

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: Herb Frost, Darlene Rowsam, Joe Lawrence, Jerry Haenlin, Jessica Moser, Gagan Singh

Others Present: Joanne Witt, Jenna Lauraine, Amy Hawthorne, Tim Hunt, Casandra Buell, Megan Marolf

I. Call to Order

- a. The meeting was called to order at 8:31 am by Board President Joe Lawrence, followed by the reading of the mission statement by Joe Lawrence.

II. Minutes

- a. **A motion to approve the minutes from the January 8, 2026, Board Meeting** was made by Jerry Haenlin and seconded by Darlene Rowsam. All present voted in favor and the motion carried.

III. Financial Reports

- a. A presentation of the financial reports was given by Megan Marolf. No major changes to the receivables. CDs are up for renewal in June. We may consider moving them into a different area to accrue more interest. Vendor payment review.
  - i. **A motion to approve the Financial Reports** was made by Jerry Haenlin and seconded by Gagan Singh. All present voted in favor and the motion carried.

IV. Items for Approval

- a. Harrisville Bank Property, resolution to sell to LaRock Holdings, LLC
  - i. Resolution to sell to LaRock Holdings. Jessica Moser states that there was a contract misunderstanding - this Board did not make a formal resolution in the past because we had not reviewed and approved the property sale as a Board.
  - ii. Roll Call Vote for the sale moved into Resolution:
    1. Darlene Rowsam YES
    2. Joseph Lawrence YES
    3. Jessica Moser YES
    4. Herb Frost YES

5. Gerald Haenlin YES
6. Gagan Singh YES

iii. **A motion to approve the resolution of sale of the Harrisville Bank Company to LaRock Holdings LLC** was made by Herb Frost and seconded by Jerry Haenlin. All present voted in favor and the motion carried.

- b. MPI Equipment Leaseback, resolution to approve purchase
  - i. **Previously approved**, no new action from the Board required.

V. Executive Director's Report

- a. Staffing: **NL hired a new EDS and a new DOD**; they will start with NL the third week of February 2026. Jessica Moser poses a conflict-of-interest question regarding the DOD having a consulting side job. NL has an ethical conduct policy in our Handbook that all employees are required to sign upon acceptance of employment. Darlene Rowsam asks who the key team members in Naturally Lewis are as we shift our staffing and areas of responsibility. Answer: IDA involvement is mainly coordinated with Megan Marolf and Roxanne Turck regarding contracts and grants.
- b. Board Member recruitment
  - i. The process continues to move forward in identifying potential Board members. The Board's focus is strategic: considering skills and abilities and regional considerations, along with availability to commit to a regular meeting time during typical business hours. Kevin McArdle is a potential fit. Engineering types are of particular interest due to their special skill set. Danielle Remeczky is a potential candidate: she has a finance background and has keen interest in the work of the IDA; she is a resident of Lowville. Ideally, the Board would like to reach a group of 7 Board Members, open to future discussion. Mark O'Connor is another candidate: retired from DOT, has an engineering background. Next steps are to submit candidate names to County Legislators and upon approval, the candidate would be formally appointed to the IDA Board.
  - ii. Currently seeking Board members for the NL Board as well. Ideally, NL Board would like 2 representatives from IDA Board. Joe Lawrence states it may prove beneficial to have representation from outside of the IDA Board. Gagan Singh states that the overlap of 6 Board Members from existing Boards is beneficial: 2 from each Board (IDA, LCDC and CoC)

would allow for the majority on the NL Board to be comprised of members without Board overlap.

VI. Correspondence

- a. Meeting on 1/29/26 with BRCS, Town of Croghan on future PILOT/HCA
  - i. Joanne Witt, Megan Marolf, Casie Buell, and Tim Hunt participated in a recent Beaver River County Schools PILOT discussion. AES Solar and Hydrostor are facing NY State changes surrounding PILOT programs that will redefine payments. This change positions communities with a focus on HCA's rather than PILOTs due to long term revenue and financing. NY State may regulate directly, and that will shift financing for the IDA. This remains an ongoing discussion.

VII. Items for Discussion

- a. Site Identification – IDA Financing Options
  - i. Naturally Lewis Property and Site Development Committee is meeting monthly to identify 2-3 properties for Business Site Development. Developers are showing interest; the goal is to find sites to offer. The Board and NL have pursued this goal in the past, allowing us to work from existing framework and studies. Need to conduct a study and assess existing infrastructure and financing options. The Naturally Lewis Board will bring items to the IDA to partner together to achieve the overall goal for Business Park site identification and development. Fast NY funding program will benefit Lewis County through having existing sites for future opportunities. Map criteria includes: municipality buy in, lot size (40+acres) or close in size, percentage of wetlands coverage (less than 50%) – similar with sloping, water/sewer districts, avoiding flood zones. Have connected with Lyons Falls and Village of Turin. Data is already available to further the pursual of potential sites. Adaptive reuse is a model for success, with the hope to balance out a larger site for future opportunities. Focus is multiple businesses or shovel site readiness.
- b. Naturally Lewis Building/DRI
  - i. In conversation with the landlord to purchase building and the State requires update. NL will circle back to the IDA Board when there are items for approval.
- c. Second Place Brewing Update

- i. Regarding 2 Loans: Last payment made on Equipment was in July 2025, and the last Property payment was in November 2025. Megan Marolf and Joanne Witt met with the business owners, and a plan was developed to help them reach financial goals and obligations. The equipment value is in dispute. The plan was to maximize production of wholesale and cover the financial shortfall with the loans through IDA. Business owners have connected with Jenna Lauraine; however, they had not gone to SBDC and had not reached out to the IDA for further funding opportunities. State applications have been made, according to the business owner. Joanne Witt has created an itemized list, so we understand the process of what has been completed at the County level and with the use/pursual of loans and grants. Production is ongoing; pre-sale was suggested. NL has asked for good faith payments and a sound plan moving forward. Total equipment balance is 130K, with an escalating payment. The owners are asking for another month; NL suggested making one payment to continue to curtail accruing interest. Brewers have not prioritized a wholesale plan within the current business model.
- ii. Possible solutions: taking back the property and equipment. Additional business strategy help and direction through NL or business guidance and planning. Restructure payments: Defer loan on equip to 12 months, get the property loan current, with structured payments. NY Craft Beer has business plans; DANC is another possibility.
  1. **The Board agrees to accept equipment loan in default through May 2026**, while bringing the property loan current to maintain this project. If these terms are not met, notices will be given and the LCIDA will decide what to do with the property.

#### VIII. Adjournment

A motion to adjourn was made at 9:59 am by Jerry Haenlin and seconded by Gagan Singh.  
Meeting adjourned.

#### **Next Meeting:**

LCIDA Regular Board Meeting – March 5, 2026 – 8:30am – LCJCC Education Center (Conference Room)