

St. Lawrence County
DEPARTMENT OF GOVERNMENTAL SERVICES
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Canton, New York 13617-1194
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BUILDINGS AND GROUNDS
RECORDS MANAGEMENT
(315) 379-2273

PURCHASING
CENTRAL STOCKROOM
(315) 379-2207

REQUEST FOR STATEMENT OF INTEREST

SUBJECT: Economic Development Services for St. Lawrence County.

Introduction:

Currently the St. Lawrence County Board of Legislators provides economic development services through the St. Lawrence County Office of Economic Development. At this time, the Board of Legislators is considering contracting for these economic development services, and has requested that Statements of Interest be solicited for this important function.

As a starting point for this process, the Chair of the Board of Legislators appointed a committee to develop a statement of needs for the economic development services desired by the County. Resolution Number 207-2010 dated June 7, 2010 accepts the statement of needs developed by this committee and directs the St. Lawrence County Purchasing Office to Request Statements of Interest from qualified organizations, and report on the results at the June 14, 2010 Operations Committee meeting of the Board of Legislators. This resolution is included as an attachment to this document.

Statement of Interest Contents:

St. Lawrence County is requesting that all organizations interested in potentially providing this service to the County submit a Statement of Interest utilizing the following format. The results will be utilized by the committee and the Board of Legislators to determine the next step in the process. It is expected that more specific information will be requested from organizations showing an interest in providing these services to the County.

1. Letter of Introduction
2. A general description of how your organization would accomplish the economic development needs included with the attached resolution of the Board of Legislators.
3. Experience in providing the types of services outlined in the Statement of Needs.
4. Other Information (Optional)

Receipt of Statement of Interests:

Statements of Interest must be received no later than **Monday, June 14, 2010 at 12:00 pm** at the Purchasing Office of the St. Lawrence County Department of Governmental Services. Late submittals will not be accepted, and St. Lawrence County reserves the right to reject any or all proposals.

Please address to:

St. Lawrence County Purchasing Office
Michael Cunningham, Director of Governmental Services
48 Court St., Courthouse
Canton, NY 13617-1194

Materials may also be submitted and received via email to mcunningham@stlawco.org before the submission deadline.

An electronic copy of all materials must be submitted in PDF format for use by the committee during its review process.

Contact Person:

Your Contact at the St. Lawrence County Purchasing Office is:

Michael Cunningham
Director of Governmental Services
48 Court St., Courthouse
Canton, NY 13617-1194
Voice: (315) 379-2207
Fax: (315) 379-2333
Email: mcunningham@stlawco.org

All contacts regarding this solicitation must be made through the contact person. Organizations not following this procedure may be subject to disqualification from participating further in this process.

Attachments:

- 1) Resolution Number 207-2010, dated June 7, 2010 of the St. Lawrence County Board of Legislators.

June 7, 2010

RESOLUTION NO. 207-2010

**ESTABLISHING A STATEMENT OF NEEDS FOR
ECONOMIC DEVELOPMENT SERVICES**

By Ms. Brothers, District 12; Mr. FitzRandolph, District 9
Mr. MacKinnon, District 4; Mr. Peck, District 5; and Mr. Turbett, District 10

WHEREAS, the St. Lawrence County Board of Legislators has provided certain economic development services for the past 34 years, and wishes to continue these important services in an effort to retain and create jobs in our county, and

WHEREAS, the Board of Legislators is considering contracting out these economic development services,

NOW, THEREFORE, BE IT RESOLVED that the St. Lawrence County Board of Legislators approves and adopts the following Statement of Needs:

Diversify the economy of St. Lawrence County to include advancements in technology and software development. The County seeks to identify and attract businesses or individuals who are interested in establishing or locating this type of activity in St. Lawrence County.

Develop and enhance the County's infrastructure. Work with local companies to determine their need for services and/or financing to stabilize or grow these businesses in SLC. Develop a blue print for the creation, maintenance and expansion of high-speed internet access along with air, roads and rail needs.

Utilize the colleges and universities as drivers of economic development. This important "Creative Core" must be fully used and integrated, especially in the more technical areas.

Continue to market and promote outside investment in the County. The County would expect its contractor to market the County as a location for business with a specific emphasis given to those companies located in Canada that could benefit from a U.S. location. This would involve attendance at trade shows as well as visits to companies that are high potential targets.

Capitalize on renewable energy development potential of the County. Work with Regional partners to identify and develop opportunities for new energy-related businesses to include wind, solar, bio mass, hydro and battery technologies. Work with the newly created RVRDA to access low cost power for new and existing companies.

Develop proficiency in assisting local communities with their development efforts. SLC has a number of economic development entities including community economic developers, chambers, and regional entities focused on economic and business development. The contractor for the County shall define and lead a clear united vision of economic development for the County and work with these entities to share resources and minimize redundancy.

As agriculture and agribusiness expand into larger and more diverse areas of production and marketing, work to provide services relating to the use of the County's vast agricultural potential.

June 7, 2010

A unique need of the economic development effort is the requirement to easily, conveniently, and accurately oversee the production of complete packages of opportunities for potential new and existing businesses. A potential vendor shall not only be able to market the County's resources and assist existing business, but also coordinate the package of tax incentives, financing, payments in lieu of taxes, Empire Zone information, and the creation and expansion of facilities necessary to provide an attractive package of opportunity to potential and existing business.

BE IT FURTHER RESOLVED that the Purchasing Office is directed to request Statements of Interest from qualified organizations and submit a report to the Board of Legislators' Operations Committee at its June 14, 2010 meeting.

STATE OF NEW YORK)
) ss:
COUNTY OF ST. LAWRENCE)

I, Chandra Coffey, Deputy Clerk of the St. Lawrence County Board of Legislators, **DO HEREBY CERTIFY**, that I have compared this Resolution, adopted June 7, 2010, with the original record in this office and that the same is a correct transcript thereof and of the whole of said original record.

Chandra Coffey
Chandra Coffey, Deputy Clerk
St. Lawrence County Board of Legislators
June 8, 2010