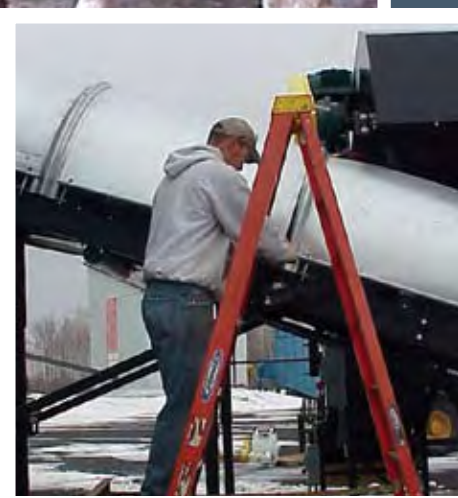




St. Lawrence County
Office of Economic
Development

2008



annual progress report
ECONOMIC STIMULUS

“During the difficult economic situations encountered during 2008, we saw success in attracting a number of new businesses, as well as “growing other businesses,” and sustaining resident businesses within St. Lawrence County.”



at the conclusion of my 2007 message, I noted that the St. Lawrence County Industrial Development Agency (IDA) would “build upon our past economic development efforts.” We have done such and there is much more to do.

2008 was a difficult year, for not only the residents of St. Lawrence County, but also the businesses located therein. The condition of the nation’s economy has significantly changed our lives and, as a result of these challenging times, we will continue in 2009 our rigorous efforts to promote, encourage, attract and develop new job opportunities. The IDA, through its staff, continues to work diligently with our workforce system partners, as well as various manufacturer and trade liaisons, to sustain and create new opportunities with the County.

When working to overcome economic problems the IDA seeks input from our stakeholders, the citizens of St. Lawrence County. St. Lawrence County’s quality of life, its location, its abundance of natural resources and most importantly its dedicated workforce, are valuable assets we look to on a daily basis to maximize and market. The IDA leverages these efforts with loan packaging, building construction, and a variety of tax incentives to enhance economic development.

During the difficult economic situations encountered during 2008, we saw success in attracting a number of new businesses, as well as “growing other businesses,” and sustaining resident businesses within St. Lawrence County. Unfortunately, not all businesses were able to overcome the many difficulties placed on them by our economy. But, I am confident in saying that we have taken the correct path in our efforts to create economic value within this County.

In closing, I believe that the St. Lawrence County Industrial Development Agency was a significant force for economic stimulus during 2008, and we shall continue to be such for the benefit of the citizens of St. Lawrence County.

Brian Staples, Chairman
ST. LAWRENCE COUNTY IDA



chairman

Brian W. Staples, CPA

vice chairman

Ernest LaBaff

President (Emeritus) Aluminum Brick & Glass Workers International

secretary

Lynn Blevins

Blevins Brothers, Inc.

chief executive officer

Raymond H. Fountain

chief financial officer

Kimberly Gilbert

Andrew J. McMahon

Massena Electric Department

Jon R. Greenwood

Greenwood Dairy

Frederick S. Morrill

St. Lawrence County Board of Legislators

R. Joseph Weekes, Jr.

Weekes Agency

“...I am confident in saying that we have taken the correct path in our efforts to create economic value within this County.”

IDA board members

awards

2008 Recognition Banquet

At its 2008 Recognition Banquet, the St. Lawrence County Industrial Development Agency acknowledged the contributions of the following:



SUNY canton

2008 IDA
Recognition
Award Recipients

cives steel
company



State University of New York at Canton:

SUNY Canton and its President, Dr. Joseph Kennedy were honored. Under Dr. Kennedy's guidance, the college has been a major stimulus to county economic activity through continual educational and workforce training, coupled with employer outreach efforts. These efforts, in partnership with the IDA, have maintained, developed, and recruited individuals and companies promoting the growth and diversification of our local economy. SUNY Canton Chief of Staff Ryan Deuel accepted the award on behalf of Dr. Kennedy.

Cives Steel Company:

A determined Cives Steel Company overcame overwhelming odds after sustaining heavy damage from a 2007 fire. The Company now endures as a vital employer for the citizens of Gouverneur and its surrounding area. Mr. Ted Totten, Cives' Division President, reinvested the company's time, energy, and finances to repair the facility. One of the company's six locations within the United States, it has grown into a very modern steel fabrication plant.



Raymond Fountain
and Ryan Deuel

Ted Totten and
Raymond Fountain



potsdam specialty paper, inc.

“The St. Lawrence County IDA assisted Potsdam Specialty Paper, Inc. in securing the necessary financing to purchase the mill...”



What started in 1892 as Racquette River Paper Co. is now Potsdam Specialty Paper, Inc. In 2007, MeadWestvaco Corporation made the business decision to divest the Potsdam Specialty Paper Business Unit from their organization. Coastline International, Inc. was a valuable customer of the Potsdam Mill who was developing a successful market in China for the saturated version of tape base grade paper produced in Potsdam. The owner of Coastline realized the opportunity and formed a small investment group who would ultimately purchase the facility in the fall of 2008. As it is for several customers, the Potsdam Mill is the sole-sourcing provider for Coastline. They have a vested interest in seeing the mill succeed, and preserving the 77 jobs that are highly valued in this community.

Ron Charette, General Manager states, “Our industry has been hit hard in North America, with the bulk of the reduced production capacity moving to Asia. The support of the local government agencies and the benefits of the Empire Zone were definite deciding factors for the ownership transfer and subsequently continued operation of the mill at the Potsdam location.” The St. Lawrence County IDA assisted Potsdam Specialty Paper, Inc. in securing the necessary financing to purchase the mill through collaboration with the Potsdam Office of Planning and Development, Development Authority of the North Country, and Empire State Development Corporation.

on September 7, 2007, in Mr. Andy Leroux’s words, “We put pulp in the pulper for the first time in almost eight years. Two hours and twenty minutes later, we had paper on the reel. There were tears in a lot of people’s eyes that morning.” The Newton Falls Fine Paper Company was alive after many years thanks to the hard work of an initial group of founders and the cooperative efforts of the St. Lawrence County IDA, New York State Empire State Development Corporation, Clifton Fine Economic Development Corporation, and the local citizens.

During 2008 this Adirondack hamlet has reawakened to a new era of local pride, growth, prosperity, and the continuance of the area’s rich history of papermaking. The mill is presently producing coated paper for medical journals, magazines and hard covered cook books. Through all their success the company remains firmly “grounded” with their sights on the company’s mission. As one of the employees said, “We have gotten a lot of publicity and we are grateful for that; but we are not where we need to be yet.” The desire to be a “dynamic force in the paper industry and economy of the western Adirondacks” continues to burn bright.

industry



newton falls fine paper co., llc.

“The desire to be a ‘dynamic force in the paper industry and economy of the western Adirondacks’ continues to burn bright.”



“Most of the out-of-school youth who successfully complete the summer program are enrolled for services on a full time basis.”



YOUTH

Services to Youth

the St. Lawrence County Workforce Investment System actively recruits in-school and out-of-school youth for Summer Youth Employment and Training Opportunities. This is a six-week, paid work experience program that also provides time for career exploration and job seeking skills. Youth are placed in employment throughout the County. Two hundred and four (204) youth received services during this past year.

Most of the out-of-school youth who successfully complete the summer program are enrolled for services on a full time basis. Counseling staff assist the youth in the development of a comprehensive “roadmap” for the achievement of both short-term and long-term career goals.

Office of Economic Development staff, working in cooperation with its Workforce Investment System partners, offer a myriad

of services to facilitate the accomplishment of identified career goals. Here are just a few of the services:

- GED Preparation
- Paid Employment Programs
- Occupation Specific Skills Training
- Employer Specific Work Experience Training
- Job Readiness and Retention Training
- Leadership Training
- Conservation Education

chairman

Mr. Michael A. Noble

vice chairman

Mr. Donald J. Hooper
Hooper & VanHouse

secretary

Mr. Ron McDougall
AFL-CIO

treasurer

Mr. Richard L. Daddario
Laborers' Local 322

Mr. Clifford Donaldson
NYS Department of Labor

Dr. Joseph Kennedy
President, SUNY Canton

Ms. Lisa McKeel
St. Lawrence-Lewis BOCES

Mr. Stephen Novacich
VESID NYS Education
Department

Mr. Richard Orton
United Steel Workers of
America, Local 450-A

Ms. Daphne A. Pickert
St. Lawrence NYSARC

Mr. Dale Rice
NYS SBDC

Ms. Karen St. Hilaire
St. Lawrence County
Administrator

Mr. Jack Backus
Mort Backus & Sons

Ms. Sue E. Caswell
Caswell True Value

Ms. Kathy Daniels
Newton Falls Fine Paper Co.,
LLC

Mr. Bruce Green
America One Realty

Ms. Tracey Long
ALCOA

Mr. Eric Matott
Matott, Inc. / Diamond Quality
Cleaning

Ms. Lisa McCarty
Kelly Services, Inc.

Mr. Ryan Schermerhorn
St. Lawrence Zinc

Mr. Jeffrey W. Tyo
Perras Excavating, Inc.

Mr. Mark Webster
St. Lawrence Health Alliance,
Inc.

**workforce
investment
board**

ST. LAWRENCE COUNTY
WORKFORCE INVESTMENT BOARD
WWW.SLCONESTOP.COM

adult services

Services to Adults and Dislocated Workers

the front door or main points of access are the Resource Room in Canton (located at the St. Lawrence County One-Stop Career Center), and offices at affiliate sites in Ogdensburg, and Massena. Outreach efforts throughout the County occur in response to plant closings and other needs and circumstances of our citizens. In the past year 6,156 adults entered the Workforce Investment System and received a total of 9,468 services.

Here are just a few of the services we provided...

- **Job Search Assistance**
- **Labor Market Info**
- **Resume Development**
- **One-on-One Employment Counseling**
- **Comprehensive Employment Plans**
- **Financial Assistance for Education and Training**
- **Relocation Assistance**
- **Referral to Employment**
- **GED Programs**



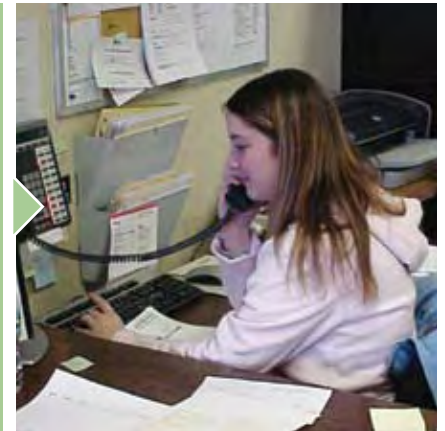
the

Canton One-Stop Career Center also provided targeted recruitment services for area employers:

- **United Helpers' Care, Inc.**
- **Wal-Mart Supercenter**
(1,120 applicants within a 30-day period)
- **New York State Corrections Officer**
(ongoing recruitment)



In the past year 6,156 adults entered the Workforce Investment System and received a total of 9,468 services.





Employment Services to Targeted Industries

the economic downturn left many employees with a loss of livelihood, as their employers closed or downsized operations. On-site and personal employment services were provided to individuals at the following companies:

Alcoa: Alcoa announced in November 2008 an anticipated reduction in its local workforce of approximately 100 people. Services were offered to union and salaried employees at both the East and West plants.

Gouverneur Talc: Early in 2008 Gouverneur Talc announced its decision to cease talc production at the plant. Staff immediately began coordinating the provision of reemployment services to those affected by the downsizing.

St. Lawrence Zinc: HudBay Minerals of Winnipeg announced its intention to close the mine in Balmat. Staff coordinated with BOCES' Gouverneur Access Center to provide services to the dislocated workers at St. Lawrence Zinc.

General Motors: On May 14, 2007 General Motors announced its intent to close the local Powertrain plant in Massena by the end of 2008. Staff assigned specifically to serve this population worked on-site until just recently, and then moved to the Department of Labor's Massena office.

Corning: Corning experienced several layoffs during 2008. One-Stop staff assisted the workers through the dissemination of information regarding the availability of employment and training services.

services



"The Workforce Investment System responded with on-site and personal employment services for individuals at these companies: Alcoa, Gouverneur Talc, St. Lawrence Zinc, General Motors and Corning."



company	total project	IDA assistance	IDALDC loan financing	LDC micro loan financing	GMEDF loan financing	WIB job training assistance
Adirondack Artisans	\$35,000			\$20,000		
Alcoa	\$40,600					\$40,600
B&S Business Services	\$2,400					\$2,400
Chuck's Pet Shop	\$56,000			\$20,000		
Cives	\$21,656					\$21,656
Clarkson	\$5,048					\$5,048
Community Bank, NA	\$3,875,000	\$706,063				
Curran Renewable Energy LLC	\$11,636,762	\$95,941				\$3,078
Dockside Village of the 1000 Islands	\$5,570,579	\$1,337,447				
Felician House B&B	\$21,200			\$11,200		
Galilee Farms, LLC	\$458,000				\$116,000	
Henry's Plumbing & Heating	\$2,046					\$2,046
JMS Mechanicals	\$1,898					\$1,898
Massena Metal, Inc.	\$2,943					\$2,943
MWV Custom Papers, LLC	\$11,653					\$11,653
NCC Systems, Inc.	\$10,243					\$10,243
Newton Falls Fine Paper Co., LLC	\$20,600,000				\$200,000	\$1,871
North Lawrence Dairy, Inc.	\$1,420,000		\$200,000			
Northern Merchants Services	\$3,804					\$3,804
Op-Tech Environmental Services	\$663,000	\$705,005				
Potsdam Specialty Paper	\$13,514,479		\$200,000		\$200,000	
Queenaire Technologies	\$396,000	\$128,029				\$1,233
St. Lawrence Valley Roasters	\$30,732			\$20,000		
St. Lawrence University	\$58,850,000					
St Lawrence Zinc	\$6,989					\$6,989
The Hair Studio	\$60,000			\$20,000		
Twin Pines QuickStop	\$9,000			\$8,000		
Upstate Heating & Plumbing	\$2,507					\$2,507
West Village Bistro	\$4,289					\$4,289
Woodruff Block	\$1,706					\$1,706
Youngs Brothers Stick Stringing	\$290,000				\$75,000	
Assistance	\$117,603,534	\$2,972,485	\$400,000	\$99,200	\$591,000	\$123,963

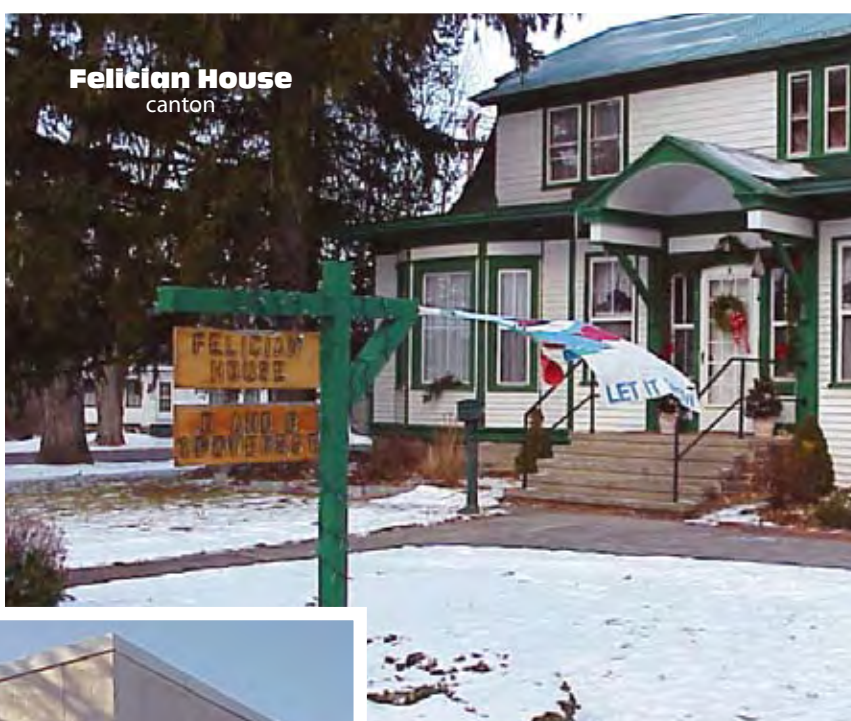
jobs retained → **542**

131 ← **new jobs created**

employers on
the move



The Hair Studio
potsdam



Felician House
canton



**Youngs Brothers
Stick Stringing**
potsdam



Community Bank
canton



La Cas Bah
potsdam



**Kinney
Drugs**
gouverneur



**Twin Pines
Quik Stop**
nicholville



**Galilee
Farms**
ogdensburg

marketing for
the future 2008

■ 15,493 marketing pieces were mailed out to Canadian companies

■ Trade Shows & Events Attended

- Advanced Manufacturing Expo - Toronto
- The 2008 Canadian Environmental Conference and Tradeshow
- SIAL Trade Fair - Montreal
- Northeastern Forest Products Equipment Expo - Essex Junction, VT
- Montreal Manufacturing and Technology Show
- US Embassy Marketing Reception, Ottawa
- Canadian Manufacturing Week (incl. Weld Expo and Metal Finishing Expo) Mississauga, Ontario
- Association of Power Producers of Ontario



Curran Renewable, LLC.

the

St. Lawrence County Industrial Development Agency continues to assist Curran Renewable Energy as they work to bring their wood pellet mill online in Massena. In addition to providing an \$8,000,000 bond issue in December of 2007, the Agency put together a financial incentive package for the project that included participation from the IDA's Local Development Corporation, the Greater Massena Economic Development Fund, the Seaway Private Equity Corporation, Empire State Development, and the Ogdensburg Empire Zone.

Over the past year, the Agency has been working with the Business Development Corporation for a Greater Massena and the Massena Electric Department to assist Curran Renewable as they have been moving through the planning and construction phases of the project. Site development of an IDA building in the Massena Industrial

Park has been completed and the company is in the final stages of machinery and equipment installation. Seaway Timber Harvesting, owned by the Curran family, will provide the wood fiber to the new company. The mill will eventually employ 50 people. Start-up of the 100,000 ton per year facility is planned for early 2009.

As important as it is to support the existing jobs and the creation of new jobs, this project has an even greater value to the entire North Country. The pellet facility is a further step toward the development of a diversified, sustainable and value-added manufacturing economy in St. Lawrence County. It represents a very real example of how our development agencies can work cooperatively with our local industry to maximize the value of our workers, our natural resources and our ability to adapt and prosper in changing and challenging economic times.



"The pellet facility is a further step toward the development of a diversified, sustainable and value-added manufacturing economy in St. Lawrence County."





as

I write this year-end message, I am acutely aware of the impact the difficult economy has had on nearly every citizen of St. Lawrence County. In 2008, the unemployment rate soared over 7%. Many businesses either downsized or closed all together. The One-Stop Career Center Resource room

staff were kept busy by citizens walking through the doors looking not only for employment, but also for help with many other diverse problems as well.

Bailout and economic stimulus package became the marquee news items as the federal government struggled to stem the universal financial downslide. How all of this will “play-out” is yet to be seen. Here at the St Lawrence County Office of Economic Development: using the resources of Industrial Development Agency and the Workforce Investment Board; services are provided for employers and individuals in a positive and professional manner. We challenged ourselves to implement an economic stimulus package of our own.

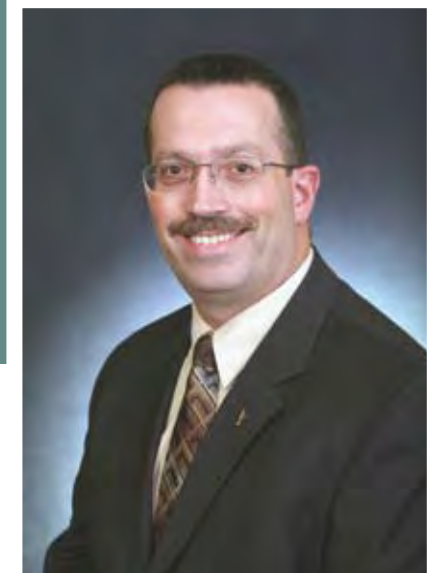
That package consisted of new more aggressive methods to implement a multi-faceted approach to accomplish our departmental goals: to provide in-house financial assistance and to identify other funding sources for the expansion of present businesses, while doing the same for new businesses wishing to locate in this county; use our resources to provide individuals the maximum opportunity to enter or in many cases re-enter the labor force; and, continue to market our abundantly qualified workforce and the quality of life that exists in St. Lawrence County. As a result, we have infused the local economy with over \$117,000,000 to our local employers; while sustaining 542 jobs and witnessing the creation of 131 jobs.

Raymond Fountain

DIRECTOR, ST. LAWRENCE COUNTY
OFFICE OF ECONOMIC DEVELOPMENT

EXECUTIVE DIRECTOR, ST. LAWRENCE COUNTY
WORKFORCE INVESTMENT BOARD

CHIEF EXECUTIVE OFFICER, ST. LAWRENCE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY



the year 2008 was one to remember. St. Lawrence County experienced the closing of some of its major employers. Coupled with downsizing by smaller companies within the region, this prompted the Workforce Investment Board (WIB) to take rapid action to further strengthen and provide economic, educational, and developmental opportunities for all our citizens and employers. We worked closely with our workforce development system partners to leverage all available resources to address this formidable task.

The Resource Room at the One-Stop Career Center experienced record numbers of customers. We continued to “set up shop” for the convenience of our citizens in other areas of our expansive county. Subsidized employment programs and educational training programs were offered to individuals and qualified employers.

The Board through its Workforce Development System will continue to utilize the resources at its disposal to maintain the value and quality of life that now exists for all of us here in St. Lawrence County.

Michael Noble, Chairman

ST. LAWRENCE COUNTY WIB

“We challenged ourselves to implement an economic stimulus package of our own... as a result, we have infused the local economy with over \$117,000,000 to our local employers; while sustaining 542 jobs and witnessing the creation of 131 jobs.”

“...the Workforce Investment Board (WIB) took rapid action to further strengthen and provide economic, educational, and developmental opportunities for all our citizens and employers.”

programs & services

- Low-Interest Loan and Bond Financing
- Tax Abatement Programs
- Industrial Park Management
- Industrial Building Construction
- Site Selection Assistance



ST. LAWRENCE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY

www.slcida.com

st. lawrence county one-stop career center

- Worker Recruitment and Job Assistance
- Employee and Job Seeker Training
- Labor Market Information
- Counseling & Referral Services
- Skills Assessment & Testing
- Education & Training Incentives



ST. LAWRENCE COUNTY
WORKFORCE INVESTMENT BOARD
WWW.SLCONESTOP.COM

Raymond H. Fountain, Director
St. Lawrence County Office of Economic Development
80 State Highway 310, Suite 6
Canton, New York 13617 | (315) 379-9806

WWW.STLAWCO.ORG