

**Minutes of the
County of Clinton
Industrial Development Agency
Wednesday, October 15, 2025**

The meeting was called to order by Trent Trahan, Chairperson, at 12:07 p.m. at the County of Clinton Industrial Development Agency (CCIDA) office located at 137 Margaret Street, Suite 208, Plattsburgh, New York.

MEMBERS PRESENT: Trent Trahan, Chairperson
Joey Trombley, Treasurer and Chief Financial Officer
Michael Zurlo, Secretary
Christine Peters, Esq., Member
John VanNatten, Member

EXCUSED: David Hoover, Vice Chairperson
Mark Leta, Member

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

OTHERS PRESENT: Bethany Quinn, Golden Shovel Agency (via Teleconference)
Alex Tranmer, Camoin Associates (via Teleconference)
Kim Ford, KLM Development, LLC
Kye Ford, KLM Development, LLC

T. Trahan stated there was a quorum present.

T. Trahan waived the reading of the notice of the meeting published in the Press Republican on December 13, 2024.

Approval of the Minutes of the September 22, 2025 Meeting

T. Trahan asked if there were any questions regarding the draft minutes of the September 22, 2025 meeting of the CCIDA. There were none.

On a motion by J. Trombley, and seconded by M. Zurlo, it was unanimously carried to approve the minutes of the September 22, 2025 meeting of the CCIDA.

Public Comment

There was no public comment.

Presentation: Golden Shovel Agency

M. Ryan introduced Bethany Quinn of Golden Shovel and asked her to provide an update on the marketing strategy being developed for the CCIDA. B. Quinn outlined the project goals which include growing visibility and digital engagement including AI generated search results, providing a measurable pipeline of qualified leads from the United States as well as international businesses evaluating expansion opportunities in Clinton County, and increased community awareness of the IDA's role using media, public engagement and event participation. B. Quinn advised that these recommendations will increase the CCIDA's visibility, strengthen its competitive

position, and achieve meaningful results to benefit the entire community. B. Quinn stated the importance of presenting a story in which Clinton County is unique to ensure it will be memorable.

B. Quinn outlined the steps involved in developing a marketing strategy for the CCIDA. Step One was stakeholder engagement including one-on-one interviews and a digital survey. Step Two was data gathering of available assets and value proposition messaging. Step Two also included community comparisons identifying what makes Clinton County unique. Step Three was analysis of community feedback, analysis of the community's strengths, weaknesses, opportunities and threats (SWOT), identification of target audiences, and analysis of marketing tactics. Some key themes from the community engagement are the quality of life, workforce strengths, the collaborative culture and our strategic location and cross-border advantage. B. Quinn stated some weaknesses identified were the housing shortage and lack of childcare services. Both weaknesses create challenges in workforce attraction and retention. B. Quinn stated that in order to effectively promote Clinton County's strengths, it is important to tailor messaging to the unique priorities of each audience and outline why companies should choose Clinton County. B. Quinn outlined the key messaging points for "Why Clinton County," which include the location of I-87, proximity to Montreal, availability of Foreign Trade Zone designations, proven track record of the success of Canadian businesses, strong infrastructure, etc.

It was suggested that it might be helpful to add other positive considerations for the County such as the lower electric rates when compared to other areas within New York State, a lower county tax rate, as well as new incentives available as outlined in the CCIDA's recently revised Uniform Tax Incentive Policy (UTEP).

B. Quinn thanked the CCIDA Board for their input and advised that it would be incorporated into the marketing strategy.

Reports

J. Trombley reviewed the September 2025 Treasurer's Report with the Board. There were no questions or concerns.

On a motion by M. Zurlo, and seconded by J. VanNatten, it was unanimously RESOLVED to approve the September 2025 Treasurer's Report as presented by J. Trombley.

Committee Reports

Finance Committee

2026 Budget

J. Trombley advised the CCIDA Finance Committee recommends posting of the CCIDA 2026 Budget to PARIS and at the Clinton County Government Center.

Old Business

There was no old business.

New Business

Posting of CCIDA 2026 Budget to PARIS and at the John H. Zurlo Clinton County Government Center

On a motion by C. Peters, and seconded by J. VanNatten, it was unanimously RESOLVED to approve posting of the 2026 Budget for the CCIDA to PARIS and at the Clinton County Government Center.

KLM Development, LLC Project

Kye and Kim Ford provided the Board with pictures from a housing project that they finished last year which illustrate the interior finishes used and indicated that the finishes of their proposed Project will be similar to those previously used. Kye Ford advised that the two housing units in the existing building on the property are progressing and they have received positive feedback from the community, as well as the homeowners adjacent to the property. Kye Ford state that once the proposed Project is completed, it will significantly improve the property and benefit the overall neighborhood. Kye Ford stated they are ready to proceed with the construction of the proposed two new duplex housing units and all the required approvals and permits are in-place. The Fords thanked the CCIDA Board for their support.

Public Hearing Resolution

The following resolution was offered by M. Zurlo, seconded by J. Trombley, to wit:

Resolution No. 10-25-01

RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR OF COUNTY OF CLINTON INDUSTRIAL DEVELOPMENT AGENCY TO HOLD A PUBLIC HEARING REGARDING A PROPOSED PROJECT TO BE UNDERTAKEN FOR THE BENEFIT OF KLM DEVELOPMENT L.L.C.

WHEREAS, County of Clinton Industrial Development Agency (the "Agency") is authorized and empowered by the provisions of Chapter 1030 of the 1969 Laws of New York, constituting Title 1 of Article 18-A of the General Municipal Law, Chapter 24 of the Consolidated Laws of New York, as amended (the "Enabling Act") and Chapter 225 of the 1971 Laws of New York, as amended, constituting Section 895-f of said General Municipal Law (said Chapter and the Enabling Act being hereinafter collectively referred to as the "Act") to promote, develop, encourage and assist in the acquiring, constructing, reconstructing, improving, maintaining, equipping and furnishing of manufacturing, warehousing, research, commercial and industrial facilities, among others, for the purpose of promoting, attracting and developing economically sound commerce and industry to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York, to improve their prosperity and standard of living, and to prevent unemployment and economic deterioration; and

WHEREAS, to accomplish its stated purposes, the Agency is authorized and empowered under the Act to acquire, construct, reconstruct and install one or more "projects" (as defined in the Act), or to cause said projects to be acquired, constructed, reconstructed and installed, and to convey said projects or to lease said projects with the obligation to purchase; and

WHEREAS, KLM Development L.L.C., a limited liability company organized and existing under the laws of the State of New York (the "Company"), submitted an application (the "Application") to the Agency, a copy of which Application is on file at the office of the Agency, requesting that the Agency consider undertaking a project (the "Project") for the benefit of the Company, said Project consisting of the following: (A) (1) the acquisition of an interest in a parcel of land located at 15 Hamilton Street (Tax Map No.: 207.20-3-24) in the City of Plattsburgh, Clinton County, New York (collectively, the "Land") together with existing buildings located thereon (collectively, the "Existing Facility"); (2) the construction on the Land of three (3) facilities each consisting of two (2) stories and two residential housing units (collectively, the "Additional Facility," and, together with the Existing Facility, the "Facility"); and (3) the acquisition and installation therein and thereon of certain machinery, equipment and other personal property (collectively, the "Equipment") (the Land, the Facility and the Equipment being collectively referred to as the "Project Facility"), all of the foregoing to be owned and operated by the Company, or an affiliate thereof, as a market rate residential housing facility and other directly and indirectly related activities; (B) the granting of certain "financial assistance" (within the meaning of Section 854(14) of the Act) with respect to the foregoing, including potential exemptions from certain sales and use taxes, real property taxes and mortgage recording taxes (collectively, the "Financial Assistance"); and (C) the lease (with

an obligation to purchase) or sale of the Project Facility to the Company or such other person as may be designated by the Company and agreed upon by the Agency; and

WHEREAS, pursuant to Section 859-a of the Act, prior to the Agency providing any “financial assistance” (as defined in the Act) of more than \$100,000 to any project, the Agency, among other things, must hold a public hearing pursuant to Section 859-a of the Act with respect to said project; and

WHEREAS, the Agency desires to provide for compliance with the provisions of Section 859-a of the Act with respect to the Project;

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF COUNTY OF CLINTON INDUSTRIAL DEVELOPMENT AGENCY, AS FOLLOWS:

Section 1. The Agency hereby authorizes the Executive Director of the Agency, after consultation with the members of the Agency and Agency Counsel, (A) to establish the time, date and place for a public hearing of the Agency to hear all persons interested in the Project (the “Public Hearing”); (B) to cause the Public Hearing to be held in a city, town or village where the Project Facility is or is to be located, and to cause notice of such Public Hearing to be given to the public by publishing a notice or notices of such Public Hearing in a newspaper of general circulation available to the residents of the governmental units where the Project Facility is or is to be located, such notice or notices to comply with the requirements of Section 859-a of the Act; (C) to cause notice of the Public Hearing to be given to the chief executive officer of the county and of each city, town, village and school district in which the Project Facility is or is to be located to comply with the requirements of Section 859-a of the Act; (D) to conduct such Public Hearing; (E) to cause a report of the Public Hearing fairly summarizing the views presented at such Public Hearing (the “Report”) to be prepared; (F) to cause a copy of the Report to be made available to the members of the Agency; and (G) to cause this resolution to be sent via certified mail, return receipt requested to the chief executive officer of the county and of each city, town, village and school district in which the Project Facility is to be located to comply with the requirements of Section 859-a of the Act.

Section 2. The Chairperson, Vice Chairperson and/or Executive Director of the Agency is hereby authorized and directed to distribute copies of this resolution to the Company and to do such further things or perform such acts as may be necessary or convenient to implement the provisions of this resolution.

Section 3. All action taken by the Executive Director of the Agency in connection with the Public Hearing with respect to the Project prior to the date of this resolution is hereby ratified and confirmed.

Section 4. This resolution shall take effect immediately.

The question of the adoption of the foregoing resolution was duly put to a vote on roll call, which resulted as follows:

Trent Trahan	VOTING	Yes
David Hoover	VOTING	Excused
Michael E. Zurlo	VOTING	Yes
Joey Trombley	VOTING	Yes
Mark Leta	VOTING	Excused
John VanNatten	VOTING	Yes
Christine Peters	VOTING	Yes

The foregoing resolution was thereupon declared duly adopted.

Camoin Associates – Proposed Next Steps

M. Ryan introduced Alex Tranmer of Camoin Associates and asked her to outline the potential “next steps” that Camoin Associates has identified to complement their recently completed Clinton County Housing Analysis. The next steps identified include: 1) Extended Financial Feasibility Analysis (Cost: \$15,000 - \$25,000); 2) Review of Zoning and Housing Market Opportunities and Barriers (Cost: \$10,000 - \$30,000); 3) Strategies and Action Plan (Cost: \$7,500 - \$30,000); and, 4) Residential Sensitivity Analysis (Cost: \$16,000 - \$20,000). A. Tranmer provided details of each of the four options. M. Ryan stated that she did not want to see the Housing Study that was completed to just “sit on the shelf” and would like to identify how to best move forward. M. Zurlo asked if the options identified could be selected on an “à la carte” basis. A. Tranmer answered yes. M. Zurlo asked A. Tranmer to explain what the extended financial feasibility analysis would include. A. Tranmer explained that Camoin would evaluate financial scenarios based on market conditions. She indicated there was also interest in several additional sites, some privately owned, that could also be looked at.

M. Ryan asked A. Tranmer if she could provide a more detailed breakdown of the pricing. A. Tranmer stated that for Option 3, Strategies and Action Plan, the price would depend on how far into the details they go; for example, conducting a roundtable discussion with developers, as well as Town Planners, to understand the challenges associated with development of specific sites would fall into the mid-range of price. The price would be higher for a full-scale housing strategy, building off work already completed, as well as identifying partnerships, funding, zoning and land-use regulations, incentives, new programs and policies, and other strategies. M. Zurlo asked if Camoin could provide a detailed cost breakdown outlining specifically what would be provided for each level of spending. M. Zurlo stated he did not support pursuing Options 2 and 4 at this time.

J. Trombley asked for additional clarification of Option 1. M. Ryan stated that pursuing this option would result in a detailed review of additional sites. A. Tranmer indicated that for each site identified, a development concept would be created which would reflect market demand, access to infrastructure, current zoning, etc. Additionally, considerations would include potential sales or rental pricing, as well as financial market conditions such as lending rates, capitalization rates, operating expenses and property tax rates. Based on the results, Camoin could then identify gap-financing for the sites/projects. This analysis would allow the CCIDA to determine how best to provide benefits to optimize the overall financial feasibility of potential projects.

J. VanNatten posed the question that since the housing study results thus far concluded that developing the previously identified sites was not financially feasible, what benefit would there be to identifying additional sites as the overall results would likely be the same. The study thus far indicates that the big housing projects of 300 units, or even 150 units, do not cash flow. J. VanNatten suggested that rather than identifying additional sites, that it might be better to pursue smaller projects, similar to KLM Development’s current Project, that create four or six housing units and can be financially viable for the developer with the assistance of CCIDA benefits. J. VanNatten suggested that the CCIDA focus on Option 3 now and identify strategies to encourage developers to pursue smaller projects on the sites already identified. J. VanNatten agrees that Option 1 would be beneficial, however, believes that it should be pursued at some point in the future.

Based on the above discussion, the Board concluded that they would like Camoin to pursue Option 3 and provide a detailed cost breakdown for the various levels of the pricing range of \$7,500 to \$30,000. Additionally, Camoin will prioritize smaller scale developments throughout the County and, if possible, identify additional sites where a smaller scale development might be a good fit.

Clinton County Economic Development Update

C. Peters provided the following update:

- Marketing of property at Clinton Business Innovation Gateway (C-BIG) continues.
- Preparation of the 2026 budget is progressing with completion targeted for the end of October.
- Meetings with CPL to further refine their plan for the Clinton Community Property are ongoing. M. Zurlo stated that based on the feedback he has heard from people regarding the plans for this property,

people are looking for something more tangible. M. Ryan advised that CPL is working through the feedback received from Wood Cliff and Cliff Haven residents and is taking it very seriously. They are reworking their plans and focusing on a phased approach and breaking the plans down into smaller, more doable chunks. Additionally, the focus will not be on finding a large anchor tenant but rather identifying outdoor recreational activities such as an alpine slide, and perhaps pursuing a combined use housing development on the section of land across the road to create some cash flow. M. Ryan stated that redevelopment of this property is going to take time and ultimately the decisions fall to the Legislature.

Management Team Report

M. Ryan advised that she has been asked to present at the New York State Economic Development Committee Leadership Conference in New York City in November.

M. Ryan advised she is working with TDC to finalize the plans for the Manufacturing Day. The CCIDA's financial contribution will likely be dedicated towards transportation costs for some of the school districts, as well as co-sponsor of the T-shirts along with Clinton Community College. M. Ryan advised that this event is not just for students in Clinton County, and that eight or nine schools have expressed interest in attending.

M. Zurlo asked for an update on the status of the Connecticut Avenue Holdings Project. S. Wagner advised the cure period after receipt of the default notice is 30 days and she will confirm when the formal notice was issued and will provide an update to the Board for discussion at the November 17, 2025 meeting.

Regarding the AES Projects, M. Zurlo stated that he thought AES was being offered the same deal as what was given to previous wind farm projects such as the Noble projects, which was \$5,000 per megawatt plus a \$1,000 per megawatt "capacity royalty" fee. M. Ryan stated that AES was given \$5,000 per megawatt and a 2 percent escalator, which is outlined in the updated Uniform Tax Exemption Policy for green energy policies. M. Ryan does not believe a capacity royalty was ever discussed but will review the CCIDA meeting minutes to confirm.

There being no further business to discuss, on a motion by J. VanNatten, and seconded by C. Peters, the meeting was adjourned at 1:32 p.m.



Trent Trahan, Chairperson