

**Minutes of the  
County of Clinton  
Industrial Development Agency  
July 10, 2023**

The meeting was called to order by David Hoover, Vice Chairperson, at 12:03 p.m. at the County of Clinton Industrial Development Agency (CCIDA) office located at 137 Margaret Street, Suite 208, Plattsburgh, New York.

MEMBERS PRESENT: David Hoover, Vice Chairperson  
Michael Zurlo, Secretary  
Mark Leta, Assistant Secretary  
Keith Defayette, Treasurer and Chief Financial Officer  
John VanNatten, Member  
Joey Trombley, Member

MEMBERS ABSENT: Trent Trahan, Chairperson

STAFF PRESENT: Molly Ryan, Executive Director  
Christopher Canada, Esq., Agency Counsel  
Shannon Wagner, Esq., Agency Counsel  
Toni Moffat, Executive Assistant  
Dorothy Brunell, Administrative Assistant

OTHERS PRESENT: Tom Trombley, Supervisor – Town of Champlain  
Joel Wood, North Country Chamber of Commerce

D. Hoover stated there was a quorum present.

D. Hoover waived the reading of the notice of the meeting published in the Press Republican on December 22, 2022.

**Reading and Consideration of the Draft Minutes of the Meeting of the County of Clinton Industrial Development Agency (CCIDA) of June 12, 2023.**

D. Hoover asked if there were any questions regarding the draft minutes of the June 12, 2023 meeting of the CCIDA. There were none.

On a motion by J. VanNatten, and seconded by M. Leta, it was unanimously carried to approve the minutes of the June 12, 2023 CCIDA meeting as presented.

**Presentations:**

**Tom Trombley, Supervisor – Town of Champlain**

M. Ryan advised that she recently met with T. Trahan to discuss potential ways the CCIDA could assist the area business community. This was one of the areas identified at the CCIDA's January 2023 Strategic Planning Session. Other IDA's do this by purchasing property and marketing it. M. Ryan suggested that the CCIDA potentially focus on housing projects, as this is where there is a significant need in this area. M. Ryan advised that one specific property identified by the Lake Champlain/Lake George Regional Planning Board (LCLGRP) was the former Miromar Mall location in Champlain, New York.

M. Ryan introduced T. Trombley, Supervisor of the Town of Champlain, and asked him to provide an overview of a proposed housing development, as well as some commercial redevelopment, envisioned for the former Miromar Mall property. This property consists of a total of 22 acres of land; one portion of the property is owned by the Miromar Corporation and the other section is owned by the Town of Champlain. T. Trombley explained that since there is infrastructure currently in place (water and wastewater), and considering the prime location of the property, it is deemed an excellent location for a housing project. As a next step, T. Trombley contacted Camoin Associates and asked them to determine the cost of having a feasibility study conducted. Camoin Associates advised the cost of a feasibility study would be approximately \$35,000. T. Trombley is requesting that the CCIDA consider funding this feasibility study, as he believes that increasing the availability of housing in the area will expand business opportunities as these two components go hand-in-hand.

Additionally, T. Trombley advised that he is awaiting an announcement by Empire State Development (ESD) regarding Round 7 of Governor Hochul's "Restore New York" Grant Program. The Restore New York funding is available for projects involving the demolition, deconstruction and rehabilitation of abandoned properties throughout the State. The current owners of Miromar Mall are ready to demolish the abandoned mall and receiving this \$2 million dollar grant is key. The grant awards are expected to be announced by ESD in August 2023.

J. VanNatten indicated that rather than the CCIDA funding the feasibility study for this one particular property in Champlain, that perhaps the money would be better spent identifying potential housing properties throughout Clinton County. M. Ryan stated that in their discussion, she and T. Trahan had also indicated the CCIDA should look at a countywide study, rather than one specific project. T. Trombley pointed out that the Miromar location was identified by the LCLGRP as an opportune site for a housing project, and this site was the only one identified within Clinton County.

C. Canada advised that in order for the CCIDA to fund any feasibility study, the study would have to cover all possibilities and be more of a broad economic development opportunity, i.e., the study cannot benefit a specific company or person.

M. Zurlo indicated that he would like the CCIDA to contact other firms in addition to Camoin Associates and obtain additional cost estimates for the feasibility study. M. Ryan will also determine what the scope of a different study encompassing the entire county would look like, as well as identify two other firms in addition to Camoin Associates to determine the costs. M. Ryan was requested to provide the Board with a copy of the LCLGRP's study.

#### **Joel Wood, North Country Chamber of Commerce (NCCC)**

J. Wood, Vice President of Strategic Development, NCCC, outlined the Chamber's activities associated with the recently announced closure of Nova Bus. J. Wood explained that the Chamber is taking a two-pronged strategy. First, they have formed a steering committee, of which M. Ryan is a member, as well as local municipal leaders including Mark Henry and Michael Cashman. The purpose of the steering committee is to explore options for the Nova Bus property. It is not known if Volvo intends to continue to use the facility or, if not, what potential company could be attracted to the site. J. Wood advised that a meeting is planned with the President of Nova Bus to discuss any potential restrictions for the use of the current facility, specifically whether or not they would be open to the idea of a competitor moving into that space. J. Wood advised he would update the steering committee regarding these discussions at their next meeting. J. Wood advised that Nova Bus would not be able to bid on any Federal projects because of "Buy America" restrictions; however, they would likely be able to bid on State funded or privately funded projects. So, while they are effectively leaving the US Market, they will still be able to do some manufacturing for US projects from their sites located in Canada. J. Wood advised that the Chamber is also having conversations with electric school bus manufacturers.

The second part of the Chamber's strategy is making sure suppliers doing business with Nova Bus do not leave the area once Nova Bus shuts down. J. Wood advised that they have contacted most of these suppliers to determine what their future looks like without Nova Bus. Most of the suppliers indicated that work for Nova Bus comprised 50-70 percent of their business. However, in some instances, businesses have had to turn down work in the past because they did not have sufficient capacity so now they will be able to accept additional contracts. J. Wood advised that when asked, these suppliers told the Chamber that the most effective way for them to find new customers would be their attendance at tradeshows. The largest transportation-industry equipment tradeshow will be held in Orlando, Florida, this October 9 -11<sup>th</sup>. This tradeshow is held every three years and attracts 15,000 attendees, and has over 800 exhibitors from 88 countries. J. Wood stated that they spoke to Empire State Development who advised that there is a grant opportunity called "Global New York." J. Wood advised that they need to submit the grant application as soon as possible because the booths at the tradeshow need to be booked the week of July 17th. The grant is for \$100,000 with a 25% match, of which 10% can be in-kind donations. Several NCCC employees are donating a portion of their salary as in-kind donations, which leaves 15% left to raise. TDC has donated \$5,000. Two of TDC's tenants will be attending the show. The NCCC is requesting the CCIDA donate the remaining \$10,000. There will be eight suppliers from all areas of Clinton County attending the tradeshow. J. Wood advised that the total employment of these eight suppliers far exceeds the current employment number at Nova Bus. M. Leta asked if suppliers located in the United States can provide parts, etc., to Nova Bus operations in Canada on a short-term basis in order to keep their workers employed. J. Wood advised that they can, however, they need to find United States' contracts otherwise it does not make sense to have their operations located in the United States.

J. Wood advised that the ESD Grant covers \$4,500 of the total booth cost of \$6,000, as well as transportation costs and hotel costs. Suppliers will have to pay the airfare and hotel costs upfront but they will be reimbursed from the grant funding. The Chamber will be fronting the booth costs. The NCCC is asking the companies to pay a \$500 contribution. J. Wood advised that the booth consists of bare walls, carpeted floor, two chairs and a table and it is up to the company to decorate their booth. The grant will cover a portion of these costs and it will be up to the company to cover the remainder.

C. Canada advised that the \$10,000 being requested will have to come from the Clinton County Capital Resource Corporation (CCCRC) rather than the CCIDA because the money will benefit specific companies. The Board agreed that a motion would be presented and voted on at the August 14, 2023 meeting of the CCCRC. M. Ryan indicated that we would send some of the IDA promotional materials for display at the tradeshow via the Chamber of Commerce. J. Wood advised that he and Sue Matton, Vice President of Economic Development, NCCC, will be attending the tradeshow and talking to potential businesses about locating operations in the area and, in turn, these companies could potentially seek benefits through the CCIDA.

### **Public Comment**

There was no public comment.

### **Reports**

#### **Treasurer's Report:**

K. Defayette reviewed the June 2023 Treasurer's Report. There were no questions or concerns.

On a motion by M. Zurlo, and seconded by M. Leta, it was unanimously RESOLVED to approve the May 2023 Treasurer's Report as presented by K. Defayette.

## **Old Business**

There was no old business.

## **New Business**

### **Beekman Towers Preservation, LLC**

M. Ryan advised that the public hearing for the Beekman Towers Restoration Project was held on June 22, 2023. There were no attendees other than a representative from Beekman Tower Restoration LLC, who thanked the CCIDA for its support of the Project.

On a motion by K. Defayette, and seconded by J. Trombley, it was unanimously carried to approve the minutes of the Beekman Towers Preservation, LLC Public Hearing which was held on June 22, 2023.

Discussions are ongoing regarding the PILOT agreement that has been proposed by the Company. M. Zurlo advised that he has spoken with J. LeBrun, Superintendent of the Plattsburgh City School District. J. LeBrun has expressed his support of the Project. M. Zurlo requested M. Ryan arrange a meeting with the taxing jurisdictions to further discuss the terms of the PILOT agreement to ensure that everyone is on the same page. C. Canada advised that once agreement has been reached regarding the terms of the PILOT, the next step would be approval of a Deviation Notice Resolution. The CCIDA would then send a letter to the affected taxing jurisdictions providing the details of the proposed PILOT terms. C. Canada advised that a telephone call with the Project is scheduled for Wednesday, July 12, 2023 to discuss the bonds for this Project.

## **Management Team Reports**

### **Executive Director's Report**

M. Ryan provided a brief overview of her Executive Director's Report.

### **Invenergy**

M. Ryan advised that Invenergy has indicated they are planning to submit an application with the CCIDA in September 2023.

### **Solar Power Network, LLC**

M. Ryan has been advised by Solar Power Network, LLC that they are putting their current Project, as well as their seven proposed Projects, on-hold until further notice.

There being no further business to discuss, on a motion by M. Zurlo, and seconded by J. Trombley, the meeting adjourned at 1:03 p.m.



David Hoover, Vice Chairperson