

ESSEX COUNTY  
Industrial Development Agency  
&  
Empire Zone

ESSEX  
COUNTY



in the park  
industrial development agency

A healthy place to grow a business  
A healthy place to grow a family  
A healthy place to be...

Essex County IDA & EZ

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# 2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT



## *IDA Mission...*

Our mission is to create a viable business atmosphere that will attract compatible and diverse sustainable economic development opportunities while focusing on major assets, retention / expansion projects, quality of life and job creation.

## *Essex County IDA Board of Directors*

Chairman Darren Darrah, Willsboro Business Owner (Sportsmen's Diner)  
Vice-Chairperson James Bowen, Schroon Lake Business Owner (Adirondack Apothecary)  
Treasurer & Secretary Charles Bryant, Moriah Business Owner (Bryant's Lumber)  
Robert Dedrick, Supervisor, Town of Ticonderoga  
Jorja Sanders, Ticonderoga Business Owner (Sanders Realty)  
Bruce Bourgeois, Chesterfield Business Owner (Bourgeois' IGA)  
Jamie Rogers, Lake Placid Resident

## *Essex County IDA Staff*

Carol Calabrese, Co-Executive Director and CEO  
Jody Olcott, Co-Executive Director, CFO and Empire  
Zone Coordinator  
Sarah LaFountain, Administrative Assistant

## *Essex County IDA Professional Services*

Briggs & Norfolk  
2284 Saranac Ave.  
Lake Placid NY 12946  
Phone (518) 523-5555

Squires, Sanders & Dempsey  
350 Park Avenue, 15<sup>th</sup> Floor  
New York NY 10022  
Phone (212) 872-9853

H. Sichertman & Company  
5852 Forest Creek Drive  
East Amherst NY 14051  
Phone (716) 689-2980

# *2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT*

## *EZ Mission...*

Our mission is to provide an extraordinary economic and human resource development program targeted to areas characterized by limited new job creation and shrinking tax base in order to stimulate private investment, business development and job creation. The Essex County Zone will continue to support the retention of and promote the further development of the county's existing businesses, support the creation of new, small businesses, and continue to offer employers that are considering relocating or expanding in the county more incentives for investing here.

## *Essex County Empire Zone Administrative Board*

Chairman Thomas Scozzafava, Town of Moriah Supervisor

Vice-Chairperson Jody Olcott, Essex County IDA

Secretary William Larrow, Moriah Central School Superintendent

Treasurer Carol Genier, Village of Port Henry, Owner of Adirondack Hair Assoc.

Gary Cooke, Village of Port Henry Mayor

Victor Putman, Essex County Planning Office Directors

Cathy Moses, Chairperson Essex County Board of Supervisors

Charles Byrant, Town of Moriah, Owner of Bryant's Lumber

Alan Hipps, Essex County Housing Dept. Executive Director

George Maffey, Town of Westport, Chamber of Commerce Member

Jean Baker, Town of Wilmington, Owner of Ledgerock Motel

Linda DuRoss, Village of Port Henry, Glens Falls National Bank Branch Manager

Ted Stanfield, Town of Ticonderoga, International Paper Company

John Boyea, Town of Moriah, Owner of Boyea's Grocery & Deli

Lenny Turbini, Town of Moriah, Owner of Affordable Computer Solutions

# 2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT

## 2009 Empire Zone Program

In 2009 the Essex County Empire Zone worked with and assisted all 30 businesses on their response submissions and documentations requested that received audit letters from NYS Department of Taxation and Finance for not meeting projections for employment and investment made on their original certification application. Per contract regulations Business Annual Reports, followed by a multi section Zone Annual Report were compiled.

The Essex County Empire Zone also visited and met with all Empire Zone certified Businesses to discuss the program changes and reporting requirements.

In 2009 the Essex County Empire Zone worked on 43 information requests. Numerous businesses inquired about the EZ Program but only one was certified (Northline Utility of AuSable Forks). Other work in 2009 included continued requests to our local and State legislators to reform the Empire Zone Program to make benefits more attractive to businesses in rural areas.

In 2009 the Empire Zone also approved and certified the Tahawus Lodge Center project in AuSable Forks, a community development project. The Tahawus Lodge Center is located in the historic Masonic Hall and the project includes turning the building into a cultural and community hub.

In fall 2009 due to decreased activity in the EZ program and approval of the sunset of the Empire Zone program on June 30, 2009 Barbara Brassard, EZ Coordinator resigned and took a position at the Ticonderoga Chamber of Commerce. Barb had been with the EZ program for over 15 years.

**FRIDAY**  
The HomeTown Newspaper of Clinton, Essex and Franklin Counties  
© Copyright 2009 Vol. 116, No. 182 Putnamville, N.Y. 12161 12 cents 24 Pages

# Cultural center planned

► Appleby Foundation, Rebecca Kelly Ballet buy AuSable Forks hall

By LOCHR MCKINSTRY  
Staff Writer

AUSABLE FORKS — The historic Masonic Hall in AuSable Forks hamlet will be turned into a cultural and community hub called Tahawus Lodge Center. The structure has been purchased by the Appleby Foundation and Rebecca Kelly Ballet.

**RESTORATION EYED**  
Foundation representatives said the three-story building is in need of extensive repair, and the New York City-based group will undertake a capital campaign to raise funds for the \$1.2 million renovation.

"The restoration and reuse of this building on Main Street in the business district of AuSable Forks is a clear signal that revitalization efforts are at work," said Craig Brashear, executive director of the Appleby Foundation and Rebecca Kelly Ballet.

The ballet company, headed by Kelly, has its summer home in Saranac.

Brashear said it will "create a home for a wide network of organizations, artists, schools, museums and local businesses," services and entrepreneurs.

Retail and craft shops will be leased space in the building, which is expected to be ready in 2011.

**LOCAL ARCHITECTS**  
The local architectural team Promises, headed by Bryan Burke and Beverly Eichenlaub, has been selected to design the building renovation. Promises, based in Essex, has a background in design for communities, cultural centers and green technology.

"The Tahawus Lodge Center project is a viable and welcome addition to AuSable Forks, to make it a better place to live and work," Essex County Empire Zone Coordinator Barbara Brassard said. "This project not only deserves, but demands total support."

She said the Essex County Empire Zone development plan includes the Town of Jay's downtown revitalization efforts.

"We totally support and encourage funding of the Tahawus Lodge Center project. This will be a benefit to the economy of the region."

As an approved community development project within the Essex County Empire Zone, a 25-percent tax credit against state income tax is available for contributions of \$500 and up.

**PROJECT PRAISED**  
Jay Toner, Supervisor of Douglas, said he has read the project plan.

"Their overall plan for renovating an historic building in AuSable Forks will have a significant economic impact on our community," Douglas said.

"I applaud Rebecca Kelly Ballet for their efforts. I will gladly assist them in obtaining their goals. Their sincere dedication to enhancing new opportunities for our youth is greatly appreciated."

He said the new cultural and multi-purpose center will serve the community and create jobs, adding to the revitalization movement already under way in the town.

Brasard said she hopes it will stimulate new enterprises throughout the North Country, as well.

When the building was a Masonic Hall, it was known as the Tahawus Lodge, so Brashear and Kelly said they decided to incorporate that into the name of the new center.

The purchase price of the building was not revealed.

**See LODGE Page A5 ►**

**LOCHR MCKINSTRY**  
Staff Writer  
mckinstry@pressrepublican.com

# 2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT

## 2009 Essex County IDA Loan Program Summary



The Essex County IDA approved and closed a loan to Active Motif in Lake Placid for \$525,000 which included the refinancing of an existing \$375,000 loan as well as an additional \$150,000 for working capital. The bio-tech company's corporate office is located in California. Active Motif, currently employs 10 full-time employees at the Lake Placid location. Active Motif develops and delivers innovative cell biology-based research tools and bio-computing resources that help researchers worldwide in their quest to elucidate the function, regulation and interactions of the genes and their encoded proteins.

### *Normandy Beach Club, Westport*



The Normandie Beach Club is a resort, a beach club, and a summer getaway on the Lake Champlain in Westport. The Essex County IDA funded a small \$40,000 loan to assist with upgrades to the lake front Coco Café, casual dining facility in 2008. In 2009 the IDA approved and closed on an additional \$17,000 loan for working capital. The total project was \$1,024,085 with 4 new full and part-time positions to be created.

### *WD Grocery & Deli, Newcomb*

In December of 2009, the Essex County IDA approved a loan in the amount of \$75,000 to Donna Draper to assist in financing the purchase and inventory of WD Grocery & Deli located in Newcomb. The store will be open 7 days a week from 6AM—6 PM. The total project cost was \$180,000 with 2 new full-time and 2 new part-time positions to be created.

# 2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT

## 2009 Essex County IDA Loan Program Summary

<u>Essex County IDA Loan Summary</u>	<u>IDA Financing</u>	<u>Total Project</u>	<u>Actual Total Jobs</u>
General Composites, Town of Westport	\$275,000	\$375,000	11 FT retained, 39 FT new
Crown Point Bread, Town of Crown Point	\$ 65,000	\$108,080	4 FT new
Essex Box & Pallet, Town of Chesterfield	\$ 50,000	\$122,500	8 FT retained
Boyea's Grocery & Deli, Town of Moriah	\$ 62,000	\$209,000	7 PT new
Towne Store, Town of Schroon	\$ 50,000	\$294,000	6 PT new
Active Motif, Town of North Elba	\$550,000	\$2.125 million	11 FT new
Vista de Montana, Town of Willsboro	\$60,000	\$315,000	6 FT new
Stephano's Grill, Town of North Elba	\$41,000	\$88,500	6 PT new
Dockside Landing, Town of Ticonderoga	\$117,000	\$625,000	9 FT new
Normandie Beach Club, Town of Westport	\$57,000	\$1,024,805	6 PT new
S & W Ticonderoga, Town of Ticonderoga	\$300,000	\$4,000,000	24 FT new
Witherbee Carriage House, Town of Schroon	<u>\$50,000</u>	<u>\$265,000</u>	<u>4 PT new</u>
<b>TOTAL</b>	<b>\$1,677,000</b>	<b>\$9,551,885</b>	<b>112 Full Time</b> <b>29 part time</b>



# 2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT

## 2009 Bond Financing Program Summary



The Essex County IDA is taking official action toward the issuance and sale of up to \$20,000,000 of recovery zone facility bonds to International Paper. The project to be financed consists of certain capital improvements proposed to be installed at the Ticonderoga Mill of the Company. At the current time International Paper employs 6080 full-time employees. They also contract with 39 on-site contractors for additional mill maintenance. International Paper has annual payroll of \$45 million.

<u>Essex County IDA Bonds</u>	<u>Total Bond Financing</u>	<u>Actual Jobs</u>
Moses Ludington Nursing Home	\$13,000,000	191 FT, 99 PT
International Paper Company	\$69,860,000	578 FT, 2 PT
Elizabethtown Community Hospital	\$7,600,000	112 FT, 83 PT
Saranac Lake @ Will Rogers	\$5,000,000	19 FT, 5 PT, 1 S
Hometown Anchor	\$1,300,000	5 FT, 12 PT
North Country Comm. College Assoc.	\$6,380,000	8 FT, 2 S
MS Partnership	\$1,838,200	22 FT, 8 PT
<b><u>Straight Lease Back Transactions</u></b>		
Old Adirondack	\$2,000,000 total project	9 FT, 2 PT, 9 S
Essex Box & Pallet	\$1,650,000 total project	11 FT, 2 PT
MSP Realty	\$396,500 total project	12 FT
<b>TOTAL</b>	<b>\$109,024,700</b>	<b>967 FT, 213 PT, 12 S</b>

# 2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT

## 2009 Marketing Summary

**THE MORIAH BUSINESS PARK**  
Essex County, New York State

- Located 11 miles to I-87
- Businesses may qualify for Empire Zone program
- Lots 3,4,5 & 6 pre-permitted for immediate construction
- Municipal water and sewer (Town of Moriah) services on-site
- High speed internet access, fiber optics & 3-phase power available at park
- Road infrastructure

A healthy place to grow a business  
A healthy place to grow a family  
A healthy place to be

**For more information:**  
[www.essexcountyida.com](http://www.essexcountyida.com)  
tel: 518-873-9114 / fax: 518-873-2011

### 2008 Marketing Advertisements Summary

	<u>Views/Hits</u>	<u>Leads</u>
Empire Zone		43
IDA website	191,659 / 39,421	
Letters to new EC Businesses		207
Telephone / Walk ins		68
Vermont Life magazine		7



The marketing campaign for 2009 continued to focus and drive all leads to the Essex County IDA website: [www.essexcountyida.com](http://www.essexcountyida.com).

The Essex County IDA staff attended the NYS Economic Development Council (NYSEDC) annual conference in Cooperstown in June. Issues discussed included the new Office for Community Renewal (GOSC) as well as Empire Zone reform.

IDA participated and displayed at the Business Expo in June 2009 at the SUNY Plattsburgh Fieldhouse.

In 2009 the Essex County IDA partnered with the Essex County Visitor's Bureau, Essex County Planning Department, Essex County Housing Department and OneWorkSource to develop the Partnership for Economic Climate Change. The partnership sponsored 3 regional workshops with environmental agencies, realtors and financing institutions to discuss the newly release Adirondack Park Assessment Report and build partnerships to compile a priority list of projects and issues for Essex County.

# 2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT

## 2009 Business Development Summary



The Essex County IDA continues to be a critical partner in the CBN Connect project. This project will be accomplished through a public-private partnership with retail service providers that will construct a world-class broadband communications system.

In 2009 the corporation received a \$7.6 million FCC telemedicine grant which will connect 4 hospitals, the St. Regis-Mohawk Health Center and 3 local colleges. In 2009 the corporation also applied for additional funding from the USDA, US Department of Economic Development Administration and Empire State Development.

In Spring 2009 the Essex County IDA signed a construction and development agreement with CV-TEC. The partnership would allow the IDA to work with the CV-TEC environmental science class to continue with site development at the Moriah Business Park. The Moriah Business Park is a Shovel ready site which notes continued site development has already been approved by all regulatory agencies. CV-TEC began work in the late spring on-site. The IDA will continue this partnership in the fall of 2009 when school resumes and will coordinate a class to include surveying, storm water management, clearing & grubbing of lots and infrastructure extension.

The Lake Champlain bridge sudden closure on October 16, 2009 devastated local businesses who relied heavily on the daily traffic along Route 9N & 22 in southern Essex County. Since the closure the Essex County IDA has been working with the communities and the businesses most severely affected including coordination of the SEMO forms (State Emergency Management Office). The IDA staff met with State and local officials numerous times to discuss potential funding projects which would assist local business owners. The IDA submitted two grant applications to NYS Empire State Development for the following: up to \$630,000 for a revolving loan fund and up to \$50,000 for a marketing campaign targeting the businesses impacted by the bridge closure.



# 2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT

## 2009 Business Development Summary continued...

The Essex County IDA submitted an application to the Governor's Office for Community Renewal (OCR) on behalf of the Town of Schroon for the rehabilitation of the Rogers Brook sewer. The Town of Schroon was awarded \$585,000 from the Office of Community Renewal for the Roger Brooks sewer project which will serve 16 commercial properties along Main Street. The properties include 20 rental units and 15 businesses. The Essex County IDA will administer the grant on behalf of the town. The project will begin construction in 2010. Retain 37 full-time and 4 part-time jobs.



In 2009 on behalf of the Town of Ticonderoga the Essex County IDA coordinated an application and income surveys for two municipal sewer projects on Park Avenue and Hague Road. The Park Avenue project included municipal sewer to the newly constructed Best Western Hotel and residents along Burgoyne Road while the Hague Road project included a district extension to incorporate 10 commercial properties. The Town of Ticonderoga was awarded \$750,000 from the Governor's Office for Community Renewal (OCR). Both sewer projects were bid separately and construction was completed in July 2009.

The Essex County IDA and AES Northeast continue to work on the design and engineering of the proposed Willsboro Commerce Park. Throughout 2009 the IDA has worked to secure the CP Rail permit for the proposed new rail siding at the park and finally received



WILLSBORO COMMERCE PARK  
815 ROUTE 22  
TOWN OF WILLSBORO  
ESSEX COUNTY, NEW YORK

approved in late spring 2009. Since that time the IDA and AES Northeast has worked with the Town of Willsboro on extension of municipal sewer to service the park. AES Northeast is now completing the required Map, Plan and Report. The IDA anticipates final submission of an APA permit in the summer of 2010. This will include approx. 8 pre-permitted lots as well as rail access.

# 2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT

## 2009 Business Development Summary continued...



The Essex County IDA was notified they were the recipient of an EDA Performance Grant in the amount of \$36,893 for successful completion of the Moriah Business Park infrastructure project. The IDA will use this funding for continued construction at the park including the partnership with CV-TEC.

In October 2009, James Martin from the LA Group gave a presentation to the Essex County IDA Board summarizing the Adirondack Park Regional Project. The project outlines the economic and demographic challenges facing the region. One of the high points of the report was that the population growth rate is flat. The communities around the edge of the park are showing increases in population while the core communities are steadily losing people. Commercial and industrial purposes of land use is one half of one percent of the entire county, this was another major issue of the report. These are the local drivers of the economy, enough has been done to ensure environmental conservations within the park now , the focus now should be shifted to social and economic development issues.

On behalf of the Town of Westport, the Essex County IDA applied for a grant to Environmental Protection Fund SFY 2009-10 Local Waterfront Revitalization Program and was awarded \$25,000 for the Town of Westport to conduct planning for economic revitalization. The Town of Westport will develop a comprehensive strategy to establish Westport as a cultural center and to identify resources, gaps and potential opportunities to cultivate niche markets.



### Grants

The Essex County IDA received several grant awards in 2009:

- EDA Performance Grant—Moriah Business Park **\$36,893**
- Office of Community Renewal—Town of Schroon Roger Brooks Sewer Project **\$585,000**
- Environmental Protection Fund—Town of Westport—Local Waterfront Revitalization Program **\$25,000**



**TOTAL Grants Awarded in 2009: \$646,893**

# 2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT

## 2009 Workforce Development & Other Initiatives

The Essex County IDA continues to partner and assist with education, workforce development, incentive and quality of life driven issues in the County. IDA staff is actively involved on several decision-making boards:

Essex County Workforce Investment Counsel	Adirondack Day Care Center/Preschool Board
Regional Workforce Investment Board	Regional Youth Counsel Committee
North Country Alliance	Adirondack Harvest
Essex County Empire Zone	CBN Connect
Champlain Valley Heritage Network	Destination Moriah Committee
Lake Champlain Regional Marketing Committee	Future of Westport Committee
AuSable Forks Revitalization Committee	

### ***Essex County IDA Real Property***

Town of Jay	Tax Map #7.75-1-2.000	1.10 acres	Class 330	\$10,900 assessment
Town of E'Town	Tax Map #55.84-4-7.100	0.56 acres	Class 421	\$230,200 assessment
Town of Willsboro	Tax Map #30.12-3-1.000	5.00 acres	Class 330	\$24,800 assessment
Town of Willsboro	Tax Map #31.13-1-1.100	90.85 acres	Class 322	\$81,000 assessment
Town of Willsboro	Tax Map #30.12-2-15.100	0.54 acres	Class 311	\$600 assessment
Town of Willsboro	Tax Map #30.12-2-20.001	6.00 acres	Class 311	\$26,000 assessment
Town of Moriah	Tax Map #96.2-1-14.210	32.12 acres	Class 710	\$753,700 assessment

### ***2009 Real Property Sales***

None

### ***2009 Business Park Lease***

A 5 year lease entered into with Pre-Tech Plastics of Williston, Vermont for manufacturing and office space at the Moriah Business Park. After General Composites moved to their new location in Willsboro the additional vacant space was added to the 5 year Pre0Tech Plastics lease which allowed them to expand.

# ***GUIDELINES FOR DISPOSITION OF PROPERTY***

## **SECTION 1. DEFINITIONS**

"Contracting Officer" shall mean the officer or employee of the Essex County Industrial Development Agency (hereinafter, the "Agency") who shall be appointed by resolution to be responsible for the disposition of property.

"Dispose" or "disposal" shall mean transfer of title or any other beneficial interest in personal or real property in accordance with Section 2897 of the Public Authorities Law.

"Property" shall mean personal property in excess of five hundred dollars (\$500) in value, and real property, and any inchoate or other interest in such property, to the extent that such interest may be conveyed to another person for any purpose, excluding an interest securing a loan or other financial obligation of another party.

## **SECTION 2. DUTIES**

The Agency shall: Maintain adequate inventory controls and accountability systems for all property owned by the Agency and under its control; Periodically inventory such property to determine which property shall be disposed of; Produce a written report of such property in accordance with subsection B herewith; and Transfer or dispose of such property as promptly and practicably as possible in accordance with Section 2 below.

The Agency shall: Publish, not less frequently than annually, a report listing all real property owned in fee by the Agency. Such report shall consist of a list and full description of all real and personal property disposed of during such period. The report shall contain the price received by the Agency and the name of the purchaser for all such property sold by the Agency during such period; and Shall deliver copies of such report to the Comptroller of the State of New York, the Director of the Budget of the State of New York, the Commissioner of the New York State Office of General Services, and the New York State Legislature (via distribution to the majority leader of the Senate and the Speaker of the Assembly).

## **SECTION 3. TRANSFER OR DISPOSITION OF PROPERTY**

Supervision and Direction: Except as otherwise provided herein, the duly appointed contracting officer (the "Contracting Officer") shall have supervision and direction over the disposition and sale of property of the Agency. The Agency shall have the right to dispose of its property for any valid corporate purpose.

Custody and Control: The custody and control of Agency property, pending its disposition, and the disposal of such property, shall be performed by the Agency or by the Commissioner of General Services when so authorized under this section.

Method of Disposition: Unless otherwise permitted, the Agency shall dispose of property for not less than its fair market value by sale, exchange, or transfer, for cash, credit, or other property, with or without warranty, and upon such other terms and conditions as the Agency and/or contracting officer deems proper. The Agency may execute such documents for the transfer of title or other interest in property and take such other action as it deems necessary or proper to dispose of such property under the provisions of this section. Provided, however, except in compliance with all applicable laws, no disposition of real property, any interest in real property, or any other property which because of its unique nature is not subject to fair market pricing shall be made unless an appraisal of the value of such property has been made by an independent appraiser and included in the record of the transaction.

Sales by the Commissioner of General Services (the "Commissioner"): When the Agency shall have deemed that transfer of property by the Commissioner will be advantageous to the State of New York, the Agency may enter into an agreement with the Commissioner pursuant to which the Commissioner may dispose of property of the Agency under terms and conditions agreed to by the Agency and the Commissioner. In disposing of any such property, the Commissioner shall be bound by the terms hereof and references to the contracting officer shall be deemed to refer to such Commissioner.

Validity of Deed, Bill of Sale, Lease or Other Instrument: A deed, bill of sale, lease or other instrument executed by or on behalf of the Agency, purporting to transfer title or any other interest in property of the Agency in accordance herewith shall be conclusive evidence of compliance with the provisions of these guidelines and all applicable laws insofar as concerns title or other interest of any bona fide grantee or transferee who has given valuable consideration for such title or other interest and has not received actual or constructive notice of lack of such compliance prior to closing.

Bids for Disposal, Advertising, Procedure, Disposal by Negotiation: Except as permitted by all applicable laws, all disposals or contracts for disposal of property made or authorized by the Agency shall be made after publicly advertised for bids except as provided in subsection 3 of this section.

Whenever public advertising for bids is required under subsection 1 of this section: the advertisement for bids shall be made at such time prior to the disposal or contract, though such methods, and on such terms and conditions as shall permit full and free competition consistent with the value and nature of the property proposed for disposition all bids shall be publicly disclosed at the time and place stated in the advertisement. The award shall be made with reasonable promptness by notice to the responsible bidder whose bid, conforming to the invitation for bids, will be most advantageous to the Agency, price and other factors considered; provided, that all bids may be rejected at the Agency's discretion.

Disposals and contracts for disposal of property may be negotiated or made by public auction without regard to subsection 1 and 2 of this section but subject to obtaining such competition as is feasible under the circumstances, if: the personal property involved is of a nature and quantity, which, if disposed of under subsections 1 and 2 of this section, would adversely affect the state or local market for such property, and the estimated fair market value of such property and other satisfactory terms of disposal can be obtained by negotiation the fair market value of the property does not exceed fifteen thousand dollars (\$15,000) bid prices after advertising therefore are not reasonable, either as to all or some part of the property, or have not been independently arrived at in open competition the disposal will be to the state or any political subdivision or public benefit corporation, and the estimated fair market value of the property and other satisfactory terms of disposal are obtained by negotiation the disposal is for an amount less than the estimated fair market value of the property, the terms of such disposal are obtained by public auction or negotiation, the disposal of the property is intended to further the public health, safety or welfare or an economic development interest of the Agency, the state or a political subdivision (to include not limited to, the prevention or remediation of a substantial threat to public health or safety, the creation or retention of substantial number of job opportunities, or the creation or retention of a substantial source of revenues, or where the authority's enabling legislation permits or other economic development initiatives), the purpose and the terms or such disposal are documented in writing and approved by resolution of the board of the Agency or such action is otherwise authorized by law.

An explanatory statement shall be prepared of the circumstances of each disposal by negotiation of: any property which has an estimated fair market value in excess of fifteen thousand dollars (\$15,000) any real property that has an estimated fair market value in excess of one hundred thousand dollars (\$100,000), except that any real property disposed of by lease or exchange shall only be subject to clauses (3 and 5) of this subsection. any real property disposed of by lease for a term of five (5) years or less, if the estimated fair annual rent is in excess of one hundred thousand dollars (\$100,000) for any of such years. any real property disposed of by lease for a term of more than five (5) years, if the total estimated rent over the term of the lease is in excess of one hundred thousand dollars (\$100,000). any real property or real and related personal property disposed of by exchange, regardless of value, or any property any part of the consideration for which is real property. Each such statement shall be transmitted to the persons entitled to receive copies of the report required under all applicable laws not less than ninety (90) days in advance of such disposal, and a copy thereof shall be preserved in the files of the Agency making such disposal.

This policy is subject to modification and amendment at the discretion of the Agency and shall be filed annually with all local and state agencies as required under all applicable laws. The designated Contracting Officer for the Essex County IDA is Jody Olcott, Co-Executive Director.

# 2009 ESSEX COUNTY IDA & EZ ANNUAL REPORT

## 2010 Goals & Projects

### Empire Zone Program

1. Administer and compile 2008 Business Annual Reports
2. Complete 2009 Zone Annual Report
3. Meet with businesses interested in zone benefits and/or becoming certified and Regionally Significant Project certification should the needs arise, and complete Zone Capital Credit requests as needed.
4. Work on continued education of our local and State legislators and lobby for reform of the program for rural areas such as Essex County to promote small business, and revitalization of downtown areas
5. Work with the Town of Schroon on a proposed Zone Boundary Revision prior to the sunset of the program on June 30, 2010.
6. Work with all Empire Zone certified businesses as sunset date approaches to ensure owners comprehend the continued need to complete annual reporting.

### Business Park Development

1. Close-out Moriah Health Center building with all funding sources on behalf of the Town.
2. Continue to work with AES Northeast on design and engineering of Willsboro Commerce Park including submission and approval by all regulatory agencies (APA,DEC,DOT, Town). Work at this park will also include development of sewer district extension that will incorporate park as well as other commercial areas in the Town.
3. Continue to work with local business interested in expanding to the Chesterfield Commerce Park. Work on this project to include assistance with funding, construction management, etc.

### Grants/Loans/Business Development

1. Work with Town of Ticonderoga to close-out OCR grant for the Hague Road sewer construction and the Park Avenue sewer rehabilitation.
2. Administer existing OCR grant on behalf of the Town of Schroon for the Rogers Brook sewer rehabilitation project. Administration to include project management, grant administration and delivery.
3. Continue administration of several OCR grants on behalf of Essex County including close out of the 2004 GOSC micro-enterprise and continued administration of the 2006 economic development grant.
3. Continue to leverage the Essex County IDA Loan Fund Program to assist new start ups and expanding businesses in Essex County. IDA staff to work with consultant to explore option of de-federalizing monies and creating new loan fund.
4. Work with Federal, State, regional and local agencies to identify funding opportunities that will allow the IDA to support and encourage economic, community and workforce development.
5. Continue to work on the LC Bridge closure issues with local businesses including administration of any grants secured for the proposed revolving loan fund and marketing.

### Marketing

1. The IDA will continue to work aggressively with partnering agencies to market and promote the county's assets and strive to achieve the highest visibility to attract new businesses and industry that are compatible and diversified. The IDA will also be working more collaboratively with the Essex County Visitor's Bureau to develop a marketing plan and campaign to target markets.
2. There will be a continued focus to market the 2 shovel ready parks; the Chesterfield Commerce Park and the Moriah Business Park, as well as the other opportunities in the County.