

Clinton County Empire Zone
Clinton County New York
Zone Administrative Board
March 27, 2008

Chairman Rodney Brown called the meeting to order at 12:10 p.m. at the offices of The Development Corporation, Clinton County, New York, at 61 Area Development Drive, Plattsburgh, New York.

ZAB Members Present: Rodney Brown, Ron Kent, Hope Coryer,
Brian Gladwin, Chris Hay, Raymond Jessey,
Sue Matton, Colin Read

Members Excused: Roseanne Murphy, Marc Poirier, Chris Reno,
Adam Whitbeck

Others Present: Adoré Flynn Kurtz, Christine Eagan, Katie
Jennett-Caska

Approval of Minutes:

R. Brown asked if there were any questions concerning the draft September 27, 2007 minutes. On a motion by H. Coryer, seconded by C. Read, it was unanimously agreed to approve the minutes of September 27, 2007.

Certification Requests and Updates:

A. Kurtz noted that Northeast Printing & Distribution acquired a new building and the location has been added to their certificate of eligibility. Duquette's Welding has also submitted an EZ-4 to change its business name on its certificate of eligibility.

A. Kurtz stated that Main Knitting will be closing soon and will be decertified. She noted that Camoin Associates tried to contact them for its recent survey work but was unsuccessful.

State Reporting:

C. Eagan noted that the Zone Annual Report (ZAR) was submitted in November. Contract funding increased from \$15,000 for 2006-07 to \$32,500 for 2007-08. C. Eagan noted that the BARs will go to the certified businesses in the next few months once received from ESD's Empire Zone Program.

A. Kurtz noted that ESD's Pat Hamilton is retiring at the end of April. She noted that Pat has been the focal point and very accessible to the Clinton County Empire Zone.

Other Activities:

A. Kurtz introduced Katie Jennett-Caska who is designing the Clinton County Empire Zone website. K. Caska passed around a website printout and reviewed the layout and site content with the board. She noted that there would be a link to the calculator, qualification requirements, information for reports, area map showing the zone boundaries.

A. Kurtz noted that it would not be as interactive as TDC or the Chamber's sites. The EZ designated sites will be linked to site finder. There would also be links to other local websites. The contact us page will list the EZ Board members, Zone Certifying Officer, Administrative staff, and Zone Coordinator.

K. Caska noted that the home page will list the meeting dates and post minutes. There will also be quick links on the home page and she is open to suggestions on what to have as quick links. She said the website will be easy to navigate. ESD has agreed to review the site to make sure it meets the requirements.

R. Brown suggested the Airport website as a quick link. S. Matton suggested the Chamber website as a quick link.

R. Kent asked when the site is expected to be done. K. Caska mentioned that she anticipates the beginning of May.

A. Kurtz noted that K. Caska worked for Multi Media Marketing and now has her own company Jennetix. She worked on both the TDC and the IDA websites as well CBN Connect.

R. Brown stated that he thought the site looks great. B. Gladwin asked if the City of Plattsburgh Empire Zone has a website.

A. Kurtz noted that TDC will pay for the website development and invoice the state for reimbursement of ½ of the cost. A. Kurtz noted that there is a 50% local match required, being provided by TDC.

A. Kurtz noted that recently Camoin Associates met with area businesses located in the Zone to discuss the program and answer any questions. A.

Kurtz noted that Camoin Associates was unable to contact, SLIC, Main Knitting, Group Tek Data, Tail Gate, Railtech, or World Warehouse. Some of the following companies were decertified or will go through the decertification process; North Ave. Properties, Alchemy Labs, Baldwin Miller, Composite Factory, Cornell, Natec, NuArms, PJM, PCS Technologies.

A. Kurtz reviewed the report from Camoin Associates with the Board. She was surprised by how few people knew about the benefits that were available. R. Brown stated that it is important to make them aware of the benefits that they can get.

C. Hay suggested talking to Businesses for information to note on the website to attract others to. A. Kurtz thought it was a good idea. R. Brown noted that most businesses don't own the property. A. Kurtz mentioned that leases can be structured to accommodate businesses in order that they can access most benefits available.

S. Matton noted that there were several businesses that would like more information of the NYSEG rate reduction. A. Kurtz suggested holding a seminar and inviting businesses in both the City and County Empire Zone to attend. She would also ask B. Perkins from NYSEG to attend as well.

A. Kurtz noted that ESD is becoming more strict about benefits and requirements. C. Read mentioned that he thought the reviews were fantastic. He added that in his analysis that more businesses have workforce needs and are looking for workers with knowledge to read technical drawings. H. Coryer noted that there are grants available for training at Clinton Community College. S. Matton noted that often businesses don't know that there are grants available to them. C. Read added that there will be a huge demand for technical reading skills when Laurentian or the Bus Company start operations.

A. Kurtz noted that she thought the report by Camoin Associates turned out well. She added that Camoin Associates operate several Empire Zones and that the City of Plattsburgh contracted with Camoin as well.

State Program Changes:

A. Kurtz noted that she and C. Eagan attended training in January. New rules were sent to the Zone Coordinators regarding Regionally Significant Projects (RSP). 50 jobs must be created within the first three years instead of 5 years. The Cost Benefit Analysis (CBA) has increased from 15:1 to 20:1

and the business must export 60% outside of the region. S. Matton asked what is defined as region.

C. Eagan reviewed the CBA flow chart (see attached) regarding RSP with the Board. As a result of the new regulations the CCEZ development plan will need to be revised. C. Eagan noted that the state's goal is to improve accountability to ensure that businesses are meeting their job projections, to be more cost effective by meeting the CBA requirements and to have a more strategic focus on Economic Development and revitalization.

R. Brown stated that the development plan did not focus much on RSP so there might not be many changes. S. Matton suggested adding Logistics as a target business in the development plan.

Other Business: none

A. Kurtz suggested scheduling quarterly meetings to keep the Board up-to-date on what is occurring in the Empire Zone. She suggested the last Thursday of the quarter and will send out an email with the dates.

R. Brown thanked A. Kurtz for her work since V. Z. Johnson left. A. Kurtz noted that V. Z. Johnson kept the reports up-to-date and everything was in order when she left.

There being no further matters, Meeting was adjourned on motion by S. Matton, seconded by R. Kent at 1:05 p.m.

 9/25/08
Rodney Brown Chairperson