



County of Lewis IDA
Regular Board Meeting **Agenda**

May 7, 2026 | 8:30am – 9:45am

LC Recreation, Forestry and Parks Dept.
7356 East Rd. | Lowville, NY

Mission: The mission of the County of Lewis IDA is to stabilize, strengthen and grow communities through strategic community partnerships, innovative incentive programs, responsible leverage of our financial resources and thoughtful policy development to advance economic growth and a brighter and more inclusive future for all.

I. Call to Order - Introductions 8:30am

II. Privilege of the Floor

III. Minutes

a. [Approval of April 2, 2026, Board Meeting Minutes](#)

IV. [Financial Reports](#)

V. Items for Approval 8:45am

a. Community Bank to join to discuss MM/NY Class Conversion

B. \$1M CD & \$500k CD - will renew before the next board meeting. Permission to hold in MM or NY Class account for liquidity. Will get updated rates and confirm best route with Finance Committee before renewal dates.

VI. [Executive Director's Report](#)

a. [New Board Member - Mark O'Connor](#)

b. New Staff - Programs & Partnerships Director, Micah Roes

c. Property and Site Development

d. [Events Sponsorship Packet](#)

VII. Correspondence

VIII. Items for Discussion

a. Naturally Lewis Building/DRI

b. PILOT/HCA and UTEP

c. Upcoming Audit

d. Trinity Ave Lot/AMF Building Development



County of Lewis IDA

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May 7, 2026 | 8:30am – 9:45am

LC Recreation, Forestry and Parks Dept.

7356 East Rd. | Lowville, NY

IX. Adjournment

9:45am

Next Meeting: LCIDA Regular Board Meeting June 4, 2026, Lewis County Recreation,
Forestry and Parks Dept. 7356 East Road, Lowville, Ny 13367

Mission: The mission of the County of Lewis IDA is to stabilize, strengthen and grow communities through strategic community partnerships, innovative incentive programs, responsible leverage of our financial resources and thoughtful policy development to advance economic growth and a brighter and more inclusive future for all.

Board Members Present: Gerald Haenlin, Herb Frost, Gagan Singh, Jessica Moser

Board Members Absent: Darlene Rowsam (Excused), Joe Lawrence (Excused)

Others Present: Joane Witt, Roxanne Turck, Amy Hawthorne, Keely Marriott, Megan Marolf, Casandra Buell, Jenna Lauraine

I. Call to Order

- a. The meeting was called to order at 8:37am by Gagan Singh

II. Privilege of the Floor

III. Minutes

- a. A motion was made to **approve the Board Meeting Minutes from March 6, 2026**, by Herb Frost and seconded by Jerry Haenlin. All present voted in favor and the motion carried.

IV. Financial Reports

- a. Budget reviewed by Megan Marolf: all payments have been dispersed through PILOT programs. Statement of activity: Second Place Beer made payments on property loan, equipment payments remain delayed until May. All payments are current and up to date. Project funding and bank details were discussed to the Board's satisfaction.
 - ii. A **motion to approve financials through March 31, 2026**, was made by Jerry Haenlin and seconded by Herb Frost. All present voted in favor and the motion carried.
- b. Approval of the IDA 2026 Budget

i. PARIS reporting system indicates the approval process was delayed due to new staffing in Naturally Lewis. 2026 was the final year for # 3 Wind Farm payments. No noted differences in budget. Re: carryover from 2025, budgeted numbers were adjusted for interest and variance in payments. Projected budget for the next 3 years includes the PILOT projects, assuming the contracts happen on schedule. Expenditures are anticipated and accounted for, using best practice for projections. Waiting on AES project approval. Invitation: April 21, Hydrostor meeting with Mike Young; IDA board is invited to join in the meeting. NL Staff attended webinar with NYSERTA and Tug Hill Commission about storage projects in the area. NL has presentation with links and the presentation is also on the Tug Hill Commission site. Water needs in Croghan are under discussion for this site to address public concern; further discussion and information seeking is needed.

1. A motion to approve the 2026 Budget was made by Jessica Moser and seconded by Herb Frost. All present voted in favor and the motion carried.

V. Items for Approval

- a. Purchase Contract template discussed and reviewed with the Board.
 - i. A motion to approve the use of the Purchase Contract was made by Jessica Moser and seconded by Jerry Haenlin. All present voted in favor and the motion carried.

VI. Executive Director's Report

- a. Executive Director's Report: RFP Shipley Center meet ups were awarded to NL meet ups at \$900 funding per meet up, with up to six meetings a year. Meetings feature Business founders and include discussions and individual shares. This is

a spin on Coffee and Connections and provides a place for business leaders to connect and network.

b. BLB: successful event at Lewis Lanes. Engaging and exciting conversations: topics of interest were identified to use for future meet ups. Examples include: advertising, business planning, and hiring. SBDC will be at NL office next week. The Manufacturer's Alliance is set to meet up this summer. Immersion days are planned for new staff- reengage in the community and renew memberships and partnerships. Brownfield Development Summit attendance is planned for Joanne Witt and Megan Marolf, highlighting the Lyons Falls Mills site is a part of the Summit.

c. The IDA Board and Naturally Lewis staff **formally thank Jenna Lauraine** for her impact on the community and her excellent contribution over the years, wishing her well in her future endeavors.

d. Board Member recruitment

i. Primary interviews have happened with the Naturally Lewis Director; secondary interviews are scheduled with Board members included.

e. New staff recruitment. Received numerous viable candidate applications.

i. Interviews are scheduled and the hiring process will ensue.

VII. Correspondence

a. No noted items.

VIII. Items for Discussion

a. Business Park

i. Recent Committee meeting was very successful, and a phased project management process was introduced, including decision gates to account for risk mitigation, funding, community involvement, etc. and should lead to a shovel ready site by March 2027. Conversations are

happening with County and State partners regarding processes and funding opportunities.

b. MPI awaiting DEC approval to present to Town for permit approval

i. McRez had contention following the last Board meeting, requested a sales tax exemption for a year. Hoping to avoid attorney fees. Future discussion planned as we move toward fall. Recommended legal representation and additional business planning as we move forward.

ii. Second Place Brewing: made payments. LCDC awarded LLC funding: purchase small scale equipment, inventory, reimbursement-based program: 15K. Progress is being made and communication has improved. Mug sales and run club have created more income.

iii. Redemption Center conversation is ongoing: Naturally Lewis is hoping to help the owner connect with additional uses for the space.

c. Naturally Lewis Building/DRI

i. In process. Will provide updates accordingly.

IX. Adjournment

a. The meeting was called to adjournment at 9:33am by Herb Frost and seconded by Jessica Moser. Meeting adjourned.

Next Meeting: LCIDA Regular Board Meeting May 7, 2026, Lewis County Recreation, Forestry and Parks Dept. 7356 East Road, Lowville, Ny 13367

Statement of Financial Position

County of Lewis IDA

As of Mar 31, 2026

	TOTAL
Assets	
Current Assets	
Bank Accounts	
Cash-Petty Cash	50.00
IDA CD 1M - x0868	1,050,263.69
IDA CD 500K - x0867	524,860.62
IDA Checking x1214	84,566.50
IDA Micro Rev Loan x2054 CLOSED	0.00
IDA Money Market x1248	375,723.51
IDA USDA Loan Fund x1511	98,760.05
NYCLASS	1,466,759.29
Total for Bank Accounts	\$3,600,983.66
Accounts Receivable	
1101 Account Receivable	-\$31,660.00
1101-05 Related Party Receivables	316,597.00
Total for 1101 Account Receivable	\$284,937.00
Total for Accounts Receivable	\$284,937.00
Other Current Assets	
1090 Undeposited Funds	0.00
1150 Interest Receivable	0.00
1165-01 Lease Receivable - 2nd Place Brew Equip	129,271.81
1166-01 Installment Sale - 2nd Place Property	92,286.35
1169 Lease Receivable - BRVN Equip	9,560.84
1172 Lease Receivable - Snow Ridge Groomer 1	80,173.63
1173 Lease Receivable - Snow Ridge Groomer 2 (2025)	114,241.73
1179 Allowance for Loan Loss	-45,860.70
1200 Prepaid Insurance	0.00
Total for Other Current Assets	\$379,673.66
Total for Current Assets	\$4,265,594.32
Fixed Assets	
1300 Accumulated Depreciation	0.00
1976 Trinity Ave Building	\$0.00
1920 Acc Depreciation Trinity Bldg	0.00
Total for 1976 Trinity Ave Building	\$0.00
1977 Trinity Ave Land	0.00
1978 Harrisville Bank Building	45,500.00
1979 Harrisville Bank Land	4,500.00
Total for Fixed Assets	\$50,000.00
Other Assets	
1950 Purchase Option Real Est	0.00
1952 Projects in Progress	0.00
1980 PILOT Admin Fee Installment	202,117.00
Total for Other Assets	\$202,117.00
Total for Assets	\$4,517,711.32

Statement of Financial Position

County of Lewis IDA

As of Mar 31, 2026

	TOTAL
Liabilities and Equity	
Liabilities	
Current Liabilities	
Accounts Payable	
Payables	0.00
Total for Accounts Payable	\$0.00
Other Current Liabilities	
General Journal	0.00
Loan-Harrisville/DANC	0.00
Total for Other Current Liabilities	\$0.00
Total for Current Liabilities	\$0.00
Total for Liabilities	\$0.00
Equity	
5000 Opening Bal Equity	525,336.10
5001 Restricted Net Position	98,533.00
5002 Invested in Capital Assets	52,183.00
5003 Retained Earnings	3,944,922.03
Net Income	-103,262.81
Total for Equity	\$4,517,711.32
Total for Liabilities and Equity	\$4,517,711.32

Statement of Activity

County of Lewis IDA

March 2026

	TOTAL
Revenue	
3022 Interest Income	
3020 IDA - Bank Accounts Interest	9,102.76
3091 IDA - Installment Sale Interest Income	
2nd Place Beer Property Interest	854.99
3032 Black River Valley Natural	83.64
3034 Snow Ridge Groomer 1	287.80
3036 Snow Ridge Groomer 2	476.12
Total for 3091 IDA - Installment Sale Interest Income	\$1,702.55
Total for 3022 Interest Income	\$10,805.31
3076 PILOT Payments passthrough	-41,911.94
Total for Revenue	-\$31,106.63
Gross Profit	-\$31,106.63
Expenditures	
3075 Agency Exp	
3220 Legal	8,831.25
3223 Accounting	592.26
Total for 3075 Agency Exp	\$9,423.51
3504 Harrisville Bank Property Expenses	900.00
Occupancy	
3300 Insurance	1,868.98
Total for Occupancy	\$1,868.98
Total for Expenditures	\$12,192.49
Net Operating Revenue	-\$43,299.12
Net Other Revenue	
Net Revenue	-\$43,299.12

Expenses by Vendor Summary

County of Lewis IDA

March 2026

	TOTAL
Beaver River Central School	13,552.83
Campany, McArdle & Randall, PLLC	9,731.25
Copenhagen Central School	923.90
County of Lewis	12,713.39
Lawrence & Philippe CPAs PLLC	592.26
South Lewis Central School	2,991.28
The Hartford	1,868.98
Town of Leyden	195.89
Town of New Bremen	7,614.91
Town of Pinckney	1,039.68
Town of Turin	1,061.40
Village of Port Leyden	626.28
Village of Turin	1,192.38
TOTAL	\$54,104.43

The mission of the County of Lewis IDA is to stabilize, strengthen and grow communities through strategic community partnerships, innovative incentive programs, responsible leverage of our financial resources, and thoughtful policy development to advance economic growth and ensure a brighter and more inclusive future for all.

Key Work: Community Partnerships | Policy Development | Proactive & Strategic Incentive Programs | Leveraging Financial Resources

Highlights for April 2026

Inspiring People

Naturally Lewis hosted the first of its **Entrepreneurship Meetups in Lewis County**, which was made possible with funding through the **Clarkson Shipley Center** with **Samantha Widrick, of Zehr's Flowers & Landscaping** sharing how they have grown and evolved their business. **Evan Jennings, of Quantifying Consultants** got in the "hot seat" to share some thoughts he has about his business and how they can best serve the community. The next session is scheduled for May 8 with **Kelsey Blackwell, of Blackwell Bookkeeping**.

Roxanne and Joanne went to the **Mohawk Valley Brownfield Development Summit**, where they were on the Planning Committee. The **Lyons Falls Mill Site** was featured in the Immersion Room of the event, showing a video of the site on a panoramic screen. The **Lewis County Historical Society** also provided us with photos of the canals in Lewis County to show our connection to the Mohawk Valley Region. This was featured in an article in the event program.

The **Leadership Academy** met with Christie Andrus-Nakano to continue their Appreciative Inquiry work. They will travel to Fort Drum on May 8.

The **Naturally Lewis Economic Development Conference** is scheduled for June 10 at 3 Willows Event Center. The theme is "Explore. Stay. Grow." and the keynote speaker is **The New York Sherpa, Josiah Brown**.

Community Partnerships

The **Spring 2026 Manufacturers' Alliance** was held at Zero Dock in Carthage with a theme of "Growing Your Workforce" and panelists from **Jefferson-Lewis BOCES, SUNY, MACNY**, and the **Workforce Development Institute**. There were over 50 people in attendance from over 35 different organizations.

Proactive & Strategic Incentive Programs

The **Naturally Lewis Project and Site Development Committee** continues to meet regularly to learn of updates regarding a commerce park and other property ventures in **Lewis County**. Roxanne continues to make progress and is on track with achieving milestones in her timeline.

Naturally Lewis Team Members attended multiple informational events to learn more about what energy projects can mean for communities and how we can help them to prepare. One event, hosted by the Tug Hill Commission, shared the science behind each type of current energy storage facilities and appropriate zoning. We will now go to the different taxing jurisdictions to continue to guide them so they can make the best choices for their unique needs.

Discussions are continuing for the **Redemption Center Property**. The owner was given a copy of the appraisal.

Leveraging Financial Resources

Town of Diana Community Days 5k shared photos on social media of the finish line arch and flags they were able to obtain with help from the **Community Connections Fund**.

Snow Ridge Ski Resort was able to renovate space above their offices to create a new short term rental space by utilizing the **Vacant Property Fund**.

Organizational Updates:

We have one new Board of Directors member: Mark O'Connor.

We have hired two new staff members:

- **Administrative Specialist:** Megan Rodgers will join us in late June.
- **Director of Programs and Partnerships:** Micah Roes joined us on May 6.

The **LCIDA Governance and Finance Committees** will meet to review the current UTEP policy.

All Directors must complete [ABO Board Training](#). Please register for an upcoming training and complete it as soon as possible.

Leadership Academy is scheduled

RESOLUTION NO. 94 - 2026

**RESOLUTION APPOINTING MARK O'CONNOR TO
LEWIS COUNTY INDUSTRIAL DEVELOPMENT AGENCY
BOARD OF DIRECTORS**

Introduced by Legislator Jessica Moser, Chair of the Finance & Rules Committee.

WHEREAS, pursuant to Section 856 of the General Municipal Law, an Industrial Development Agency is a corporate governmental agency constituting a public benefit corporation; and

WHEREAS, the Industrial Development Agency Board of Directors shall consist of not fewer than three nor more than seven members, who are appointed by the Lewis County Board of Legislators and serve at its pleasure; and

WHEREAS, member McKenzie Lehman resigned effective November 30, 2025, creating a vacancy on the Board; and

WHEREAS, Mark O'Connor of Lowville, New York, has been recommended for appointment to fill said vacancy;

NOW, THEREFORE, BE IT RESOLVED as follows:

Section 1. The Lewis County Board of Legislators hereby appoints Mark O'Connor of Lowville, New York to the Lewis County Industrial Development Agency Board of Directors, to serve at the pleasure of the Board of Legislators.

Section 2. The term of said appointment shall commence on April 8, 2026, and shall continue for an indefinite term.

Section 3. The Lewis County Board of Legislators expresses its appreciation to Mark O'Connor for his willingness to serve and contribute to the Lewis County Industrial Development Agency.

Section 4. The Clerk of the Board shall forward a copy of this resolution to Mark O'Connor and to the Lewis County Industrial Development Agency.

Section 5. This resolution shall take effect immediately.

Moved by Legislator Osborne, seconded by Legislator Moser, and adopted on the 7th day of April, 2026.

**STATE OF NEW YORK
COUNTY OF LEWIS**

ss:

Office of the Clerk of the
Board of Legislators

This is to certify that I have compared the foregoing copy with the original resolution now on file in this office, which was adopted by the Board of Legislators of said County, on the ... **7th** ... day of ... **April, 2026**, and that the same is a correct and true transcript of such original resolution and the whole thereof.

IN WITNESS WHEREOF, I have hereunto set my hand and the official seal of said Board of Legislators this ... **8th** ... day of ... **April, 2026**.


.....
Deputy Clerk of the Lewis County Board of Legislators



NATURALLY
LEWIS
LEWIS COUNTY, NY

Economic Development Conference

June 10, 2026 | 3 Willows Event Center





Dear Community Partner,

This summer, Naturally Lewis will proudly host our 5th Annual Economic Development Conference, bringing entrepreneurs and small business owners, business and community leaders, municipal leaders, and nonprofit leaders from across Northern New York together to inspire and champion growth in our communities.

This year's event theme is "**Explore. Stay. Grow,**" focusing on fostering vibrant, resilient communities by harnessing the potential of well-managed visitor economies. Our keynote speaker, **Josiah Brown**, will deliver an energetic address on how destination organizations can serve as catalysts for community strength and prosperity, encouraging attendees to see tourism and visitor engagement as vital tools for growth. Breakout sessions will build on this vision, offering practical strategies and inspiring ideas to help our communities explore new opportunities, retain visitors, and cultivate sustainable growth right here in Lewis County and beyond.

This event will take place on **Wednesday, June 10, 2026**, from **8:00 AM - 3:30 PM** at **3 Willows Event Center** (3950 NY-12, Lyons Falls, NY 13368).

Your support will not only ensure the success of our event, but also make a meaningful impact on the future of our community and the generations to come. This is the time where big ideas meet local reality, and where you have the chance to join us as we write the next chapter, together.

We would be honored to have your organization as a sponsor of this event. More details about sponsorship levels and who we are can be found on the following pages.

Thank you for considering this opportunity to invest in Naturally Lewis. To secure your spot as an event sponsor, please contact Keely Marriott at (315) 376-3014 or keely@naturallylewis.com, or fill out our form at bit.ly/NaturallyLewis-sponsor.

With gratitude,

Megan Marolf
Financial Operations Manager

Sponsorship Opportunities



Keynote Sponsor — \$5,000

Includes a reserved table at the front of the room, admission for **six** attendees, exclusive lanyard ribbon for all included attendees, exclusive Keynote Sponsor signage, logo on select event marketing materials, multiple mentions at event, and inclusion in post-event press release.

Swag Sponsor — \$2,000

Includes your logo featured on the swag of staff's choosing to be presented to all event attendees, a reserved table at the front of the room, admission for **five** attendees, logo on select event marketing materials, multiple mentions at event, and inclusion in post-event press release.

Session Sponsor — \$1,500

You will be noted as the presenting sponsor for one session at this full-day conference. Includes a reserved table at the front of the room, admission for **five** attendees, logo on select event marketing materials, multiple mentions at event, and inclusion in post-event press release.

Platinum Sponsor — \$1,000

Includes admission for **four** attendees, logo on exclusive Platinum Sponsor signage, logo on select event marketing materials, multiple mentions at event, and inclusion in post-event press release.

Gold Sponsor — \$750

Includes admission for **three** attendees, logo on select event marketing materials, and multiple mentions at event.

Silver Sponsor — \$500

Includes admission for **two** attendees, logo on select event marketing materials, and multiple mentions at event.

Bronze Sponsor — \$250

Includes admission for **one** attendee and your logo on select event marketing materials.

Exhibitor Table | \$200 *(Exclusive to Sourced Local Service Providers Within the Naturally Lewis Membership)*

Included admission for two attendees and be promoted as a tool for growth to event attendees.

About Us

Naturally Lewis, Inc. is an independent non-profit organization that acts as an umbrella entity for the Lewis County Industrial Development Agency (LCIDA), Lewis County Development Corporation (LCDC), and the Lewis County Chamber of Commerce (LCCOC). These organizations, with a storied history of contributing to Lewis County's economic prosperity, have chosen to partner their services and resources under this single, unified banner. Naturally Lewis is governed by a newly formed board of directors comprising 15 dedicated individuals, each of whom brings their expertise to the table.

Naturally Lewis is the **one-stop-shop for economic and business development** in Lewis County. If you are starting or growing a business, rehabilitating a vacant space, looking for financing solutions for a development project, seeking a membership network, looking for creative funding solutions, and more, Naturally Lewis is here to support you.

Our Mission

Naturally Lewis is championing the growth of a community where people want to live, work, build business and play. We foster forward thinking and relationship building, connecting people, businesses, partnerships and resources to effectively and efficiently grow our county.

The Entities

Naturally Lewis Inc.

- 501c3 Not-For-Profit
- 15 Board of Directors
- Employs Staff
- Leads Overall Economic Development Strategy

Lewis County IDA

- Public Authority of NYS
- Hires NL Inc to Administer Services through Staff Services Agreement
- 7 Board of Directors
- Own Mission & Key Work
- Provides Incentives for ED Projects
- Separate Insurance

Lewis County Chamber of Commerce

- 501c6 Chamber of Commerce
- Manages *Discover Tug Hill* Brand
- Hires NL Inc to Administer Services through Staff Services Agreement
- 9 Board of Directors
- Own Mission & Key Work
- Leads Tourism Initiatives and Membership
- Separate Insurance

Lewis County Development Corporation

- 501c3 Local Development Corporation
- Hires NL Inc to Administer Services through Staff Services Agreement
- 9 Board of Directors
- Own Mission & Key Work
- Leads Loan/Grant Programs & Property Projects
- Separate Insurance

Strategic Priorities



Key Work in Our Community

Naturally Lewis is the lead economic development agency for Lewis County, leading economic, business and tourism development + promotion. Supported by a member-investor network, the agency provides business and organizational support services, leading ultimately to enhanced communities, new job creation, a broadened tax base and a better quality of life for all.

Business Development & Support Services



Property & Site Developments



Tourism Development & Promotion



Placemaking



Marketing & Promotion of Lewis County



Membership Services



Events & Collaboration with Communities





Let's Connect:

7551 S. State St.

Lowville, NY 13367

(315) 376-3014

naturallylewis.com