



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 8:30am
- II. Privilege of the Floor
 - a. Janelle Tupper and Liz Brown from Bowers to review the 25-26 Audit
 - i. Reviewed by the [Finance Committee](#) on 8/11/26
- III. Approval of [July Minutes](#)
- IV. Approval of [June](#) & [July](#) Financials
- V. Items for Approval 8:45am
 - a. [Lease](#) of Office Space at Mandeville Building
 - b. "Sweeney's Laundry" [Equipment Lease Back](#)
 - i. Reviewed by the [Finance Committee](#) on 8/11/26
- VI. [IDA Board Report](#)
- VII. Correspondence
- VIII. Items for Discussion
 - a. IDA Funding of Environmental/Engineering Studies
 - b. PILOT Application received from [Northbrook Lyons Falls LLC](#)
 - i. Tabled until September Meeting
 - c. [Available Funds](#)
 - d. [Property and Site Committee Update](#)
 - e. [Bi-Annual Board of Legislator's Report](#)
 - f. UTEP Revisions
 - i. Ongoing per meeting with [Governance Committee](#) on 8/11/26
- IX. Executive Session
- X. Adjournment 10:00 am

Next Meeting:



County of Lewis IDA
Regular Board Meeting **Agenda**
August 20, 2026 | 8:30am – 10:00am
Outdoor Services Building | Lowville, NY

LCIDA Regular Board Meeting – September 17, 2026 – 8:30am – Outdoor Services Building
(Conference Room)



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

Staff Present: Kristen Aucter, Roxanne Turck, Keely Marriott, Megan Rodgers, Megan Marolf, Micah Roes

Others: Casandra Buell

- I. Call to Order 8:33am
 - a. Mission statement read by Chair, Gagan Singh
- II. Privilege of the Floor
 - a. None
 - b. Introduction of new staff member, Administrative Specialist, Megan Rodgers
- III. [Minutes – June 2026](#)
 - a. Motion to approve by Jess Moser, Seconded by Joe Lawrence
- IV. [Minutes - Annual Meeting](#)
 - a. Table until the next annual meeting
- V. [Financial Reports – May 2026](#)
 - a. Flat Rock Wind Variable Payment disbursement
 - b. Second Place Payments will be caught up
 - c. Motion to approve by Darlene, Seconded by Herb
- VI. Items for Discussion 8:45am
 - a. Discussion Items from June 4th
 - i. [AMF Building Phase II Funding](#)
 - 1. Casie Buell discussed in length the need for Phase II for the developer to move forward with Brownfield Tax Credits

2. Megan will check with Hodgson Russ on whether or not studies can be done by the IDA without owning the property and have them check on joining a zoom to clear up confusion on policy
3. Motion to table issue while staff gathers more information made by Herb, seconded by Jerry
- ii. [Governance Committee UTEP Revisions Ongoing](#)
- iii. [Finance Committee CD Disbursement Approved](#)
- iv. [Lomeo Property Potential](#)
 1. Farmer's Co-Op Lien
- v. Flat Rock Wind Payment
- vi. Property and Site Committee Updates
- vii. Using the NL rubric to make recommendations to various boards to use their tools to move properties forward and having a clearer picture of how the boards would collaborate
 1. Redemption Center Property
 2. Board recommends a running total of resources at IDA's disposal to move projects forward
- b. Mandeville DRI Project
 - i. Secondary estimate was very high, working with BCA to tighten estimate and potential to remove residential on 3rd story
 1. Casie recommends CFA funding for \$500k from NY Main St money, perhaps other projects have dropped off and their funds would be available to allocate to the project
 2. Joe recommends stabilizing and getting at least the first floor ready for office-use
- c. AMF Building Development
- d. [MPI Equipment Changes](#)
 1. Board will move forward with purchase of equipment only, nothing with wastewater as it is underground and not able to recoup



County of Lewis IDA
Regular Board Meeting **Minutes**
July 2nd, 2026 | 8:30-10:00
Outdoor Services Building | Lowville, NY

- | | | |
|-------|------------------------------|--------|
| VII. | Board Report | 9:30am |
| VIII. | Correspondence | |
| IX. | Items for Approval | |
| X. | Executive Session | |
| XI. | Adjournment | 9:47am |

Next Meeting: LCIDA Regular Board Meeting – TBD

County of Lewis IDA
Statement of Financial Position
As of Jun 30, 2026

	Total
Assets	
Current Assets	
Bank Accounts	
Cash-Petty Cash	50.00
IDA CD 1M - x0868	0.00
IDA CD 500K - x0867	0.00
IDA Checking x1214	19,654.76
IDA Micro Rev Loan x2054 CLOSED	0.00
IDA Money Market x1248	314,215.67
IDA USDA Loan Fund x1511	98,821.62
MM/NYCLASS MATCH	1,534,497.92
NYCLASS	1,536,019.90
Total for Bank Accounts	\$3,503,259.87
Accounts Receivable	
1101 Account Receivable	-\$27,751.27
1101-05 Related Party Receivables	316,597.00
Total for 1101 Account Receivable	\$288,845.73
Total for Accounts Receivable	\$288,845.73
Other Current Assets	
1090 Undeposited Funds	0.00
1150 Interest Receivable	0.00
1165-01 Lease Receivable - 2nd Place Brew Equip	128,502.72
1166-01 Installment Sale - 2nd Place Property	88,944.39
1169 Lease Receivable - BRVN Equip	9,368.12
1172 Lease Receivable - Snow Ridge Groomer 1	76,864.97
1173 Lease Receivable - Snow Ridge Groomer 2 (2025)	111,671.34
1179 Allowance for Loan Loss	-45,860.70
1200 Prepaid Insurance	0.00
Total for Other Current Assets	\$369,490.84
Total for Current Assets	\$4,161,596.44
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

County of Lewis IDA

Statement of Financial Position

As of Jun 30, 2026

	Total
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	\$4,413,713.44
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	4,793,369.05
Net Revenue	-1,055,707.71
Total for Equity	\$4,413,713.44
Total for Liabilities and Equity	\$4,413,713.44

County of Lewis IDA

Statement of Activity

June 2026

	Total
Revenue	
3022 Interest Income	
3020 IDA - Bank Accounts Interest	11,471.34
3091 IDA - Installment Sale Interest Income	
2nd Place Beer Equipment Interest	430.91
2nd Place Beer Property Interest	410.74
3032 Black River Valley Natural	0.00
3034 Snow Ridge Groomer 1	276.12
3036 Snow Ridge Groomer 2	465.46
Total for 3091 IDA - Installment Sale Interest Income	\$1,583.23
Total for 3022 Interest Income	\$13,054.57
3076 PILOT Payments passthrough	-1,000,000.01
Total for Revenue	-\$986,945.44
Gross Profit	-\$986,945.44
Expenditures	
3074 Economic Development Expense	
Professional Services	
3211 Staff Services Contract	68,669.27
Total for Professional Services	\$68,669.27
Total for 3074 Economic Development Expense	\$68,669.27
3075 Agency Exp	
General & Admin	
Office	-\$1,290.32
3160 Office Supplies	1,290.32
Total for Office	\$0.00
Total for General & Admin	\$0.00
Total for 3075 Agency Exp	\$0.00
Occupancy	
3300 Insurance	93.00
Total for Occupancy	\$93.00
Total for Expenditures	\$68,762.27
Net Operating Revenue	-\$1,055,707.71
Net Revenue	-\$1,055,707.71

County of Lewis IDA
Expenses by Vendor Summary
June 2026

	Total
County of Lewis	399,812.84
Lowville Central School	379,953.72
Town of Martinsburg	98,592.93
Naturally Lewis Inc.	68,669.27
Town of Harrisburg	68,584.94
Copenhagen Central School	28,410.85
Town of Lowville Tax Collector	18,372.99
Town of Watson	3,450.31
South Lewis Central School	2,821.43
VistaPrint	1,290.32
Mount Vernon Fire Insurance Company	93.00
Not specified	39.82
TOTAL	\$1,070,092.42

County of Lewis IDA
Statement of Financial Position
As of Jul 31, 2026

	Total
Assets	
Current Assets	
Bank Accounts	
Cash-Petty Cash	50.00
IDA CD 1M - x0868	0.00
IDA CD 500K - x0867	0.00
IDA Checking x1214	19,049.37
IDA Micro Rev Loan x2054 CLOSED	0.00
IDA Money Market x1248	231,648.99
IDA USDA Loan Fund x1511	98,842.60
MM/NYCLASS MATCH	1,538,989.16
NYCLASS	1,540,669.01
Total for Bank Accounts	\$3,429,249.13
Accounts Receivable	
1101 Account Receivable	-\$28,951.27
1101-05 Related Party Receivables	316,597.00
Total for 1101 Account Receivable	\$287,645.73
Total for Accounts Receivable	\$287,645.73
Other Current Assets	
1090 Undeposited Funds	500.00
1150 Interest Receivable	0.00
1165-01 Lease Receivable - 2nd Place Brew Equip	127,731.06
1166-01 Installment Sale - 2nd Place Property	88,266.78
1169 Lease Receivable - BRVN Equip	9,173.79
1172 Lease Receivable - Snow Ridge Groomer 1	75,754.26
1173 Lease Receivable - Snow Ridge Groomer 2 (2025)	110,807.39
1179 Allowance for Loan Loss	-45,860.70
1200 Prepaid Insurance	0.00
Total for Other Current Assets	\$366,372.58
Total for Current Assets	\$4,083,267.44
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

County of Lewis IDA
Statement of Financial Position
As of Jul 31, 2026

	Total
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	\$4,335,384.44
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	4,793,369.05
Net Revenue	-1,134,036.71
Total for Equity	\$4,335,384.44
Total for Liabilities and Equity	\$4,335,384.44

County of Lewis IDA

Statement of Activity

July 2026

	Total
Revenue	
3022 Interest Income	
3020 IDA - Bank Accounts Interest	9,488.01
3091 IDA - Installment Sale Interest Income	
2nd Place Beer Equipment Interest	428.34
2nd Place Beer Property Interest	407.65
3032 Black River Valley Natural	39.01
3034 Snow Ridge Groomer 1	272.20
3036 Snow Ridge Groomer 2	461.87
Total for 3091 IDA - Installment Sale Interest Income	\$1,609.07
Total for 3022 Interest Income	\$11,097.08
Revenues-Fee	
3060 Application Fee	500.00
Total for Revenues-Fee	\$500.00
Total for Revenue	\$11,597.08
Gross Profit	\$11,597.08
Expenditures	
3074 Economic Development Expense	
3074-2 Property Acquisition	89,313.80
Total for 3074 Economic Development Expense	\$89,313.80
3075 Agency Exp	
3223 Accounting	612.28
Total for 3075 Agency Exp	\$612.28
Total for Expenditures	\$89,926.08
Net Operating Revenue	-\$78,329.00
Net Revenue	-\$78,329.00

County of Lewis IDA
Expenses by Vendor Summary
July 2026

	Total
Merrell & Merrell	89,313.80
Lawrence & Philippe CPAs PLLC	422.28
Bowers & Company CPA's PLLC	190.00
TOTAL	\$89,926.08

IDA	Balances	Committed	Other	Future Project Admin	*With existing UTEP Fee Schedule			
Checking	\$19,030	MPI	\$600,000	Sweeney Laundry	\$100,000	Company	Project	Admin
MM	\$231,329	NL Contract 12m	\$280,000	Redemption Center	\$360,000	Kruger	\$60,000,000	\$500,000
Public MM	\$1,534,498	Total	\$880,000	Mandeville	\$2,900,000	AES	\$186,734,640	\$1,450,509
NY Class	\$1,540,214			Total	\$3,360,000	Hydrostor	\$2,000,000,000	\$15,050,000
Total	\$3,325,071					Energydome	\$300,000,000	\$2,300,000
						EIP Battery	\$250,000,000	\$1,925,000
						West Leyden School	\$5,000,000	\$50,000
						AMF Building	\$4,500,000	\$33,750
Liquid	\$2,445,071	Available	-\$914,929			Total		\$21,309,259
NL	Balances	Projected Yearly Revenue	Projected Yearly Expenses					
Checking	\$7,946		\$900,000					
MM	\$659,997							
Liquid	\$200,000	Monies that could be allocated safely from MM account and dedicated to development priorities						
LCDC	Balances	Committed						
Black Moose LLC	\$57,777 restricted	CEDP	\$37,850					
ICS Collateral (VPR & CEDP Funds)	\$692,118	VPR	\$420,159					
Checking	\$8,899	AMF	\$63,650					
Loan Fund	\$130,897 restricted							
Total	\$701,017		\$521,659					
Liquid	\$179,358							



Board of Legislators

Bi-Annual Summary

July 2026

Our 2026-2027 Strategy

Building Our Community

- Developing Businesses
- Developing Properties
- Developing Tourism
- Developing Place

Inspiring People

- Developing Entrepreneurs
- Developing Leaders
- Developing & Engaging with Youth
- Developing Resident Pride in Place

Partnerships & Collaboration

- Local & State ED Partnerships
- Local & State Tourism Partnerships

Sustaining Our Legacy

- Membership
- Community Partnerships
- Strategic Funding Development
- System & Process Improvement
- Compliance & Policy Development

The Key Work of Naturally Lewis, Inc.

- Business Development & Support Services
- Property & Site Development
- Tourism Promotion & Marketing of Lewis County
- Membership Services
- Events & Collaboration with Communities
- Placemaking
- Sustaining Economic Development & Naturally Lewis, Inc.

The Mission

- Naturally Lewis, Inc., 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.
- We focus on creating a solid and sustainable economic base by supporting practical, realistic programs and policies that advance businesses through diversification and by expanding markets locally, nationally and internationally. We are the bridge builders, proactively seeking and leading development for new and existing businesses, while leveraging our natural resources.
- We believe growth comes from thoughtful risk taking, building community partnerships and making wise investments. Naturally Lewis is our mechanism for advocating and advising on investments and education that build a great quality of life, sustainable employment and collaborative plans that make Lewis County a community to thrive at work and at home.

Meet the Team



Kristen Aucter, Director of Tourism

With more than a decade of community-focused work, I've found my passion in sharing the best of Lewis County with both residents and visitors alike. Somewhere along the way, I earned the nickname "Fairy Godmother of Fun" for my love of creating memorable experiences and bringing people together. Fun fact: I wear flip-flops until the second foot of snow falls.



Roxanne Turck, Director of Development

After returning to Lewis County following college, I chose to build my career and raise a family here with my husband. We have two adult daughters and one grandson, and I'm passionate about creating opportunities that strengthen our communities for future generations. Fun fact: I'm completely fearless...except when it comes to loose bovine.



Micah Roes, Programs and Partnerships Director

I was born and raised in Lowville. Following college, my wife and I moved back to the area, always knowing that this was the place that we wanted to raise a family. Fun fact: My wife and I both played a division 1 sports in college.



Megan Marolf, Finance & Operations Manager

A Tug Hill girl at heart, I returned to Lewis County in 2022 where I built a home. I was excited to join the NL team in October 2025. I'm a graduate of SUNY Potsdam with a degree in Business Administration. My daughter is entering her freshman year of highschool at Lowville Academy. Fun Fact: I began the Girl's Youth Softball program here in 2023, which grew to nearly 150 players between three school districts in 2026.



Keely Marriott, Economic Development Specialist

Born and raised in Croghan, I moved back home last fall. I feel grateful for the opportunity to use my marketing degree in Lewis County, especially considering I originally moved away due to the lack of job opportunities here. Fun fact: I have a 1.5-year-old daughter named Thea.



Megan Rodgers, Administrative Specialist

I moved to Lewis County with my husband in 2026 to embrace the North Country lifestyle, and I'm excited to support Naturally Lewis while helping our communities grow and thrive. Fun fact: Before moving here, we regularly traveled to Lewis County just for snowmobile season—and now we get to enjoy snowmobiling in the winter and ATV riding in the summer right here at home!

BUILDING OUR COMMUNITY

DEVELOPING BUSINESS

- **Launch Lewis County | Micah** - The LCDC awarded three Launch Lewis County grants to low-to-moderate income small business owners looking to expand their business. The fund has been fully exhausted for the year.
- The awards included:
 - The Box - \$30,000 - Croghan
 - South Cottage Industries - \$20,000 - Lowville
 - Steeple and Hearth - \$20,000 - Lowville
 - Coffee and Clay - \$12,600 - Constableville
 - Second Place Beer Co - \$15,000 - Lowville
 - Raven's Quill - \$30,000 - Lowville
- **Commercial Space Partnership | Roxanne** - Establishing a collaborative network with local real estate professionals to market available commercial space, support local businesses, and strengthen Naturally Lewis' membership value proposition.



Community Economic Development Program

Fully funded through the Number Three Wind Project, it is the only active Host Community Agreement in place among the various energy projects in the county. With an annual funding of approximately \$150,000, the program has become increasingly popular. We are hopeful that, through ongoing discussions regarding HCAs and taxing jurisdictions, we can secure additional funds for this program in the years to come. It offers significant benefits to both entrepreneurs and existing businesses. Details of award recipients can be found on page 10.

BUILDING OUR COMMUNITY

DEVELOPING PROPERTY

- **Harrisville Community Bank Building | Megan** - The LCIDA sold the Harrisville Community Bank and the new owner has officially opened, the Harrisville Coffee Co. to great support from the community.



- **West Leyden Elementary | Megan** - The LCDC helped to fund a water/sewer study to aid development of the property to identify sustainability of a mixed-use housing/commercial development.
- **Mandeville Building/NL Office | Roxanne** - The IDA is in the process of acquiring the Mandeville Building and continues working with BCA on a repair strategy. The DRI reimbursement structure presents timeline and cash flow challenges, and potential solutions are being discussed with ESD.
- **Kruger Hydropower | Roxanne** - We have begun discussions regarding an upcoming PILOT as Kruger is investing \$60M to upgrade their existing hydro facility located adjacent to the Lyons Falls Mill Site.
- **AMF Trinity Ave | Megan** - LCDC in conjunction with the Village of Lowville will aid in a Phase II Environmental Study to aid in future property development at the site.
- **Lomeo Property | Megan** - Reengaging with the property owner and the county as a future development site at the junction of 177 and 12 to aid in future water source to local businesses on the Route 12 corridor.

SITE & PROPERTY COMMITTEE

- **6 Phase Property Development Framework implemented:** advancing through Land Identification, Technical Due Diligence and Stakeholder Alignment.
- Continued evaluation of priority sites with efforts focused on matching qualified developers to potential properties.
- **Expanded Developer Outreach:** 3 developers engaged, 3 additional prospects in the pipeline to support future investment.
- Continued identification and evaluation of strategic development sites across Lewis County.
- Working to align developer interests with available properties to accelerate future investment.
- Collaboration with municipalities to identify and prioritize locally supported development opportunities.
- Developing a countywide inventory and pipeline of priority development sites.
- Establishing a repeatable process for site evaluation, due diligence, and developer recruitment.



Transitioning Lewis County from reactive site marketing to a proactive property development pipeline through strategic site identification, developer engagement, and structured project advancement.

BUILDING OUR COMMUNITY

DEVELOPING TOURISM

- **Resident Sentiment Survey | Kristen** - Results received in October 2025:
 - 41% of residents felt there needed to be more promotion of the area.
 - 60% of residents would like more festivals/concerts to attract tourists.
 - 40% of residents feel strong pride watching tourists visit our country
 - 59% of respondents were employed.
 - 83% of respondents had lived locally for over 15 years.
- **Resident Actionable Ideas | Kristen** -
 - More robust public transportation.
 - Attract more manufacturing businesses that can pay a living wage.
 - More enforcement of ATV/UTV laws on public roads.
 - Development of Rail Trail system.
 - Schedule more events/festivals
- **Discover Tug Hill Social Media | Kristen**- Growing steadily, with Tourism Matching Funds support helping drive that momentum.
- **2027 Marketing Plan | Kristen**- Early build-out underway for a full-year Discover Tug Hill marketing plan across all funding-eligible channel categories and seasons.

DEVELOPING PLACE

- **Food Truck Fridays Lewis County | Keely** - We are hosting our 10th Annual Food Truck Fridays, a vibrant community event that celebrates summer, diverse cuisine, and family-friendly entertainment.



- **Riverfest | Kristen & Keely** - Riverfest is scheduled for August 1st.
- **Lewis County Comprehensive Planning | Team** - We are joining the discussion with community members to help guide the upcoming Comprehensive Plan.
- **Cuisine Trail | Kristen** - The Lewis County Cuisine Trail travels through back roads to the Villages of Lowville, Croghan, Castorland and Copenhagen and showcases locally sourced and produced foods unique to the area.

WHAT DOES TOURISM MEAN TO LEWIS COUNTY?

In 2024, Visitor Spending at Local Businesses Totaled **\$64,900,000!**

- **\$9.1M** was spend on Lodging/Accommodations
- **\$700k** was spent on Recreation/Entertainment
- **\$8.5M** was spent on Food & Beverage
- **\$3.5M** was spent on Retail Goods and Services
- **\$43.1M** was spent on Vacation Property/Second Homes



INSPIRING PEOPLE

DEVELOPING ENTREPRENEURS

• **Entrepreneurial Meetups | Keely & Micah -**

This is a new partnership with Clarkson University Shipley Center for Business. These meetups encourage entrepreneurial learning and development through shared stories and experiences.

“

Events like these remind me why I love what I do. Being a resource for new businesses, helping entrepreneurs navigate their journey, and watching them succeed is one of the most rewarding parts of my job.

Thank you to Naturally Lewis for continuing to create spaces where entrepreneurs can connect, learn, and grow. I can't wait for the next one!

”

• **Business Leaders Breakfast | Kristen**

- February 27 - “Growing Through What You Are Going Through” Hosted at Lewis Lanes and attended by over 100 area business leaders and entrepreneurs.



• **Quick Consults | Micah**

- Our Quick Consult program gives local entrepreneurs and business owners a free, no-pressure conversation to work through whatever they're facing — whether that's starting a business, finding funding, planning a transition, or just figuring out the next step. We've met with businesses across the county, connecting them to the right resources.

DEVELOPING LEADERS

- **Leadership Academy | Kristen** - We finished this year's academic year and graduated 20 Leadership Academy students on June 5. We are excited for the next enrollment year which will be attended by the new Naturally Lewis Staff.



DEVELOPING RESIDENT PRIDE IN PLACE

- **Lewis County Fair | Kristen** - Coordinated the four-cart volunteer parking shuttle program, framing drivers as ambassadors who engage out-of-town visitors in conversation about the rest of the county. Parade organizing was transitioned back to the Fair Board committee last year; Kristen now serves as a committee member.
- **Discover Tug Hill | Kristen - Park & Paddle Shuttle - June 27 & August 29** - An opportunity for residents and tourists alike to explore our beautiful Black River.
 - Running as proof-of-concept, \$10/ride, with radio advertising. Now in its second test season.



PARTNERSHIPS & COLLABORATIONS

REGIONAL & STATE ED PARTNERSHIPS

- **MV Brownfield Summit | Roxanne**
 - Roxanne attended the MV Brownfield Summit set up a table as a partner promote the Lyons Falls Mill Site through an immersive video. Several connections to large-scale developers were established.
 - Roxanne is a member of the Program Committee and Mixer Committee.



- **NYSEDC February Conference | Megan -**
 - Excellent networking event with a stress on renewable energies being developed throughout the state.
- **Small Business Development Center | Micah**
 - Deb Wilson and Rob Griffin continue to be excellent partners for developing business strategies for our local entrepreneurs
- **Adirondack North Country Association | Micah**
 - Through ANCA's Center for Business in Transition (CBIT) and our contact Lauren Richard, we've helped local businesses navigate ownership succession and structural change

ED PARTNERSHIPS TO DEVELOP THRIVING COMMUNITIES

- **Bridges out of Poverty | Keely -**
 - Keely currently sits on the Bridges out of Poverty steering committee, in which she additionally meets with them monthly outside of regular meetings to assist with marketing efforts.
- **Manufacturer's Alliance Breakfast | Keely**
 - Earlier this year, we hosted our largest Manufacturers Alliance Breakfast to date. Community leaders from both Lewis and Jefferson Counties gathered to explore ways to strengthen our workforce pipelines.

REGIONAL & STATE TOURISM PARTNERSHIPS

- **Adirondack Regional Tourism Council | Kristen -** As the new president of the board, Kristen is leading this organization through strengths based assessments and the hiring of a new executive director!



SUSTAIN OUR LEGACY

MEMBERSHIP

- **2026 Membership Updates | Kristen** - We are currently at \$54,750 in revenue for memberships in 2026!
 - Engage - \$150 -137
 - Evolve - \$400 - 63
 - Evolve+- \$500 - 4
 - Impact - \$1,000 -7
- **Membership Renewals | Megan** - As part of an update to our CRM system, we will be able to implement automatic membership renewals which would greatly decrease the lapse in membership status and benefits.

SYSTEM, POLICY, COMPLIANCE & POLICY DEVELOPMENT

- **Exploring CRM Transition | Micah & Megan** - We have engaged with Quantify Consulting to determine a system that would allow us to expand our efficiency which will allow us to focus on achieving more of the goals set.
- **UTEP Revisions | Megan & Roxanne** - Actively working to revise and update the IDA UTEP to encompass changing energy technologies, housing, brownfields, job creation and stressing the importance of Host Community Agreements for municipalities and taxing jurisdictions.
- **IDA Academy | Roxanne** - Attended on July 16th & 17th in Saratoga, excellent networking event with structured education on IDA foundations.

STRATEGIC FUNDING DEVELOPMENT

- **Donation Portal | Megan & Keely** - An option to donate directly to Naturally Lewis was launched in February of 2026.
- **DTH Store | Kristen** - The Discover Tug Hill store was fully launched and continues to drive sales and further brand recognition.



- **County Funding Request | Kristen & Megan** - We are meeting with Tim Hunt to discuss our 2027 funding request from Lewis County, that would include general operational funds and bed tax funds to go towards tourism initiatives.

BOARD MEMBER RECRUITMENT

- **IDA** Full board, 7 active members.
- **LCDC** - Recruitment is ongoing, three vacancies to fill.
- **Naturally Lewis** - Recruitment paused, 13 active members.
- **Chamber** - Full board, 9 active members.

COMMUNITY ECONOMIC DEVELOPMENT PROGRAM

Total Economic Impact: \$6,680,707.61



Vacant Property Revitalization

- Lowville Dental Care (Lowville) - \$75,000
- Opera House Cantina (Port Leyden) - \$85,000
- Old Croghan Engine House (Croghan) - \$84,000
- TopView Apartments (Lyons Falls) - \$100,000
- Harrisville Coffee Co (Harrisville) - \$20,000
- McRez Packaging Inc (Lyons Falls) - \$100,000

Building Business Fund

- Heritage Maple Grove (Port Leyden) - \$8,500
- The BOX (Croghan) - \$18,000
- Sweeneys Laundromat (Croghan) - \$15,000
- Twin River Paper Company (Lyons Falls) - \$20,000
- Open Sky Wellness (Lowville) - \$10,000
- Harrisville Coffee Co (Harrisville) - \$20,000
- The Bloom Bar (Lowville) - \$7,500
- Lowville Dental Care (Lowville) - \$20,000
- Cedar Creek Campground (Lowville) - \$16,000
- Zehr's Flowers and Landscaping (Naumburg) - \$35,500
- Red Barn Meats (Croghan) - 40,000

Community Connections

- Double Play CC (Lowville) - \$10,000
- LC Homeschool Connection - (Lowville) \$11,472.50
- Beaver Falls Library (Beaver Falls) - \$10,000
- Town of Diana (Harrisville) - \$8,500

Business Retention Fund

- Lewis Lanes LLC (Lowville) - \$26,382.78
- Black River Valley Natural (Lyons Falls) - \$50,000

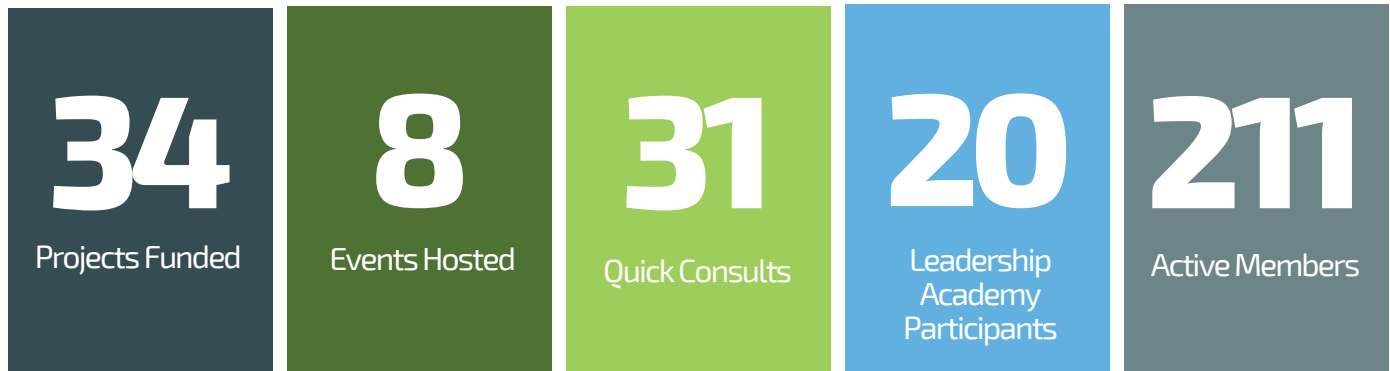
Small Things Big Impact

- Town of Diana 5K (Harrisville) - \$1,000
- TopView Apartments Lewis (Lyons Falls) - \$2,500
- Black River Valley Four Wheeler Club (Brantingham) - \$2,000
- The Bloom Bar (Lowville) - \$1,000
- Fresh Air Kid Ventures (Croghan) - \$2,500
- Adirondack Laser Design (Lyons Falls) - \$2,500
- Little Village Mushroom Farm (Lowville) - \$2,500
- Lowville Dental Care (Lowville) - \$2,500
- theBOX (Lowville) - \$1,200
- EvenTide Photography (Lowville) - \$800
- Tug Hill Artisan Roasters (Lowville) - \$1,250

Economic Development Conference



Our Impact



Testimonials

Community Economic Development Program Award Recipients | Supporting Businesses

“Not only did the Small Things, Big Impacts funding provide the financial assistance needed to help build the necessary infrastructure for Little Village to continue to grow... hopefully well into the future... it came as a form of encouragement to press ahead with the Little Village business vision- a nod of support from other community members representing that they also believe in the potential for the idea to have a positive effect within our community.

——— Lara Paddock, Little Village Mushrooms

The Building Business funding will help position our company for continued growth by expanding our manufacturing division. We are excited about the opportunity to develop and manufacture products in Lewis County for use throughout New York State. This investment not only supports our company's future but also contributes to local economic development and job creation.

——— Samantha Widrick, Zehr's Flowers and Landscaping

”

Naturally Lewis Events | Building Community

“Coffee & Connections has been one of the most valuable parts of my professional life this year. It's given me a real sense of community at a point when running my own business could otherwise feel pretty isolating. It brings together a group of people with whom I can be honest, learn, and lean on from a participant's perspective. Presenting as part of the series pushed me to sharpen how I talk about my work and simplify the accounting jargon so those present could really understand. Utilizing this program has built genuine connections across the community.

——— Kelsey Blackwell, Blackwell Bookkeeping

Thank you to Naturally Lewis for hosting another outstanding Economic Development Conference! One theme echoed throughout the day was importance of “quality of place”, or how a community works for the people in it. It's everything that makes you think, “I could live here.” We're proud to help bring these places to life through thoughtful planning and community-focused design. Lewis County has a lot to offer. It's exciting to be part of the conversation shaping its future.

——— GYMO Architecture, Engineering, & Land Surveying, DPC

”

OFFICE LEASE AGREEMENT

(Modified Gross Lease)

This Office Lease Agreement (this “Lease”) is made and entered into as of 08/20/2026 (the “Effective Date”), by and between COUNTY OF LEWIS INDUSTRIAL DEVELOPMENT AGENCY, a public benefit corporation constituted under the laws of the State of New York, having an office at 7551 S State Street, Lowville, NY 13367 (“Landlord”), and NATURALLY LEWIS INC., a New York not-for-profit (“Tenant”). Landlord and Tenant are sometimes referred to individually as a “Party” and collectively as the “Parties.”

1. Premises

Landlord leases to Tenant, and Tenant leases from Landlord, that certain office space consisting of approximately 1590 rentable square feet located at 7551 S State Street, Lowville, New York 13367 (the “Premises”), together with the non-exclusive right, in common with other tenants, to use lobbies, corridors, stairways, elevators, restrooms, parking areas, and other common areas of the building (the “Building”).

2. Term

The term of this Lease (the “Term”) shall commence on 09/01/2026 (the “Commencement Date”) and, unless sooner terminated as provided herein, shall end on 12 months after Commencement Date, a period of one year (the “Initial Term”).

Renewal Option: Tenant shall have one (1) option to renew this Lease for an additional term of 1 year, on the same terms.

3. Base Rent

Tenant shall pay Landlord base rent (“Base Rent”) of \$950.00 per month (\$11,400.00 annually), payable in advance on the first day of each calendar month, without demand, deduction, or setoff, to Landlord at the address set forth in Section 20, or such other place as Landlord designates in writing.

Late Charge: Any payment not received within 10 days of its due date shall accrue a late charge of \$50.

4. Operating Expenses (Modified Gross)

This Lease is a modified gross lease. The Parties allocate responsibility for operating costs of the Building and Premises as follows:

- Landlord is responsible for all real property taxes and assessments levied against the Premises and the Building (subject to any tax exemption or payment-in-lieu-of-taxes (PILOT) arrangement applicable to Landlord as an industrial development agency), building insurance, structural repairs, and common area maintenance.
- Tenant is responsible for all utility charges for the Premises, including electricity, gas, heating fuel, water, sewer, trash removal, and telephone/internet/data service, whether billed directly to Tenant or invoiced by Landlord based on sub-metering or a reasonable allocation method.

Except as expressly allocated above, each Party shall bear the costs associated with its designated responsibilities, and neither Party shall be entitled to reimbursement from the other for costs it has agreed to bear under this Section.

5. Security Deposit

Upon execution of this Lease, Tenant shall deposit with Landlord the sum of \$1.00 as security for Tenant's performance of its obligations under this Lease. The deposit shall not bear interest unless required by law, may be commingled with Landlord's other funds, and shall be returned to Tenant within 1 day after the expiration or earlier termination of this Lease, less any amounts properly applied by Landlord for unpaid rent or damages beyond normal wear and tear.

6. Use of Premises

Tenant shall use the Premises solely for general office purposes and for no other purpose without Landlord's prior written consent. Tenant shall comply with all applicable laws, ordinances, and regulations, and shall not use the Premises in any manner that constitutes a nuisance, increases the building's insurance premiums, or violates the certificate of occupancy.

7. Maintenance and Repairs

- Landlord shall maintain and repair the structural components of the building, the roof, exterior walls, foundation, common areas, and Building systems (HVAC, plumbing, and electrical) serving the Premises, except for damage caused by Tenant's negligence or misuse.
- Tenant shall maintain the interior, non-structural portions of the Premises in good condition, including fixtures and improvements installed by Tenant, and shall promptly notify Landlord of any needed repairs.

8. Alterations and Improvements

Tenant shall not make any alterations, additions, or improvements to the Premises without Landlord's prior written consent, which shall not be unreasonably withheld for non-structural alterations. Any approved alterations shall become part of the Premises and, unless Landlord requests removal at lease end, shall remain upon expiration or termination of this Lease without compensation to Tenant.

9. Insurance

- Tenant shall maintain, at its own expense, commercial general liability insurance with limits of not less than [\$1,000,000] per occurrence and [\$2,000,000] aggregate, naming Landlord as an additional insured, together with insurance covering Tenant's personal property and improvements.
- Landlord shall maintain commercial property insurance covering the building and commercial general liability insurance covering the common areas.

Each Party waives, and shall cause its insurer to waive, any right of subrogation against the other Party for losses covered by insurance required under this Lease.

10. Indemnification

Tenant shall indemnify, defend, and hold Landlord harmless from and against any claims, damages, liabilities, or expenses (including reasonable attorneys' fees) arising from Tenant's use of the Premises or any breach of this Lease by Tenant, except to the extent caused by Landlord's negligence or willful misconduct. Landlord shall indemnify, defend, and hold Tenant harmless from claims arising from Landlord's negligence or willful misconduct in the operation of the building.

11. Assignment and Subletting

Tenant shall not assign this Lease or sublet all or any part of the Premises without Landlord's prior written consent, which shall not be unreasonably withheld, conditioned, or delayed. No assignment or subletting shall relieve Tenant of its obligations under this Lease unless Landlord agrees otherwise in writing.

12. Default and Remedies

Each of the following constitutes an "Event of Default": (a) Tenant's failure to pay Rent within [ten (10)] days after written notice that the same is past due; (b) Tenant's failure to perform any other obligation under this Lease within [thirty (30)] days after written notice (or such longer period as reasonably required if Tenant is diligently pursuing a cure); or (c) Tenant's bankruptcy, insolvency, or assignment for the benefit of creditors. Upon an Event of Default, Landlord may, in addition to any other remedy available at law or equity, terminate this Lease, re-enter and repossess the Premises, and recover all Rent and damages due, including reasonable attorneys' fees.

13. Casualty and Condemnation

If the Premises are damaged by fire or other casualty, Landlord shall, subject to its receipt of insurance proceeds, restore the Premises within a reasonable time, and Rent shall abate proportionately during the period of restoration. If the damage is so extensive that restoration cannot reasonably be completed within [180] days, either Party may terminate this Lease by written notice. If all or a substantial portion of the Premises is taken by eminent domain, this Lease shall terminate as of the date of taking, and Tenant shall have no claim against Landlord for the value of the unexpired Term, without limiting Tenant's right to pursue a separate award for its own relocation costs and personal property.

14. Quiet Enjoyment

So long as Tenant is not in default under this Lease, Tenant shall peaceably and quietly hold and enjoy the Premises during the Term without hindrance from Landlord or anyone claiming through Landlord.

15. Signage

Tenant shall be entitled to building-standard signage identifying its business, subject to Landlord's reasonable approval and applicable law.

16. Holdover

If Tenant remains in possession of the Premises after expiration of the Term without Landlord's written consent, Tenant shall be a tenant at will, and Base Rent shall increase to 125% of the then-current Base Rent, without limiting Landlord's other remedies.

17. Notices

All notices under this Lease shall be in writing and delivered by hand, certified mail (return receipt requested), or nationally recognized overnight courier to the addresses below, or such other address as either Party designates in writing:

- Landlord: County of Lewis Industrial Development Agency, 7551 S State Street, Lowville, NY 13367
- Tenant: Naturally Lewis Inc., 7551 S State Street, Lowville, New York 13367

18. Miscellaneous

- Governing Law: This Lease shall be governed by the laws of the State of New York, without regard to conflict-of-laws principles.
- Entire Agreement: This Lease, together with its exhibits, constitutes the entire agreement between the Parties and supersedes all prior negotiations and agreements.
- Amendment: This Lease may be amended only by a written instrument signed by both Parties.
- Severability: If any provision of this Lease is held invalid, the remaining provisions shall continue in full force and effect.
- Binding Effect: This Lease shall bind and benefit the Parties and their respective successors and permitted assigns.
- Brokers: Each Party represents that it has not dealt with any broker in connection with this Lease.
- Counterparts: This Lease may be executed in counterparts, including by electronic signature, each of which shall be deemed an original.
- Once building renovations commence, tenant shall be able to suspend this lease during the construction period, resuming lease upon completion.

20. Signatures

IN WITNESS WHEREOF, the Parties have executed this Lease as of the Effective Date first written above.

LANDLORD:

By: Gagan Singh

Title: Chair of County of Lewis Industrial Development Agency Board

Date:

TENANT:

By: Michael Jackson

Title: Chair of Naturally Lewis, Inc. Board

Date:

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 July 2026

Community Partnerships

- **Naturally Lewis Property and Site Committee:**
Three sites have been selected and earmarked for options. Brokerage agreement in place with Good Morning Realty and LCDC. Attorney secured to write options.

Policy Development

- **Governance Committee:**
 - Working on UTEP revisions to encompass changing technologies and state regulations.

Proactive & Strategic Incentive Programs

- **Incentive Projects for Review:**
 - Northbrook Lyons Falls Hydropower
- **Incentive Projects in the Pipeline:**
 - **West Leyden Elementary - Lewis** – Adaptive Reuse
 - **Hydrostor – Croghan** – Energy Storage
 - **Energy Dome – Leyden** – Energy Storage
 - **Green Energy - Lewis** – Wind Energy

additional funding, and allowable grant modifications with ESD.

- **McRez Packing International** – Site Visit and Project Overview
- **Commerce Park** – With options executed, an Intent to Apply will be submitted to ESD. The IDA can fund environmental and engineering studies for site development for expediency if necessary
- **Loan Fund** – IDA revolving loan fund balance transfer to LCDC approved by USDA.

Organizational Updates:

- **Executive Director** – Recruitment continues with the Naturally Lewis Executive Committee
- **Quantify Consulting – We** are working with QC on transitioning to a new PMS/CRM platform that will be more integrated with our existing programs to improve internal efficiencies

Leveraging Financial Resources

- **Mandeville DRI** – Property purchase is complete. We are awaiting BCA's updated estimate while exploring cost reductions,