outstanding Community Development & Environmental Improvement Program Projects through the end of 2013. Accepted unanimously.

The meeting is adjourned at 8:07 PM, upon the motion of Murphy/Strait.

Note: The next regularly scheduled meeting of the St. Lawrence River Valley Redevelopment Agency will be held at 6:00PM on Tuesday, July 16, 2013 at the Town of Louisville Municipal Offices.
