

Minutes of the  
County of Lewis Industrial Development Agency  
June 02, 2016  
IDA Office, 7642 N. State St., Lowville, New York

Attendance sheet is attached.

Chairman Rocky Fawcett called the meeting to order at 8:00 am.

**Privilege of the Floor:** Bill Schaab from North County Estates Insurance addressed the Board. Mr. Schaab reviewed each policy with the board explaining the policy coverage, the benefit of the coverage, and a comparison of previous years pricing. Mr. Schaab stated North County Estates works very closely with the IDA to ensure the best coverage at a respectable cost.

**The minutes** of the May 05, 2016 meetings were approved upon a motion made by Craig Brennan and seconded by Gary Herzig. Motion carried.

**The Financial Report** (Balance Sheet, Profit & Loss, & Review of Expenses) for the month of April 2016 were approved upon a motion made by Craig Brennan and seconded by Rocky Fawcett. Motion carried.

**Old Business:**

- **Incubator/Building** – Feasibility and coordination of the shared kitchen, bottling and other food processing in relation to the concept of an economic incubator needs to be further discussed. Mr. Virkler noted two potential next steps: a brainstorming meeting with key stakeholders and a feasibility and market analysis consulting study. The Board discussed and would like more information on the consulting study before moving forward.
- **Rail Corridor Update** – GVT has sent a formal request to terminate the PILOT agreements for the LIT and L&BR corridors. Mr. Company noted the request did not exclude the northern corridor and this must be clarified. These parcels will be returned to taxable status. Eric Virkler, Gary Herzig met with GVT and Ron Trottier. Attorney Company will contact GVT to determine next steps. In addition a sales tax exemption was requested by GVT and St Lawrence County IDA for the rail rehabilitation project on the Newton Falls Corridor. St. Lawrence County IDA is responsible for the project and bid the job under the assumption there would be no sales tax charges. Mr. Virkler explained if the sales tax savings is not allowed, the contracted work would be reduced on sections of the corridor in Harrisville and the Town of Diana. The Board discussed and believes we should expect a normal fee for the sales tax agreement and for the PILOT for the northern corridor. A meeting will be scheduled with the three county IDA's and GVT representatives.
- **Business Park** – LaBerge has completed their site concept design and cost estimates for basic infrastructure development. Mr. Virkler and Mr. Petersen noted that next steps will focus on applying for funding assistance for continued development and also evaluating the adjacent Climax manufacturing facility.

- **Economic Development Reserve** – An update for the month of May for activity in the reserve account was reviewed.
- **Harrisville Property** – Owner of property is evaluating his tax situation and the issues with donating the property. The property is in the process of being appraised at his request and this should be completed soon. Rhinehart Construction is using the property for office and staging in relation to the Newton Ralls rail construction.

#### **New Business:**

- **Wind Projects** –
  - **Roaring Brook Wind Project** – Iberdrola has received the preliminary inducement resolution. The taxing jurisdictions continue to discuss the allocation of funds for the PILOT.
  - **Own Energy/Denmark** – The company has contacted us take next steps finalize the PILOT agreement in order to move forward with project. Attorney Company noted that original terms were agreed upon in 2013. A portion of the project is in Jefferson County and the LCIDA will be asked to administer the PILOT, including sales and mortgage tax benefits for both counties. Tom Company and Eric Virkler have not been privy to recent discussion on the project and intend to set up a meeting for update on the project. Own Energy has requested a similar fee payment structure as has been agreed with Iberdrola for Roaring Brook. A portion of the fee would be paid up front and the remainder spread out over four years. The Board discussed this and asked Mr. Virkler and Mr. Company to inform the company that the IDA requests a regular upfront fee payment. The project could break ground this year.
- **Marketing** - Eric Virkler and Rocky Fawcett attended the Annual meeting of NYS Economic Development Council meeting in Cooperstown, New York. Entries were submitted to the NYSEDC from the IDA regarding the marketing of the Naturally Lewis brand from the Paige Group. Awards were given to the IDA for the following:
  - Best of Class Award: Multi-Media Advertising – Marketing & Promotional Materials.
  - Best of Class Award: Development Brochure – Marketing & Promotional Materials
  - Honorable Mention Certificate – Printed Advertising Material – Marketing & Promotional Materials

As we focus on the branding of “Naturally Lewis,” the need to improve marketing and business outreach is required. Mr. Fawcett, Mr. Herzig and Mr. Thisse met with Mr. Virkler and discussed a new part time position for marketing and grant writing. The ad hoc committee recommends adding this part time staff person.

**A motion to create a part time position for marketing and grant writing and to authorize Mr. Virkler to fill the position was made by Gary Herzig and seconded by Jared Thisse. Motion carried.**

#### **Executive Directors Report:**

- **BarkEater Craft Brewery** – BarkEater continues work on the building improvements and has made their first monthly lease payment. Equipment has been ordered.

- **Web Site Development** – With the implementation of the new web site, we continue to work closely with Coughlin regarding improvements and the initial site inventory.
- **Climax Property** – Mr. Virkler and Mr. Petersen toured the facility with representatives of Bernier Carr and Associates. We have had some contact property owners to understand the status of the building. Formal auction of the equipment will be held on June 15<sup>th</sup>. This is an On-Line Auction. Some items have been sold prior to this auction date. Buyers of the equipment will be required to move the equipment out in a timely fashion.

**Next Meeting: July 07, 2016**

**A motion to adjourn** the meeting was made by Craig Brennan and seconded by Jared Thisse. Motion carried and meeting adjourned at 9:55am.

Respectfully submitted,

Roscoe K. Fawcett  
IDA Board Chairman

County of Lewis IDA  
Board Meeting  
Thursday, June 02, 2016

Please Sign In		
	Name	Affiliation
1	Rocky Fawcett	IDA
2	Joe Lawrence	IDA
3	Tim Petersen	IDA
4	Fran Hardy	carpenters
5	Nick Altman	linkinglaw.com
6	Craig Brennan	BOL/IDA
7	Gary Herzog	IDA
8	Tom Campbell	IDA
9	Larry Duff	L.C.
10	Bill Schoab	N County Estater Inc
11	Jarod Thisso	IDA
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		