

ANNUAL REPORT 2003



County
Jefferson **Job**
Development
Corporation

January 23, 2004

JCJDC's Partners In Economic Growth...

Our Partners in Jefferson County's Economic Development Activities

- o AAMCO
- o Adams Louis B, Jr., CPA, PC
- o Advanced Business Systems
- o Alteri Bakery, Inc.
- o AMF/Coughlin Printing
- o Antique Boat Museum, The
- o A.T. Matthews & Dier
- o Aubertine & Currier Architects
- o Behling's Spookhill Farms
- o Benjamin Printing Inc.
- o Berow & Monroe Shoes
- o Black River Valley Club
- o Blackstone Electric Inc.
- o Bridge Associates
- o Brownell Abstract Corporation
- o Brownville Specialty Paper Products
- o Calarco DL Funeral Home, Inc.
- o Car-Freshner Corporation
- o Carthage Energy, LLC
- o Carthage Federal Savings & Loan Association
- o Carthage Fibre Drum Inc.
- o Clayton, Town of
- o Climax Manufacturing Company
- o Community Bank, NA
- o Converse Laboratories Inc.
- o Cortel Improvement Systems
- o Crowley Foods, Inc.
- o DGM Coon and Company
- o DOCO Quick Print, Inc.
- o Doldo Real Estate
- o Downtown News
- o Dragon Benware Crowley & Co., PC
- o Drum Honda
- o Entitle Agency, Inc.
- o Excellus BlueCross BlueShield CNY
- o FISHERCAST-Div. Of Fisher-Gauge Ltd.
- o Foy Stephen C. Inc.
- o Freeman Bus Corporation
- o Frontier Housing Corporation
- o Frontenac Crystal Springs Water, Inc.
- o Goodale HD Co.
- o Gray's Flower Shop, Inc.
- o GWNC Chamber of Commerce
- o Hanson Aggregates East
- o Harleysville Insurance Company of New York
- o Haun Welding Supply
- o Haylor, Freyer & Coon, North. Div.
- o Hi-Lite Markings, Inc.
- o Hrabchak & Gebo, PC
- o HSBC Bank USA
- o Hyde-Stone Mechanical Contractors, Inc.
- o IBEW Local 910
- o Internal Medicine of NNY
- o Jefferson Abstract Corporation
- o Jefferson Concrete Corporation
- o Jefferson County
- o Jefferson-Lewis Board of Realtors®, Inc.
- o Jefferson-Lewis Workforce Investment Board
- o Jefferson Rehabilitation Center
- o Johnson Newspaper Corp.
- o Kelly Services
- o KeyBank NA
- o Knowlton Specialty Papers, Inc.
- o LaFave White & McGivern LS PC
- o LCO Destiny, LLC d/b/a Timeless Frames
- o Ledger Keepers, The
- o LUNCO Corporation
- o McGrann Paper Corp.
- o Meade Optical
- o Menter, Rudin & Trivelpiece, PC
- o Morrow & Poulsen, PC
- o National Association of Purchasing Managers
- o Neighbors of Watertown, Inc.
- o New Century Electric, Inc.
- o New York Air Brake Corporation
- o NYS Small Business Development Center
- o Niagara Mohawk, A National Grid Company
- o Northern Employee Assistance Services
- o Northern Federal Credit Union
- o Northern Regional Center for Independent Living (NRCIL)
- o Northland, A Scott Fetzer Company
- o Olsten Staffing Services
- o On-Site Testing Services
- o Ontario Place Hotel
- o PACE International Union
- o PSG Plumbing, Heating & Air-Conditioning
- o Purcell Construction Corp.
- o Pyramid Company of Watertown
- o Quality Production, Inc.
- o Redwood National Bank, The
- o Riverside Media Group
- o Sackets Harbor Brewing Co.
- o St. Lawrence Explosives Corp.
- o Samaritan Medical Center
- o Sawyer Enterprises
- o Slack Chemical Co. Inc.
- o Sovie & Bowie CPA, PC
- o Speak Easy
- o Square Ideas
- o Stackel Robert E, CPA, PC
- o S.T.A.T. Communications
- o Stature Electric Inc.
- o Stebbins Engineering & Manufacturing Co., The
- o Stewart's Shops
- o Structural Associates, Inc.
- o Taylor Concrete Products Inc.
- o Thousand Islands Bridge Authority
- o Tyco Healthcare/Kendall
- o United Way of Northern New York
- o UPS Store, The
- o Walker Associates
- o Watertown Audiology, PC
- o Watertown Savings Bank
- o Watertown Vending Inc.
- o Weldon Financial Services
- o Westelcom
- o Woodruff Associates Inc.
- o WTOJ/WATN/WOTT/WBDI/WBDR
- o WWNY-TV 7
- o WWTI/Newswatch 50 & WBWT/WB 14
- o Z-Star Inc.

A Message From The Executive Director...

The past year has been a very active year for JCJDC and its affiliates. The organizations faced many issues and challenges. Through the leadership and vision of the various boards, these issues were addressed and the challenges met. The following pages of this annual report highlight many of the activities and accomplishments as well as year end financial summaries for our three primary agencies.

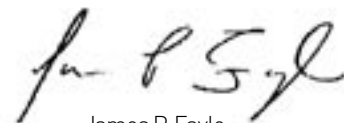
The first objective, as the new Executive Director, was to compile a highly skilled and professional staff. Further, the organization focused on internal administrative issues such as updating the employee handbook, the JCJDC by-laws and committee structures. Also, the JCJDC Board developed and implemented 14 goals and objectives which included:

- Implementing a visitation program with business and government leaders;
- Facilitating manufacturers' forums;
- Pursuing alternative energy opportunities;
- Working on agricultural initiatives such as the Ag Research Institute and branding;
- Expanding the Jefferson County Corporate Park (formerly Jefferson County Industrial Park).

In 2004, I anticipate building on the framework established in 2003. In working with the JCJDC Board, we have again established a series of goals and objectives. Some of these include:

- Focusing on membership through programs and visitations;
- Continuing to explore alternative energy opportunities;
- Completing the infrastructure and selling lots at the Corporate Park;
- Implementing an aggressive marketing program which includes an outreach into the Toronto market;
- Developing relationships with site selectors;
- Working extensively on the next 5 year Comprehensive Economic Development Strategy plan (CEDS).

In this "Global Economy", maintaining a stable economic base is more and more challenging. In the last few years, Jefferson County has taken significant steps in developing a strong economic base to build on. I look forward to working with our various affiliates and other economic development partners in making Jefferson County globally competitive while maintaining a great quality of life.



James P. Fayle
Executive Director

Economic Development Internal & External...

Adopt-A-Platoon

Proudly, JCJDC staff once again participated in the program and adopted the 1-32 IN.BN Communication Platoon.

Ad Placements

National and regional ad placements touting Jefferson County's business environment produced 103 general inquiries. As of 9/30/03, 16 prospects, were actively seeking to either locate or expand their businesses in Jefferson County.

Ag Park

Ag Park initiative and participation in Jefferson County Agricultural Development Corp. have kept the JCJDC heavily involved in the Ag industry. Staff, along with the Ag Coordinator, worked with Pragma Partners to develop the North Country branding concept.

Agricultural Tour of Jefferson County

JCJDC was one of the sponsors of this event held in October, 2002. Tours included several Jefferson County farms as well as a stop at Crowley Foods in LaFargeville.

"Best of Class"

"Best of Class" was awarded to JCJDC for the Multi-Media Advertising Category in the New York State Economic Development Council's Marketing & Promotional Award Competition. The "Community Pride" piece is

Blanding Mechanical, Inc.

Blanding Mechanical, Inc. was given a \$24,500 Microenterprise Loan by the JCIDA Board for the purchase of a building located at 216 Moulton St, Watertown. The company is a plumbing contracting business that moved



used as a local underwriting spot on WPBS-TV. The agency was also awarded an honorable mention for its web site www.jcfdc.net. Awards were presented at the awards dinner during the NYSEDC's Annual Meeting, Cooperstown, NY in May, 2003.

and expanded its operations into Watertown from Star Lake. The expansion was expected to create three additional jobs.

...The Perfect Formula For Growth

Business Fair

Business Fair, organized by the Greater Watertown North Country Chamber of Commerce, was held at Salmon Run Mall. JCJDC was again a major sponsor.

CITEC Taste Test Seminars

CITEC and JCJDC hosted two Taste Test seminars which are two-hour sessions designed to help North Country companies become more competitive by offering an overview to business leaders on important

Goals and Objectives

Goals and Objectives (14) were established and worked on by the JCJDC Board of Directors and staff throughout the year.

Goodwin Law Office

Goodwin Law Office, located at 255 State Street in Carthage, was given a \$50,000 Carthage Façade Improvement Grant. The funds are being used to stabilize the building and repair the façade.

IL Richer Feeds Company, Inc.

IL Richer Feeds Company, Inc., a privately owned feed business, was given a \$250,000 Revolving

Jefferson County Corporate Park

The Jefferson County Corporate Park expansion continued with four acres sold in 2003 and Car-Freshner completed its expansion. All infrastructure will be completed by Summer 2004.

Jefferson County Industrial Development Agency

Jefferson County Industrial Development Agency's Board approved six loans for \$746,500 to create 67 jobs and retain 115.

JCJDC Staff Changes

James P. Fayle, Executive Director; Donald C. Alexander, Business Development Specialist; Lyle V. Eaton, Comptroller; and Patricia Major-Race, Administrative Assistant.

JCJDC Annual Meeting

Scott H. Wakeman, General Manager of Northland, a Scott Fetzer Company, was elected as a Director. Re-elected by the members was David E. Tinker. Franklin D. Cean, retiring Board member, was honored for his many years of service to the agency.



program topics. Seminars dealt with lean manufacturing and energy issues.

Fund Loan by the JCIDA. Funds will be used toward the purchase and renovation of the former Agway feed facility in Adams Center. Total cost of project is \$3.2 million.

Jefferson County - Seaway Trail Tourism Development Plan

Jefferson County- Seaway Trail Tourism Development Plan will develop a strategy for the coastal communities of the Thousand Islands and Golden Crescent regions of the Seaway Trail National Scenic Byway. Total cost of the project is \$75,000. Seaway Trail has secured a \$33,000 matching grant through the NYS Dept. of State's Local Waterfront Revitalization Plan. Matching funds will come from Thousand Islands International Council, NYS DOT, Jefferson County and the JCJDC.

Lake Ontario Fisheries Coalition

Lake Ontario Fisheries Coalition requested and received a resolution from the JCJDC Board of Directors in support of action to revise the governing Regulations for Double-Crested Cormorant Management as was proposed in a draft Environmental Impact Statement on the issue completed by the US Fish and Wildlife Service.

Legislative Information Sessions

Legislative information sessions for Assemblywoman Scozzafava and Assemblyman Aubertine were hosted by JCJDC. Area economic development agencies were also invited to participate. Staff also participated at a work session with City of Watertown Council, and made a presentation to the County's Town Supervisors.

Manufacturers' Forums

February and September sessions included a plant tour of Timeless Frames and an informational seminar on exporting.

Member Breakfasts

Member Breakfasts were held in October 2002, and March and June 2003. Topics included presentations from: New York State, the Small Business Development Center, and Drum 2020.



Marketing Council

Marketing Council developed a Fast Facts sheet designed to be a 'dashboard' report for the Board containing pertinent information on staff activities for a given month.

The New York State Small Business Development Center

The New York State Small Business Development Center and JCJDC co-sponsored a "Business Planning Course" held at Jefferson Community College in February and March, 2003.

NNYATA

Northern New York Advanced Telecom Alliance reached out to small businesses, not for profits, and local governments to inform them about grants available to assist them in upgrading Internet service connections.

Partners In Economic Development

Partners In Economic Development, our members, totaled 120 businesses.

Synergy Partners, LLC

Synergy Partners, LLC was approved to receive a \$40,000 Microenterprise Loan by the JCIDA Board. The company is a start up marketing company made up of professionals focused on assisting both existing and young companies develop and execute their sales, marketing, product and technology objectives. The project is expected to create three jobs within one year.

Tug Hill Commission

Tug Hill Commission and JCJDC have entered into contract to work with a consultant to explore alternative energy options and regional branding opportunities for the agriculture industry. Also, JCJDC was a sponsor of the Tug Hill Local Government Day held in March 2003 at JCC.

Unemployment Rates

August and September 2003 (5.4% & 5.6%) were the lowest recorded rates since 1988 (5.1% and 5.4%).

Visitation Program

Visitation Program resulted in 52 visits to area businesses by the JCJDC staff and Board of Directors. Retail, manufacturing, service and hospitality businesses were visited. The program is expected to expand in 2004.

Solectron (formerly Stream)

JCJDC staff oversaw a \$7.6 million rehab construction project at City Center Plaza in Downtown Watertown. Company started operations in January and as of September 30, 2003 had 350 employees.

North American Tapes, Inc.

North American Tapes, Inc. was approved for a \$213,000 Revolving Fund Loan from the JCIDA. The company is a start-up business and will manufacture adhesive tape products. A total of 42 jobs are expected to be created over the next three years.



Watertown, City of

Watertown was ranked #55 in the top 100 U.S. Small Towns for New and Expanded Facilities (2000-2002) in the March 2003 issue of Site Selection Magazine. New York State was ranked #3 in the top 10 States for new and expanded facilities.

Watertown Center for Business and Industry

Watertown Center for Business and Industry currently has 19 tenants representing 101 employees. The Center is developing a plan to market the facility in an effort to increase occupancy.

Watertown Empire Zone

Watertown Empire Zone's Boundary Amendment application included most of the major manufacturing facilities throughout Jefferson County.

Watertown Local Development

Watertown Local Development was given a \$250,000 loan from the JCIDA Revolving Loan Fund for the building of a new 20,000 square foot speculative building in the City Center Industrial Park.

www.jcjd.net

The JCJDC web site had an average of 1755 visits per month during the 2002-2003 fiscal year. An Employment Opportunity page is being developed to assist companies in recruiting skilled and degreed employees. Sixteen

The company, who began its operation in 2002, manufactures expansion joints and bearings for bridges, overpasses and other structures. Z-Star is expected to create six jobs over the next three years, bringing employment up to 18.



companies are participating. It is expected to go "live" in early 2004.

Z-Star Inc.

In April, 2003 the JCIDA approved a \$25,000 loan from the Revolving Loan Fund for working capital, machinery and equipment. Total cost of the project was \$250,000.

County Jefferson **Job Development**
Get your ideas

FRAME YOUR BUSINESS IN WATERTOWN, NEW YORK

Not only is Jefferson County a picture perfect place to live, it's a great place to work and prosper. The area's business-friendly environment, tax incentives, and workforce make it an ideal location for your business.

Waterford, NY is an ideal place to do business. Our company is located in the Jefferson County Industrial Park which is strategically situated on Interstate 87 and within minutes of the Canadian Border. The JCDC has been very responsive to our needs and interests and business incentives. Waterford is a great place to live and raise a family with outstanding schools and healthcare services. We definitely made the right choice to put our business in the Jefferson County area!" *Lisa White, CEO, Tennessee Frames*

For more information & professional confidential services, call toll free...
1-800-553-4111
 or visit our web site at www.JCDC.net

The Jefferson County Job Development Corporation • 4000 Southpark Avenue, Suite 400 Waterford, New York 12187

County Jefferson **Job Development**
Get your ideas

VISIT YOUR NEXT EXPANSION SITE ONLINE

Have your next business to grow? At JCDC, our extensive web site will provide you with a wealth of information with the click of a mouse! Learn about the area, business climate, tax cost financing and the incentives we offer as available sites in the area. You can even download an application for financial assistance. Log on today and start your next site located in Jefferson County, NY!

For more information & professional confidential services, call toll free...
1-800-553-4111
 or visit our web site at www.JCDC.net

The Jefferson County Job Development Corporation • 4000 Southpark Avenue, Suite 400 Waterford, New York 12187

County Jefferson **Job Development**
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JEFFERSON COUNTY CORPORATE PARK EXPANSION

Lot 12
 Lot 11
 Lot 10
 Lot 9
 Lot 8
 Lot 7
 Lot 6
 Lot 5
 Lot 4
 Lot 3
 Lot 2
 Lot 1

Lot 12: 1.28 AC, 100,000 sq ft
 Lot 11: 1.28 AC, 100,000 sq ft
 Lot 10: 1.28 AC, 100,000 sq ft
 Lot 9: 1.28 AC, 100,000 sq ft
 Lot 8: 1.28 AC, 100,000 sq ft
 Lot 7: 1.28 AC, 100,000 sq ft
 Lot 6: 1.28 AC, 100,000 sq ft
 Lot 5: 1.28 AC, 100,000 sq ft
 Lot 4: 1.28 AC, 100,000 sq ft
 Lot 3: 1.28 AC, 100,000 sq ft
 Lot 2: 1.28 AC, 100,000 sq ft
 Lot 1: 1.28 AC, 100,000 sq ft

www.JCDC.net

County Jefferson **Job Development**
Get your ideas

Jefferson County Corporate Park

Jefferson County Corporate Park is a premier industrial and office park located in Waterford, NY. The park features state-of-the-art infrastructure, including high-speed internet, fiber optic lines, and a dedicated truck ramp. The park is surrounded by scenic views and is easily accessible via major highways. For more information, visit www.JCDC.net.

Financial Summary...

Jefferson County Job Development Corporation Balance Sheet

Fiscal Year Ended September 30, 2003 and 2002

	2003	2002
Assets:		
Current assets	\$ 213,024	\$ 595,156
Fixed assets - net of depreciation	34,587	50,478
Other assets - notes receivable	183,465	29,013
Total	\$ 431,076	\$ 674,647
Liabilities and Net Assets:		
Current Liabilities	\$ 116,700	\$ 323,282
Long-term debt	-	1,350
Total net assets	314,376	350,015
Total	\$ 431,076	\$ 674,647
Summary of Transactions		
Support and Revenue:		
Grants	\$ 258,734	\$ 570,701
Administrative agreements	240,152	217,949
Memberships	18,750	16,300
Interest	2,397	8,570
Internet line access fees	42,448	-
Total	\$ 562,481	\$ 813,520
Expenses:		
Program services - Economic Development	\$ 562,124	\$ 793,955
General and administrative	33,924	29,848
Member service	2,072	681
Total	\$ 598,120	\$ 824,484
Change in Net Assets	(35,639)	(10,964)
Net Assets:		
Beginning of Year	350,015	360,979
End of Year	\$ 314,376	\$ 350,015

Financial Summary...

Jefferson County Industrial Development Agency Balance Sheet

Fiscal Year Ended September 30, 2003 and 2002

	2003	2002
Assets:		
Cash and cash equivalents	\$ 2,301,875	\$ 1,862,754
Prepaid expense	5,697	-
Loans receivable - net of allowance	3,637,477	4,756,405
Capital lease receivable	7,649,885	-
Grant receivable	879,001	250,000
Other receivable - net of allowance	151,569	76,991
Fixed assets - net depreciation	905,729	937,801
Total	\$ 15,531,233	\$ 7,883,951
Liabilities and Net Assets:		
Current liabilities	\$ 474,186	\$ 459,659
Notes payable - current portion	3,153,788	44,311
Notes payable - long-term portion	7,968,549	455,689
Other long-term liabilities	-	14,101
Total net assets	3,934,710	6,910,191
Total	\$ 15,531,233	\$ 7,883,951
Summary of Transactions:		
Support and Revenue:		
Fees	\$ 162,659	\$ 64,084
Grants	2,890,993	342,160
Stream PILOT	430,000	-
Interest	257,153	265,352
Other revenue	38,316	2,518
Total	\$ 3,779,121	\$ 674,114
Expenses:		
Program expense	\$ 5,706,067	\$ 400,324
General and administrative	17,717	27,169
JCJDC contribution	175,000	175,000
Bad dept expense	796,946	-
Loss on sale of land	2,705	-
Depreciation	10,100	1,683
Interest Expense	46,067	4,119
Total	\$ 6,754,602	\$ 608,295
Excess of Support and Revenue over Expenses	\$ (2,975,481)	\$ 65,819
Net Assets:		
Beginning of Year	6,910,191	6,844,372
End of Year	\$ 3,934,710	\$ 6,910,191

Financial Summary...

Watertown Industrial Center Local Development Corporation Balance Sheet

Fiscal Year Ended June 30, 2003 and 2002

	2003	2002
Assets:		
Current assets	\$ 1,232,691	\$ 1,381,929
Fixed assets - net of depreciation	2,042,655	2,069,044
Total	\$ 3,275,346	\$ 3,450,973
Liabilities and Net Assets:		
Current liabilities	\$ 30,034	\$ 40,326
Total net assets	3,245,312	3,410,647
Total	\$ 3,275,346	\$ 3,450,973
Summary of Transactions:		
Support and Revenue:		
Contributions, grant and contract support	\$ -	\$ 20,000
Rental income	317,694	346,635
Interest	18,244	37,054
Other	3,056	4,477
Fire gain, net insurance proceeds	-	1,909,317
Total	\$ 338,994	\$ 2,317,483
Expenses:		
Program services - Development of Industrial Center	\$ 472,072	\$ 457,528
General and administrative	32,257	70,673
Total	\$ 504,329	\$ 528,201
Change in Net Assets	\$ (165,335)	\$ 1,789,282
Net Assets - Beginning of Year	3,410,647	1,621,365
Net Assets - End of Year	3,245,312	3,410,647

Those Committed To Helping Us Succeed...

THANK YOU TO THE FOLLOWING GOVERNMENT OFFICIALS FOR
CONTINUED SUPPORT AND ASSISTANCE IN
JEFFERSON COUNTY'S ECONOMIC DEVELOPMENT EFFORTS

FEDERAL

Hon. Charles E. Schumer, US Senator
Hon. Hillary R. Clinton, US Senator
Hon. John M. McHugh, Congressman, 23rd District NY

NEW YORK STATE

Hon. George E. Pataki, Governor
Hon. James W. Wright, State Senate 48th District
Hon. Deirdre K. Scozzafava, 122nd Assembly District
Hon. Darrel J. Aubertine, 118th District

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Kathleen E. LaClair, District 1 Paul J. Warnek, District 9
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Gary L. Fikes, District 4 Robert A. Boice, District 11
Barbara N. Webber, District 5 Carolyn D. Fitzpatrick, District 12
Gino M. Zando, District 6 Scott A. Gray, District 13
Kent D. Burto, District 7 Jennie M. Adsit, District 14
Lawrence C. Longway, District 8 James D. St.Croix, District 15

CITY OF WATERTOWN

Hon. Joseph M. Butler, Mayor
Mary M. Corriveau, City Manager
Roxanne M. Burns, Councilwoman
Peter L. Clough, Councilman
Paul A. Simmons, Councilman
Jeffrey M. Smith, Councilman

Those Committed To Helping Us Succeed...

Thank You For Your Time And Direction

2002-2003 JCJDC BOARD OF DIRECTORS

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VICE-PRESIDENT

*David J. Converse, President, Converse Laboratories, JCIDA Secretary

TREASURER

*Michelle D. Pfaff, Vice President, Community Bank, NA, JCIDA Treasurer

SECRETARY

Lisa A. Weber, CEO, LCO Destiny d/b/a Timeless Frames

DIRECTORS

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Hon. Joseph M. Butler, Mayor, City of Watertown

*Thomas G. Cesta, Vice-President, M&T Bank

Milton C. Cutway, Director Cultured Products Operations, Crowley Foods, Inc.

Michael W. Crowley, President, Dragon Benware Crowley & Co. PC

*John Doldo, Jr., Managing Agent, Doldo Real Estate

*William H. Fulkerson, Supervisor, Town of Ellisburg; JCIDA Chairman

Gregory A. Gardner, Managing Director of Bridge Associates; Assistant Professor, Jefferson Community College

Robert F. Hagemann, III, Jefferson County Administrator

*Urban C. Hirschey, Chairman, Climax Manufacturing Company; JCIDA Vice-Chairman

Robert S. Juravich, Executive Director, Development Authority of the North Country

Michael E. Lundy, President, LUNCO Corporation

Donald Rutherford, Director of Economic Development, Watertown Local Development Corporation

Audrey Sargent, Director of Human Resources & Safety, Hi-Lite Markings, Inc.

Robert R. Sturtz, President, Slack Chemical Co., Inc.

Scott H. Wakeman, General Manager, Northland, A Scott-Fetzer Company

* Directors of Jefferson County Industrial Development Agency (JCIDA)

Those Committed To Helping Us Succeed...

Thank You For Your Time And Direction

2002-2003 WATERTOWN INDUSTRIAL CENTER LOCAL DEVELOPMENT CORPORATION BOARD OF DIRECTORS

OFFICERS

PRESIDENT - Donald Rutherford, Director of Economic Development,
Watertown Local Development Corporation

VICE PRESIDENT - William H. Fulkerson, JCIDA Chair

TREASURER - Nathan Holloway, Business Banking Officer, KeyBank NA, City of Watertown Rep.

SECRETARY - John Doldo, Jr., JCJDC Board of Directors

ASSISTANT SECRETARY - James P. Fayle, JCJDC Executive Director

ASSISTANT SECRETARY - Donald C. Alexander, JCJDC Business Development Specialist

DIRECTORS

Carolyn D. Fitzpatrick, Jefferson County Board of Legislators

J. Paul Morgan, President, New York Air Brake

Robert S. Juravich, Executive Director, Development Authority of the North Country

THE JEFFERSON COUNTY JOB DEVELOPMENT CORPORATION STAFF

James P. Fayle, Executive Director

Donald C. Alexander, Business Development Specialist

Lyle V. Eaton, Comptroller

Mary Anne Hanley, Director of Marketing

Peggy S. Sampson, Executive Assistant

Patricia J. Major-Race, Administrative Assistant

THE WATERTOWN CENTER FOR BUSINESS AND INDUSTRY STAFF

Billy J. Gebo, Site Manager

Rick Lampton, Maintenance

Robert Daymont, Maintenance



County Job
Jefferson Development
Corporation

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www.JCJDC.net