

St. Lawrence River Valley Redevelopment Agency  
Minutes of October 15, 2013 Meeting ~ Town of Louisville Municipal Offices, Massena NY

Call to Order: The meeting was called to order at 5:58 PM by Chairman McNeil.

Roll Call/Determination of Quorum: Msrs. McNeil, Murphy, Strait and Carroll attend. Mr. Burns joins the group later in the meeting. New York Power Authority Representative Michael Huvane is not in attendance. However, NYPA Representative Karen White is present. A quorum is recognized.

Public Notice: Public notifications were sent October 4, 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: As part of the on-going efforts to achieve monetization for the unused portion of the allocation of low-cost hydropower, Chairman McNeil introduces New York State Senator Patty Ritchie and requests her insight as to what the Agency needs to do in order to broker a deal for the monetization of the 20 megawatts of power. Senator Ritchie reinforces her commitment to helping the agency move forward in whatever direction they decide to take to achieve monetization. Andrew McMahan, Superintendent for Massena Electric, adds that a plan needs to be crafted with local officials and Albany to come up with something everyone can live with while the window of opportunity is still open. In response to a question posed by Chairman McNeil, Senator Ritchie assures the group that this can be part of the budget process if the language is composed in time to get in the budget. Chairman McNeil suggests a discussion needs to take place with the Local Government Task Force, who is still discussing arrangements with the Power Authority, prior to accepting a compromise. Attorney for the St. Lawrence River Valley Redevelopment Agency, Eric Gustafson, informs the group that the Assembly never adopted any proposed legislation. Drafts were circulated, but none of them structured the allocation of 20 megawatts as it was described in the multi-party funding agreement. He notes that it is difficult to figure a path where the RVRDA can deviate from the original agreement. Senator Ritchie is not certain where the disconnect took place. However, she notes that both houses were not aligned. She encourages conversations to take place and everyone gets on the same team before January's session begins. The Senator reminds the group that she put into last year's Senate bill what she thought was the best reflection of what was asked. At the 11<sup>th</sup> hour, a bill was put forth that was totally different. This time around, she notes there is some wording available to them that the Governor is potentially looking for. She notes that Mr. Quiniones, Chairman and Chief Executive Officer of the New York Power Authority, is also committed to seeing the monetization pass. Senator Ritchie asks the members to discuss how far they are willing to deviate from what was proposed in the original agreement. Chairman McNeil suggests that an executive committee meeting should be held that would include several members of the RVRDA (to include Attorney Gustafson and Mr. McMahan), some members of the Local Government Task Force, and some members of the St. Lawrence County Industrial Development Agency. He also suggests getting Senators' Ritchie and Griffo together to discuss the outcomes arrived as a result of the meetings, while Larry Legault, from the Local Government Task Force agrees to speak with Assemblywoman Addie Russell. Senator Ritchie agrees to meet with all of the legislative parties in order to assure a unified front going back in. Mr. McNeil informs the group that this is a big piece of legislation. If everyone doesn't get together to discuss the parameters going into this and have a clear idea of what can be compromised, the legislation would not be supported by other legislators downstate. Mr. Carroll notes there has been three years of frustration among the River Valley Communities feeling they deserve this power and the economic benefit that comes with it. Senator Ritchie notes there have been a lot of calls to her office that have confused preservation power and the 20 megawatts of power, Chairman McNeil agrees there has been a lot of confusion and frustration among the local communities. Especially when they see what the Niagara Region received versus what the St. Lawrence River Valley received, He adds that this is an

economically distressed area in need of this money. Senator Ritchie mentions that Senator Maziarz will be in the area next month. She offers to reach out to him to see if he can meet with the RVRDA, as he was helpful in seeing monetization instituted in the Niagara Region. Attorney Gustafson and Chairman McNeil praise Senator Ritchie for her hard work and commitment to the RVRDA. Attorney Gustafson notes that Senator Ritchie has devoted a lot of time toward achieving monetization and should be acknowledged for her efforts.

Approval of Minutes: Carroll/Murphy motion to accept the September 17, 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 August and September 2013 Financials. Carroll/Murphy motion to accept the July 2013 financial report. The report is accepted unanimously.

*Mr. Burns joins the meeting at 6:28PM*

Committee Reports: Budget Committee [comprising of Strait/Murphy]. Mr. Strait speaks on behalf of the Budget Committee and informs the group that the emphasis of their discussion involved the 2014 Community Development and Environmental Improvement Program. Mr. Strait notes that there are other items, relative to the 2014 CDEIP application and scoring process that the committee would like to address in detail. Upon the request of Chairman McNeil, Mr. Strait and Murphy will present ideas for the 2014 CDEIP funding process at the next meeting, as well as ideas for hiring an individual to assist with marketing the County to entrepreneurs, a concept which resulted from a recent tour of the Shipley Center for Innovation at Clarkson University.

Old Business: None

New Business: Resolution: Adopting the 2014 Budget and Authorizing the Chief Executive Officer to make line item changes. Discussion ensues around the marketing funds allocated to the budget. Mr. Burns expresses concern that the amount allocated will be enough to pay for all the marketing efforts planned for 2014. Mr. Kelly notes the amount allocated is slated to be matched by the St. Lawrence County Industrial Development Agency, in addition to other applications pending through the Consolidated Funding Application process and other initiatives, which he believes will help stretch the marketing fund. Strait/Burns motion to accept the resolution. The resolution is accepted unanimously.

Staff Report: Mr. Kelly reminds the members of the change in the November and December meeting dates from the 3<sup>rd</sup> Tuesday of the month to the 2<sup>nd</sup> Tuesday of those two months, at the request of the members earlier in the year.

Mr. Kelly advises the group of loans in the process of closing before the end of the year and the current status of those already approved.

Marketing:

- Staff has attended 8 of the 9 scheduled in-county events for 2014, as well as 12 of the 15 scheduled out-of-county events.
- This week staff will attend the Centerstate CEO in Syracuse, where 12 regional counties come together to showcase the benefits available within their county, making it an exceptional place to grow a business. The event is expected to draw approximately 7,000 people from around the region.

- 18,000 insert copies were distributed in the Ontario Industrial Magazine highlighting power advantages & available sites/buildings, as well as a separate mailing of 7,000 marketing pieces to select Canadian businesses in Ontario and Quebec.
- Discussions continue in reference to recruiting someone to generate leads and prospects for the RVRDA. NYS EDC and ESD are currently developing a process where someone will identify & connect potential leads. ROI is an example of a firm out of Montreal that was hired by Centerstate CEO to spearhead this task. Mr. Kelly is scheduled to attend a conference in Rochester tomorrow where this concept will be discussed. A CFA has been submitted to allow the agency to bring in an outside resource that will be responsible for assessing the County's assets professionally. The idea is to hire a site selector to do an analysis of the County from specific target industries perspectives – evaluating what the County's strengths and weaknesses would be to firms in these sectors. This analysis would provide a more of a fundamental foundation on which to base future marketing efforts.

Community Development and Environmental Improvement Fund: All 2013 awards have been accepted by the grantees. Many of which have been funded. Four projects have been granted extensions for 2012 while two projects have yet to be expended for the 2011 process. Requests for extensions for the remaining 2011 projects need to be discussed.

Massena Industrial Park Buildings: Richard Williams, Facilities Manager for the St. Lawrence County Industrial Development Agency, reports Lot 18 & 19 repair and rehab work, supported by the 2012 grant from Empire State Development (“ESD”) as part of the North Country Regional Economic Development Consolidated Funding Application Process, is on-going. Also, the overhead doors, roof, paving, and dock work is finished. There is heat and limited air conditioning available. Other work to be done will be floor replacements & repairs, as well as painting. He adds that the work is coming along nicely. Mr. Burns notes a presence of what he thinks appears to be rust on the building. Mr. Williams explains it is not rust, but rather backsplash from when the pavement went up about six inches. He advises Mr. Burns that the work will be cleaned up at the completion of the project. Chairman McNeil asks if there is any interest in either of the buildings. Mr. Kelly acknowledges that there has been some interest, but no company is in the final stages of negotiations right now.

Public Comment:

None

Executive Session: Burns/Strait motion for Execution Session at 6:56 PM to discuss business financials of a particular company.

Return to regular session at 7:55 PM, upon the motion by Carroll/Strait.

The meeting is adjourned at 7:55 PM, upon the motion of Murphy/Strait.

<p>Note: The next regularly scheduled meeting of the St. Lawrence River Valley Redevelopment Agency will be held at <b>6:00PM</b> on Tuesday, November 12, 2013 at the Town of Louisville Municipal Offices.</p>
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