



Northern New York Power Proceeds Allocation Board

Proposed Meeting Agenda

February 4, 2026 – 4:00 P.M.

**New York Power Authority Downtown Massena Office
Mercantile Building
2 Water Street, Massena, NY 13662**

Members: Chair Patrick Kelly, Stacey Brekke, Robert McNeil, Robert Smith

1. Adoption of February 4, 2026 Proposed Meeting Agenda
2. Adoption of October 8, 2025 Meeting Minutes
3. Fund Update
4. Award of Fund Benefits from the Northern New York Economic Development Fund – Round 16

Other Business

5. Next Meeting



KATHY HOCHUL
Governor

Northern NY Power Proceeds Allocation Board

PATRICK J. KELLY
Chairman

MINUTES OF THE NORTHERN NEW YORK POWER PROCEEDS ALLOCATION BOARD MEETING

October 8, 2025

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Northern NY Power Proceeds Allocation Board

KATHY HOCHUL
Governor

PATRICK J. KELLY
Chairman

Minutes of the Northern New York Power Proceeds Allocation Board (NNYPPAB) meeting held on October 8, 2025, via videoconference at approximately 4:00 p.m.

Members present were:

Patrick Kelly – Chair
Stacey Brekke
Robert McNeil
Robert Smith

Also in attendance were:

Karen Delince	Vice President and Corporate Secretary
Patricia Wilson	Senior Program Manager, Economic Development
Alana Appenzeller	Director, Economic Development and Key Account Management
Sheila Quatrocci	Manager, Corporate Secretary
Michele Stockwell	Associate, Corporate Secretary
Fiona Khan	Senior Assistant Corporate Secretary
Kayla Scholz	Travel Administrator

Chair Patrick Kelly presided over the meeting. Vice President and Corporate Secretary Karen Delince kept the minutes.

Introduction

Chairman Patrick Kelly welcomed members of the Board and the staff of the New York Power Authority (“NYPA”). He stated that this meeting of the Board had been duly noticed as required by the Open Meetings law. The meeting was called to order at 4:00 p.m.

1. Adoption of October 8, 2025, Proposed Meeting Agenda

On motion made by member Smith and seconded by member Brekke, the agenda for the meeting was adopted with no amendments. (4-0)

Conflicts of Interest

Chairman Kelly stated that the members had been polled prior to the meeting regarding possible conflicts of interest with the entity previously provided for their review. The members declared no conflicts of interest.

Chairman Kelly noted that the applicant under agenda item 4 is working with the Industrial Development Agency (IDA) on project development activities while also seeking assistance from the New York Power Proceeds Allocation Board. Accordingly, Chairman Kelly recused himself from discussing and voting on this item.

2. Adoption of the August 13, 2025 Meeting Minutes

On motion made by member McNeil and seconded by member Smith, the Minutes of the meeting held on August 13, 2025, were unanimously approved. (4-0)

3. Fund Update

Patricia Wilson, Senior Program Manager Economic Development, presented the update to the Board.

➤ Fund Update Report – End of August 2025

- **Deposits**

- Fund Deposits - \$10,974,341
- Interest Earned - \$787,420
- Total Funds Deposited - \$11,761,761

- **Disbursements**

- Total Disbursements to Grantees: \$1,419,417
- Current Fund Balance: \$10,342,344

Wilson noted that in accordance with the Northern New York Power Proceeds Allocation Act, a minimum of 15% of fund benefits is dedicated to energy-related projects. Subtracting prior awards of \$557,422, currently, there is \$1,088,729 available to be awarded by the Board, leaving the total fund benefits available to be awarded by the Board at \$6,532,344.

- **Funds Awarded to Date**

- Amount to date: \$5,229,417 to projects listed on the updates report.

Wilson said the recommendation is for one project in the amount of \$1,000,000, with \$500,000 of that amount from the portion of the fund dedicated to energy-related projects.

Chairman Kelly stated that item does not require any action by the Board.

4. Award of Fund Benefits from the Northern New York Economic Development Fund – Round 15

Patricia Wilson, Senior Program Manager Economic Development, presented the Award of Fund Benefits noting that this is the 15th round of allocations being brought before the Board for consideration.

- **Project Allocation Recommendation – Empire State Mines, LLC**

- The staff recommends an award of \$1 million from the Northern New York Economic Development Fund to Empire State Mines, LLC.

- **Background**

- The project is owned by Titan Mining Corporation, an Augusta Group Company.
- Empire State Mines plans to spend approximately \$5.6 million to establish a micronization and purification facility at their Gouverneur location to process 20-50 kilograms per hour of natural flake graphite.
- This is a key next step in advancing the first fully integrated graphite production in the United States since 1956.
- The technical, operational and qualification data achieved from this phase will form the foundation for full commercialization ramp up – benefitting United States:
 - Defense
 - Aerospace
 - Clean energy industries
- The project represents a landmark achievement in processing and refining an end-to-end United States natural graphite product, promoting supply chain resilience and national security.
- Graphite is the largest component in lithium-ion batteries, with America currently importing 100% of its natural graphite requirements.
- This project aims to solve the supply chain resilience issue and onshore production of inputs essential for energy storage.

- The total strike length of natural flake graphite identified at Empire State Mines represents significant resource expansion potential to meet United States demands over a long-term period.
- **Use of Funds**
 - Proceeds funding will be used to reimburse costs associated with the purchase of machinery & equipment, and related soft costs.
- **Reasons for Recommendation of Award**
 - Advances Empire State Mines as the first fully integrated United States Graphite producer in more than 70 years.
 - Restoring the country’s industrial graphite capability and delivering a fully Made in America natural graphite product a critical mineral in:
 - Defense
 - Aerospace
 - Clean energy industries
 - Empire State Mine’s Kilbourne Graphite Project offers significant scalability, positioning the Gouverneur facility to be able to meet a majority of projected U.S. graphite demand in these key sectors for many years to come.
 - This phase will require the addition of four new employees, while positioning the company to leverage further investment, and creation of additional new employment when fully scaled.
 - The project advances the North Country Regional Economic Development Council’s Tradeable Sector strategic objective towards major industries serving domestic and global markets by supporting:
 - Growth
 - Diversity

Wilson advised that based on the information provided, staff is recommending that the Board recommend to the NYPA Board of Trustees to award \$1 million to Empire State Mines, LLC with \$500,000 of that amount being allocated from the fund portion dedicated to energy projects, reflecting graphite’s critical role in energy storage.

On motion made by member McNeil and seconded by member Brekke, the following resolution was unanimously adopted with the exception of Chair Kelly who abstained. (3-0-1).

RESOLUTION

NOW, THEREFORE BE IT RESOLVED, that the Northern New York Power Proceeds Allocation Board (“Board”) hereby recommends that the Power Authority of the State of New York (“NYPA”) make awards of Fund Benefits to the applicant identified in the attached memorandum and the attachments thereto, for the reasons set forth therein and to utilize for the award funds from the 15% of the fund proceeds that are dedicated to energy projects; provided, however, that (i) if an application proposes a project that must receive approvals and/or comply with other legal requirements, such as the State

Environmental Quality Review Act, before it may proceed, the recommendation for such application shall not be forwarded to NYPA until Staff, on behalf of the Board, receives appropriate notification that such legal approvals and/or requirements necessary for the project(s) to proceed have been satisfied, and (ii) such recommendations shall be subject to further Board review in the event that such approvals and/or legal requirements are not satisfied; and be it further

RESOLVED, that Staff is authorized, on behalf of the Board, to transmit the Board's decision and recommendations to NYPA, subject to the qualifications stated above regarding legal approvals and/or requirements, and to do any and all things, and take any and all actions, to effectuate the Board's decision and the foregoing resolution.

5. Adoption of 2026 NNYPAB Meeting Schedule

On motion made by member Brekke and seconded by member McNeil, the Board adopted the 2026 NNYPAB Meeting Schedule. (4-0)

Other Business

6. Next Meeting

The next meeting of the Northern New York Power Proceeds Allocation Board is scheduled for Wednesday, February 4, 2026.

Adjournment

On a motion made by member Smith and seconded by member Brekke, the meeting was adjourned at approximately 4:08 p.m. (4-0)

Karen Delince

Karen Delince
Vice President and Corporate Secretary

Northern New York Economic Development Fund Update¹

December-25

The Fund	
<i>this</i>	Total Deposits to the Fund to Date: \$12,312,682
<i>plus</i>	Total Interest Earned on Deposits to Date: \$897,667
=	Total Funds Deposited: \$13,210,349
Expenditures	
<i>this</i>	Total Funds Deposited: \$13,210,349
	Total Administrative Expenses Withdrawn: \$0
	Disbursements to Grantees: (\$1,749,417)
<i>plus</i>	Total Expenditures: (\$1,749,417)
=	Current Fund Balance: \$11,460,932
Awards	
<i>this</i>	Total Funds Deposited: \$13,210,349
	Standard Projects: \$5,171,995
	Energy Related Projects ² : \$1,057,422
<i>minus</i>	Total Fund Benefits Awarded³: \$6,229,417
=	Total Fund Benefits Available to be awarded by the NNYPAB⁴: \$6,980,932
Energy-Related Projects	
<i>this</i>	Minimum Amount (15%) of the Fund Dedicated to Energy-Related Projects: \$1,846,902
<i>minus</i>	Total Awards (9%) Made for Energy-Related Projects to Date (not including today): \$1,057,422
=	Fund Benefits Currently Available to be Awarded for Energy-Related Projects Only: \$789,480
Today's Recommendations	
<i>this</i>	Standard Projects: \$530,000
<i>plus</i>	Energy-Related Projects or Project Components: \$0
=	2 Total Recommendations Before the NNYPAB Today: \$530,000
St. Lawrence County Economic Development Power ("SLCEDP")	
	Total Estimated Unallocated SLCEDP Available (MW)⁵: 10

¹ The "Fund", known as the "Northern New York Economic Development Fund", is created and administered by the New York Power Authority ("NYPA"). It is funded with the aggregate excess of revenues ("Net Earnings") received by NYPA from the sale of unallocated St. Lawrence County Economic Development Power ("SLCEDP") produced at NYPA's St. Lawrence-FDR Power Project that is sold in the wholesale energy market over what revenues would have been received had such Power been sold on a firm basis to the Town of Massena Electric Department for Economic Development Purposes.

² As defined by the Northern New York Power Proceeds Allocation Act, a minimum of 15% of Fund Benefits shall be dedicated to "energy-related projects, programs and services". In accordance with EDL § 197-a(7), "energy-related projects, programs and services" means: (1) energy efficiency projects and services; (2) clean energy technology projects and services; (3) high performance and sustainable building programs and services; and (4) the construction, installation and/or operation of facilities or equipment done in connection with any such projects, programs or services.

³ Funds awarded to applicants to the Fund who are recommended for an award by the NNYPAB and approved by the NYPA Trustees are known as "Fund Benefits." Disbursement of Fund Benefits is subject to satisfaction of certain terms and conditions.

⁴ Total Fund Benefits Available to Be Awarded is calculated as Total Funds Deposited minus the sum of Total Fund Benefits Awarded and Total Administrative Expenses Withdrawn.

⁵ Unutilized St. Lawrence County Economic Development Power ("SLCEDP") consists of an estimate of unallocated hydropower. For the first five years following the effective date, the amount of SLCEDP used to generate excess earnings shall be the lesser of 20 MW or the amount of SLCEDP that has not been allocated. Beginning five years from the effective date, the amount of SLCEDP used to generate excess earnings shall be the lesser of 10 MW or the amount of SLCEDP that has not been allocated.

NNYEDF Awards⁶

NNYPPAB
Recommendation Date (Multiple Items)

County	Company	Sum of NNYPPAB Approved \$\$
St. Lawrence	Canexsys	\$200,000
	Clarkson University	\$60,000
	North Country Children's Museum	\$170,000
	AmTech Yarns, Inc.	\$370,000
	SLC Chamber of Commerce	\$220,305
	Criscitello & Criscitello LP	\$95,000
	Structural Wood Corporation	\$169,112
	St. Lawrence Power and Equipment Museum	\$25,000
	In-Law Brewing Company LLC	\$51,000
	Woodcrest RNG, LLC	\$300,000
	Atlantic Testing Laboratories, Limited	\$220,000
	Natural Insulation Products America, Inc.	\$1,209,000
	Massena Arts and Theater Association, Inc.	\$640,000
	Vecino Group New York, LLC	\$1,500,000
	Empire State Mines, LLC	\$1,000,000
St. Lawrence Total		\$6,229,417
Grand Total		\$6,229,417

⁶The companies in this list are the applicants to the Fund whose proposed projects were (i) recommended for an award of Fund Benefits by the NNYPPAB.

*The "Energy Projects (\$)" amount represents the estimated portion of each award that the NNYPPAB considers to be an "energy-related project" as defined by the Northern New York Power Proceeds Allocation Act and in accordance with EDL § 189-a(6) (see footnote 2 above for more detail).



Date: February 4, 2026
To: Northern New York Power Proceeds Allocation Board
From: Sr. Economic Development Manager, North Country
Subject: Award of Fund Benefits from the Northern New York Economic Development Fund – Round 16

SUMMARY

The Northern New York Power Proceeds Allocation Board (“Allocation Board” or “Board”) is requested to recommend to the Board of Trustees of the Power Authority of the State of New York (“NYPA” or “Authority”) that fund benefits (“Fund Benefits”) be awarded to the St. Lawrence County Chamber of Commerce, Inc. (“Chamber” or “Applicant”) and Trackside Rentals, LLC (“Trackside Rentals” or “Applicant”, and collectively, the “Applicants”). The Applicants’ projects and the recommended award amounts are described below and in Exhibits “A”, “A-1” and “A-2”.

BACKGROUND

1. The Northern New York Power Proceeds Allocation Act

The Northern New York Power Proceeds Allocation Act (the “Act”) became law on December 29, 2014. The Act added provisions to the Economic Development Law (“EDL”) and the Public Authorities Law under the Power Authority Act, the enabling statute of the New York Power Authority (“NYPA”) (collectively, the “Statutes”).

The Act creates a program, administered by NYPA and the Board, to support economic development in Northern New York (the “Program”). Under the Program, financial assistance known as fund benefits (Fund Benefits may be awarded to “eligible applicants” for “eligible projects” based on criteria set forth in the Statutes).

The Act defines an “eligible applicant” as a private business, including a not-for-profit corporation that is a private business. “Eligible projects” are defined as “economic development projects” that are or would be physically located within St. Lawrence County that will support the growth of business in St. Lawrence County and thereby lead to the creation or maintenance of jobs and tax revenues for state and local governments. Examples of “eligible projects” include; capital investments in buildings, equipment, and associated infrastructure owned by an eligible applicant; transportation projects under state or federally approved plans; the acquisition of land needed for infrastructure; research and development where the results of such research and development will directly benefit New York State; support for tourism, and marketing and advertising efforts for St. Lawrence County tourism and business; and energy-related projects.

Eligible projects do not include, and Fund Benefits may not be used for: public interest advertising or advocacy; lobbying; the support or opposition of any candidate for public office; the support or opposition to any public issue; legal fees related to litigation of any kind; expenses related to administrative proceedings before state or local agencies; or retail businesses as defined by the Board, including, without limitation, sports venues, gaming and gambling or entertainment-related establishments, residential properties, or places of overnight accommodation.

2. The Northern New York Economic Development Fund

NYPA and the Town of Massena Electric Department (“Massena”) are parties to a contract that provides for NYPA’s sale of up to 20 megawatts (“MW”) of hydropower known as “St. Lawrence County Economic Development Power” (“SLCEDP”) to the Town. As detailed in the Statutes, NYPA is authorized to sell a portion of unallocated SLCEDP into the market to generate revenue for the Program. The Statutes provide that NYPA will deposit proceeds from such sales into the Fund no less frequently than quarterly.

At least 15 percent of the Fund is dedicated to eligible projects that are “energy-related projects, programs and services,” defined as “energy efficiency projects and services, clean energy technology projects and services, and high performance and sustainable building programs and services, and the construction, installation and/or operation of facilities or equipment done in connection with any such projects, programs or services.”

Monies from the Fund – Fund Benefits – are awarded in the form of grants, and, in most cases, are disbursed as reimbursement for eligible expenses incurred by an awardee. Allocations of Fund Benefits may be made only on the basis of monies that have been deposited in the Fund. No award may encumber funds or net earnings that have been received but that have not been deposited in the Fund.

3. Northern New York Power Proceeds Allocation Board

Under the Act, the Allocation Board’s primary responsibilities regarding applications for Fund Benefits under the Program are to (i) administer the application process; (ii) make determinations relating eligibility; and (iii) where an applicant and project are eligible, evaluate applications against the criteria set forth in the Statutes and make a recommendation to the NYPA Board of Trustees on whether an applicant should be awarded Fund Benefits. The Allocation Board applies criteria that are applicable to Expansion Power, Replacement Power and Preference Power allocations, and to the revitalization of industry, as provided for in Public Authorities Law § 1005.

Additionally, the Board is authorized to consider the extent to which an award of Fund Benefits aligns with the strategies and priorities of the North Country Regional Economic Development Council, which covers the region in which an eligible project may be proposed.

At its meeting on January 25, 2017, the Board, in accordance with the Act, adopted by-laws, operating procedures, application guidelines, and an application form. A copy of the relevant criteria (collectively, “Program Criteria”), adapted from the Board’s “Procedures for the Review of Applications for Fund Benefits,” is attached as Exhibit “B” to this memorandum.

The Allocation Board also defined “retail business” to mean “a business that is primarily used in making retail sales of goods or services to customers who personally visit such facilities to obtain goods or services.”

Finally, the Board designated NYPA’s Economic Development Manager, North Country, to Act on behalf of the Board with respect to administrative matters.

4. Application Process

A webpage has been created and is hosted on WWW.NYPA.GOV/NNYPPAB which includes application instructions, a link to the approved application form, and other program details, including a contact phone number and email address staffed by NYPA. A rolling application process is used, and the Allocation Board meets regularly to consider applications for Fund Benefits.

DISCUSSION AND RECOMMENDATIONS

The Allocation Board has before it two applications that have been made available for review. Staff has analyzed the applications and provides the following recommendations.

As detailed in Exhibit “A-1”, the St. Lawrence County Chamber of Commerce, Inc. seeks Fund Benefits to implement a three-year comprehensive strategic destination development, stewardship, and marketing plan for the county’s tourism industry and to establish a unique, authentic, and regionally competitive countywide brand. The primary project goal is to position St. Lawrence County as a premier visitor destination by providing consultative resources to local tourism businesses, enhancing in-market visitor experiences, and establishing more effective marketing campaigns – all through a countywide approach that supports individual communities while strengthening the region as a whole. The Applicant anticipates investing approximately \$800,000 in the project.

As detailed in Exhibit “A-2”, Trakside Rentals seeks Fund Benefits to redevelop a derelict 1.8 acres waterfront parcel in the Village of Canton’s downtown core into a 5,000 square-foot office complex to serve as a New York State location for sales, project management, and underwriting services for Florida-based Fay Group and Zambia-based FSI Outsourcing. Within the first two years of project completion, the Applicant expects to create 10 full-time positions, with space available for expansion of operations and/or complementary tenant companies. The Applicant anticipates investing approximately \$1.5M in the project.

Based on its review and consideration of the Program Criteria, Staff recommends that the Allocation Board recommend to the NYPA Trustees that the Applicants receive awards of Fund Benefits in the amounts and for the purposes indicated in Exhibits “A”, A-1 and “A-2”.

To the extent that applications proposes a project that must receive approval or comply with other legal requirements, including, without limitation, the State Environmental Quality Review Act (“SEQRA”) before the project may proceed, Staff recommends that any affirmative recommendation by the Board for such project not be forwarded to the NYPA Board of Trustees for action until the Board has received appropriate notification of required approvals and is in full compliance with SEQRA and all applicable legal requirements. Such recommendation should

also be made subject to further consideration by the Board in the event that such approvals and/or legal requirements are not satisfied.

PROJECT STATUS

Under the Act, a recommendation for Fund Benefits by the Allocation Board is a prerequisite to an award of Fund Benefits by NYPA. Upon a showing of good cause, NYPA has discretion to adopt the Allocation Board's recommendation or to award Fund Benefits in different amounts or on different terms than those recommended by the Board. In addition, NYPA is authorized to include in any award contract ("Award Contract") such terms and conditions as it deems appropriate.

Given the preliminary stage of the projects identified in Exhibit "A-1" and "A-2", Staff is not in a position to recommend specific, definitive terms and conditions for inclusion in any Board recommendation at this time. However, Exhibits "A-1" and "A-2" outline general considerations relating to the disbursement of Fund Benefits for NYPA's review. Should the Allocation Board recommend approval of an award and the Trustees approve an award, NYPA Staff, in consultation with Board Staff, will negotiate final terms and conditions after receiving more detailed information concerning the projects.

RECOMMENDATION

Based on the foregoing discussion and information, Staff recommends that the Allocation Board recommend to the NYPA Board of Trustees the award of Fund Benefits to the St. Lawrence County Chamber and Trackside Rentals in the amounts and for the purposes proposed in Exhibits "A", "A-1" and "A-2".

For the reasons stated above, Staff further recommends adoption of the above-requested action by adoption of a resolution in the form of the attached draft resolution.

RESOLUTION

NOW, THEREFORE, BE IT RESOLVED, that the Northern New York Power Proceeds Allocation Board ("Board") hereby recommends that the Power Authority of the State of New York ("NYPA") make awards of Fund Benefits to the applicants identified in the attached memorandum and the attachments thereto, for the reasons set forth therein, provided, however, that (i) if an application proposes a project that must receive approvals and/or comply with other legal requirements, including the State Environmental Quality Review Act, before it may proceed, the Board's recommendation for such application shall not be forwarded to NYPA until Staff, on behalf of the Board, receives appropriate notification that the project has received all required approvals or is in full compliance with all applicable legal requirements necessary for the project(s) to proceed, and (ii) any such recommendations shall be subject to further review and consideration by the Board in the event that such approvals and/or legal requirements are not satisfied; and be it further

RESOLVED, that Staff is authorized, on behalf of the Board, to transmit the Board's decision and recommendations to NYPA, subject to the qualifications stated above regarding legal approvals and/or requirements, and to do any and all things, and take any and all actions, to effectuate the Board's decision and the foregoing resolution.

Applicants Recommended for an Award of Fund Benefits by the NNY Proceeds Allocation Board

Line	Business	City	County	Economic Development Region	Project Description	Project Type	Recommended Award Amount	Total Project Cost	Jobs Retained	Jobs Created
1	St. Lawrence County Chamber of Commerce	Canton	SLC	North Country	STLC Destination Development	Tourism Marketing	\$230,000	\$800,000	N/A	N/A
2	Trackside Rentals, LLC	Canton	SLC	North Country	Redevelopment of derelict parcel into 5000 s/f office complex	Business Investment	\$300,000	\$1,500,000	-	10
Total:							\$530,000	\$2,300,000	N/A	10
Total Jobs Created & Retained:										10



Northern New York Economic Development Fund Recommendation Memo

EXHIBIT A-1

Applicant Name:	St. Lawrence County Chamber of Commerce, Inc.	REDC Region:	North Country
Project Type:	Tourism Marketing	County:	St. Lawrence
Industry:	Business and Professional Associations	Locality:	Canton
Amount Requested:	\$230,000	Start Date:	3/2026
		Finish Date:	12/2028
RECOMMENDED OFFER			
Recommended Total Award:	\$230,000		
Total Project Cost:	\$800,000		
% of Project Cost Recommended:	29%		
PROJECT BUDGET (Proposed by Applicant)			
Use of funds	Amount	Source of Funds	Amount
Salaries and wages	\$440,000	NNYEDF	\$230,000
Soft costs, inc Consulting Fees, Training & Events, Branding & Marketing, Related Expenses	\$360,000	Equity & Cash flow from operations I Love NY	\$330,000 \$240,000
Total:	\$800,000	Total:	\$800,000
REGIONAL IMPACT MEASUREMENTS			
Job Commitments:	The application was submitted under the "Tourism Marketing" funding track, which does not require job-related commitments.		
Average Salary of Jobs:	n/a		
Indirect Jobs Created	n/a		
Other Impact	n/a		

PROJECT DESCRIPTION (Adapted from Application)

The St. Lawrence County Chamber of Commerce has proposed a three-year program to implement a comprehensive, inclusive, and strategic destination development, stewardship, and marketing plan for the County's tourism industry and to establish a unique, authentic, and regionally competitive county-wide brand.

- Consultative resources and digital maturity training will be provided to local tourism businesses to support growth to meet visitor demand; improve marketing visibility and the online trip-planning process; enhance in-market visitor experiences; and establish more effective marketing campaigns - all through a county-wide, collaborative approach that supports individual communities while strengthening the region's overall image.
- The primary project goal is to position St. Lawrence County as a premier visitor destination, thereby increasing visitor demand and overnight stays while simultaneously supporting and expanding new and existing business opportunities, employment, sales, and occupancy tax collections.
- Through the development of a competitive brand and the available of more readily bookable visitor experiences and trip-planning resources, the strategy is designed to increase the length of visitor stays, multiplying the economic impact.
- Increased occupancy tax collections are expected to support future tourism marketing and development initiatives, while measurable increases in visitor demand are anticipated to spur additional public and private investment.

OTHER ECONOMIC DEVELOPMENT BENEFITS RECEIVED

I Love NY	\$240,000
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PREVIOUS STATE ASSISTANCE OFFERED OR PROVIDED

TYPE	AMOUNT	STATUS
None		

BASIS FOR RECOMMENDATION

- Tourism is an export industry, bringing new and international dollars to the regional economy.
- Destination development relies on a broad range of tourism-sector businesses, including lodging, attractions, and amenities. The proposed project presents a significant opportunity to strengthen business development throughout the County through enhanced digital tools, improved online visibility and coordinated destination marketing designed to attract and serve visitors.
- The project aligns with NCREDC strategy to "Create livable, attractive, and connected communities where people want to live, work, visit, and invest." This includes the following identified priorities:
 - Increasing the appeal of community gateways and travel corridors to strengthen community pride and effectively welcome visitors; and
 - Enhancing the region's profile as an "adventure destination" to diversify the regional economy for the benefit of residents and visitors, including through investments in active and outdoor tourism infrastructure.
 - Supporting entrepreneurship within the region by actively engaging the business community and assisting with the commercialization of new products, services and ideas.
 - Supporting the long-term stability of small, independent, and locally-owned businesses that form the backbone of thriving, year-round communities.
- Advancing agricultural activity within the region, especially through increased visitation to orchards, farms, maple producers and other businesses that cater to visitor interests in farm-to-table dining experiences and agritourism.

- The project is expected to create demand for lodging development, as well as support the startup and expansion of new businesses within the tourism industry. As such growth becomes apparent within individual communities as part of the region's broader appeal to visitors, additional private investment is anticipated.
- Each new business or expansion-whether a restaurant, lodging facility, or other tourism-related asset-will support the creation of new jobs. For example, an average 60 room limited-service hotel (no restaurant) typically requires a minimum of 15 employees, including at least three management-level positions.
- The 2024 Research Study "Destination Promotion: A Catalyst for Community Vitality" estimates that each \$1 invested in destination promotion generates \$10+ in visitor spending. Based on a promotional budget of \$240,000+ supporting this project, staff anticipates at least \$2.4M in additional visitor spending.
- Making attractions more visible and accessible will help establish St. Lawrence County as a unique destination and bolster the regional tourism economy.

ANTICIPATED DISBURSEMENT TERMS

Fund Benefits will anticipated to reimburse the applicant for a portion of eligible project costs including salaries and wages and soft costs, such as consulting fees; training & events; branding & marketing; and other related expenses, incurred to implement the strategic destination development, stewardship, and marketing plan for the County's tourism industry and to establish a unique, authentic, and regionally competitive county-wide brand.

It is anticipated that funds will be disbursed in arrears, in a manner proportionate to total eligible project costs. Disbursements will be made upon presentation to NYPA of invoices and such other documentation acceptable to NYPA demonstrating the applicant has incurred eligible expenses of \$800,000.



NY Power Authority

Canal Corporation

Northern New York Economic Development Fund Recommendation Memo

EXHIBIT A-2

Applicant Name:	Trackside Rentals, LLC	REDC Region:	North Country
Project Type:	Business Investment	County:	St. Lawrence
Industry:	Other Business Support Services	Locality:	Canton
Amount Requested:	\$300,000	Start Date:	3/2026
		Finish Date:	9/2027
RECOMMENDED OFFER			
Recommended Total Award:	\$300,000		
Total Project Cost:	\$1,500,000		
% of Project Cost Recommended:	20%		
PROJECT BUDGET (Proposed by Applicant)			
Use of funds	Amount	Source of Funds	Amount
Demolition & Construction	\$1,400,000	NNYEDF	\$300,000
Soft Costs, including Contingency	\$50,000	Cash Equity	450,003
Furniture, Fixtures & Equipment	\$50,000	Restore NY	749,997
Total:	\$1,500,000	Total:	\$1,500,000
REGIONAL IMPACT MEASUREMENTS			
Job Commitments:	Applicant will create 10 full-time positions at the project location within two years.		
Average Salary of Jobs:	\$45,000		
Indirect Jobs Created	n/a		
Other Impact	n/a		
PROJECT DESCRIPTION (Adapted from Application)			
<p>Ed Fay, John Fay, and Kelley Glasgow (Trackside Rentals), siblings who grew up in Canton NY, will transform a 1.8-acre derelict parcel on the community’s waterfront into a 5,000 s/f office complex to serve as a NYS location for sales, project management, and possibly underwriting services for their respective businesses, Florida-based Fay Group and Zambia-based FSI Outsourcing.</p> <p>Within the first two years of project completion, the applicant expects to create 10 full-time positions at an annual average wage of \$45,000 with space for expansion of their operations and/or complementary tenant companies.</p>			

OTHER ECONOMIC DEVELOPMENT BENEFITS RECEIVED		
Restore NY	\$749,997	
PREVIOUS STATE ASSISTANCE OFFERED OR PROVIDED		
TYPE	AMOUNT	STATUS
None		
BASIS FOR RECOMMENDATION		
<ul style="list-style-type: none"> • Supports the establishment of a professional office location and the creation of at least 10 full-time positions in Canton within 2 years of project completion, with average wages approximately \$45,000/year. • Renovates a derelict property on Canton’s waterfront, consistent with and complementary to investments occurring as part of the community’s 2023 NY Forward selection. • Helps address the higher costs associated with redeveloping a derelict property, as compared to new construction on a greenfield site. • Will help fill a gap in professional employment opportunities for graduates from local universities, as well as for individuals who grow up in the North Country, pursue education elsewhere, and seek to return home. • Aims to provide quality job opportunities in mortgage servicing and expand operations in a manner that supports the development of Canton as a small regional hub for mortgage servicing. • Will create jobs that do not presently exist in the region, including opportunities for internships, skills development, and career pathways, supported through partnerships with local workforce organizations. • Aligns with the 2024 North Country Regional Economic Development Councils strategies and priorities, including: <ul style="list-style-type: none"> ○ Create livable, attractive, and connected communities where people want to live, work, visit, and invest; ○ Supporting the growth and diversification of the North Country’s major industries to serve domestic and global markets; and ○ Developing a resilient and diversified workforce through attraction, training, and retention efforts that meet the needs of employers, workers, and their families. 		
ANTICIPATED DISBURSEMENT TERMS		
<p>Fund Benefits are anticipated to reimburse the applicant for a portion of eligible project costs, including demolition and construction costs; furniture, fixtures and equipment; and soft costs, incurred to establish a state-of-the-art professional service center at 15 Gouverneur Street in Canton.</p> <p>It is anticipated that funds will be disbursed in arrears, in a manner proportionate to total eligible project costs. Disbursements will be made upon presentation to NYPA of invoices and other documentation acceptable to NYPA demonstrating that the applicant has incurred eligible expenses of \$1,500,000.</p>		

“EXHIBIT B”**Criteria adapted from the “Board Procedures, and Board Policies Relating to the Review of Applications for Fund Benefits”, adopted by the Northern New York Power Proceeds Allocation Board**

1. The extent to which an award of Fund Benefits would be consistent with the strategies and priorities of the North Country Regional Economic Development Council (“NCREDC”). Such strategies and priorities include the following:
 - Energize our communities by building on growth in the aerospace, transit equipment, defense, biotech, energy, and manufacturing industries
 - Leverage our gateway to Canada, the nation’s largest trading partner, to lead the State in global investment
 - Attract and nurture entrepreneurs through innovation to catalyze the highest per capita rate of small business start-ups and expansions in the state
 - Invest in community development infrastructure that expands opportunities and capacity
 - Innovate effective rural healthcare and education delivery networks
 - Elevate global recognition of the region as one of the special places on the planet to visit, live, work and study
 - Activate tourism as a driver to diversify our economies by creating demand to accelerate private investment
 - Invest in agriculture as we help feed the region and the world
 - Create the greenest energy economy in the state
2. Whether the eligible project would occur in the absence of an award of Fund Benefits.
3. The extent to which an award of Fund Benefits will result in new capital investment in the State by the eligible applicant and the extent of such investment.
4. Other assistance the eligible applicant may receive to support the eligible project.
5. The type and cost of buildings, equipment and facilities to be constructed, enlarged or installed if the eligible applicant were to receive an award of Fund Benefits.
6. The eligible applicant's payroll, salaries, benefits and number of jobs at the eligible project for which an award of Fund Benefits is requested.
7. Where applicable, the number of jobs that will be created or retained within St. Lawrence County and any other parts of the State in relation to the requested award of Fund Benefits, and the extent to which the eligible applicant will agree to commit to creating or retaining such jobs as a condition to receiving an award of Fund Benefits.
8. Whether the eligible applicant is at risk of closing or curtailing facilities or operations in St. Lawrence County and other parts of the State, relocating facilities or operations out of St. Lawrence County and other parts of the State, or losing a significant number of jobs in

“EXHIBIT B”

St. Lawrence County and other parts of the State, in the absence of an award of Fund Benefits.¹

9. The significance of the eligible project that would receive an award of Fund Benefits to the economy of the area in which such eligible project is located.
10. For new, expanded and/or rehabilitated facilities, the extent to which the eligible applicant will commit to implement or otherwise make tangible investments in energy efficiency measures as a condition to receiving an award of Fund Benefits.²

¹ Job creation and retention are key indicators of economic activity. However, the Allocation Board recognizes that certain investments may increase productivity and revitalize areas without immediately increasing permanent employment. Therefore, job creation/retention commitments will be emphasized primarily in the Business Investment Track. While job creation and retention may not be a significant factor for other Tracks, demonstration of economic development benefits to the Region will generally be considered favorably when assessing applications under all Tracks.

² As provided for in Economic development Law § 197-c(4), many of the criteria are adapted from criteria used in determining eligibility for Expansion Power, Replacement Power and Preservation Power under Public Authorities Law (“PAL”) § 1005(13). Certain criteria identified in PAL § 1005(13) are relevant to power allocations under these programs and do not have any logical application to the allocation of Fund Benefits. Therefore, the Board does not expect to use these criteria to evaluate applications for Fund Benefits.



February 4, 2026

Next Meeting

The next regular meeting of the Northern New York Power Proceeds Allocation Board is to be held on Wednesday, April 1, 2026.