



# JCJDC / JCIDA / WICLDC ANNUAL REPORT 07/08

Jefferson County Job Development Corporation / Jefferson County Industrial Development Agency / Watertown Industrial Center Local Development Corporation

## A MESSAGE FROM THE CHIEF EXECUTIVE OFFICER

2007-2008 could accurately be described as a 'mixed bag' of economic activity. During the early portion of the year, Jefferson County continued to see moderate growth in many sectors. The deeply penetrating influence of Fort Drum and its on-going capital infusion continued to propel our local economy at near record setting levels. Retail and housing led the positively impacted sectors. Manufacturing on the other hand slowed as the negative impacts of high energy costs, increases in transportation and raw material costs put significant downward pressure on margins.

Our area, although insulated to some extent from the global economy thanks to Fort Drum, began to feel the impacts of the credit crisis and the global recession as the year drew to a close. Local companies began tightening their belt, attempting to create more operational efficiencies and finding ways to reduce costs in response to lower sales volume. Plant closings and lay-offs began to surface closer to home.

Economic forecasts for the year ahead might best be described as difficult. It is expected that Fort Drum will continue to fuel the local economic engine, but other aspects of the local economy are expected to continue to slow as they adjust to the negative influences of rising costs, tight credit, consumer fears and job losses.

Clearly our organizations and other economic development agencies will need to re-double our retention efforts. We'll need to make every effort at providing the tools available to us to assist our existing local employers as they face the issues of a global recession.

While much of our focus will be on protecting our own, we must not lose sight of how we can continue to grow our local economy. We believe that with this adversity comes opportunity...and opportunity comes in the form of alternative energy development.

Using the old adage of playing to our strengths, our area is blessed with natural resources suitable for energy development. Wind, hydro and bio-mass lead the menu of potential energy sources suited for regional development but photovoltaic, geo-thermal along with others should also be included in this development.

It is clear that the world is thirsty for additional energy. Supplying this energy will need to be accomplished in an environment that considers green house gas emissions, declining amounts of traditional fossil fuels, rogue nations and terrorist activities, higher costs associated with declining supplies and a host of other significant impacts.

All of these conditions strongly suggest that developing our local resources is essential. At the moment, our region is an energy exporter--shipping power via the grid all over New York and beyond. We can and should continue to expand those exports while at the same time discovering ways in which new sources of energy can be used to directly support economic development and retention.

If done correctly, significant amounts of investment capital can be attracted to our region. Our high schools, BOCES, colleges and universities can develop expanded educational programs designed to supply the trained and educated workforce of our energy future. As the oil fields are to Texas and Silicon Valley is to California, energy development can be to Northern New York.

Our long-term Jefferson County future remains bright with energy development leading the way.



Donald C. Alexander  
Chief Executive Officer  
JCJDC and JCIDA



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JEFFERSON COUNTY JOB DEVELOPMENT CORPORATION

# JCJDC MEMBERS

- Advanced Business Systems
- Aubertine & Currier Architects, Engineering & Land Surveyors
- Battlefield Commons
- B.E.L. Associates, Ltd.
- Benjamin Printing Inc.
- Bette & Cring, LLC
- Black River Valley Club
- Blackstone Electric Inc.
- Blue Seal Richer Dairy Nutrition
- Brookfield Renewable Power Inc.
- Brownell Abstract Corporation
- **CAD & Facilities Services, Inc.**
- Car-Freshner Corporation
- Carthage Area Chamber of Commerce
- **Carthage Area Hospital**
- Carthage Federal Savings & Loan Association
- Carthage Fibre Drum Inc.
- CITEC- Manufacturing & Technology Solutions
- Clayton, Town of
- Coldwell Banker Rimada Realty
- Community Bank, NA
- Converse Laboratories Inc.
- Cortel Improvement Systems
- Coughlin Printing Group
- Crowley Foods, Inc.
- **Current Applications**
- D.L. Calarco Funeral Home, Inc
- Days Inn of Watertown-1000 Islands
- DGM Coon and Company
- DOCO Quick Print, Inc.
- Doldo Real Estate
- Dragon, Benware, Crowley & Co., PC
- **Dust-Busterz Cleaning Services**
- Dyno Nobel Inc.
- Entitle Agency, Inc.
- Excellus Health Plan, Inc.
- Ferguson Waterworks
- Fort Drum Mountain Community Homes LLC
- Fort Pearl
- Freeman Bus Corporation
- Frontenac Crystal Springs
- Frontier Housing Corporation
- Gray's Flower Shop, Inc.
- GWNC Chamber of Commerce
- H.D. Goodale Co.
- Hanson Aggregates NY, Inc.
- HarborSide Services
- Haylor, Freyer & Coon, North. Div.
- Hi-Lite Markings, Inc.
- Holiday Inn Express/Hotel 45 Inc.
- Hrabchak, Gebo & Langone, PC
- HSBC Bank USA
- IBEW Local 910
- Jefferson Abstract Corporation
- Jefferson Community College
- Jefferson Concrete Corporation
- Jefferson County
- Jefferson County Agricultural Dev. Corp.
- Jefferson-Lewis Board of REALTORS® Inc.
- Jefferson-Lewis Workforce Investment Board
- Jefferson Rehabilitation Center
- Johnson Newspaper Corp.
- Kelly Services
- KeyBank NA
- Knowlton Technologies, LLC
- LaFave, White & McGivern LS PC
- LUNCO Corporation
- M&T Bank
- **MassMutual Financial Group**
- Meade Optical
- Menter, Rudin & Trivelpiece, PC
- **Metal Man Services**
- National Grid
- New Century Electric, Inc.
- New York Air Brake Corporation
- New York State Small Business Development Center
- **NNY Homes Inc.**
- North Country Insurance Company
- Northern Employee Assistance Services
- Northern Regional Center for Independent Living, Inc. (NRCIL)
- Ontario Place Hotel
- Poulsen & Podvin, PC
- **Proverbial Women**
- Purcell Construction Corp.
- Quality Production, Inc.
- Riverside Media Group, Inc.
- Rose & Kiernan, Inc.
- Roth Industries, Inc.
- Sackets Harbor Chamber of Commerce
- Salmon Run Shopping Center, LLC
- Samaritan Medical Center
- Sawyer Enterprises
- Schwerzmann & Wise, PC
- Slack Chemical Co. Inc.
- Sovie & Bowie CPA, PC
- Stackel & Navarra, CPA, PC
- Stature Electric Inc.
- Stebbins Engineering & Manufacturing Co., The
- Stephen C. Foy Inc.
- Stewart's Shops
- Stream Global Services, Inc.
- Structural Associates, Inc.
- Taylor Concrete Products Inc.
- Thousand Islands Bridge Authority
- Time Warner Cable
- United Way of Northern New York, Inc.
- Walker Associates
- Watertown Local Development Corporation
- Watertown Savings Bank
- Watertown Vending Inc.
- Westelcom
- WWNY-TV 7
- WWTI/Newswatch 50 & WWTI-DT(CW)

• **Bold** = New Member

# JCJDC 07/08 HIGHLIGHTS

## Mission Statement:

The focus of the Jefferson County Job Development Corporation (JCJDC) is to educate and promote Jefferson County's assets and business opportunities available to current and prospective employers and to assist them through the processes for a successful completion of their start up or expansion projects.

## Vision Statement:

The Jefferson County Job Development Corporation is the "go to" business attraction and development agency in Northern New York. The JCJDC in concert with its partners, find solutions to the challenges of being successful and globally competitive in New York State. Due to the success of this attraction and development, Jefferson County is the premier community in New York State for businesses growth and success.

## Annual Meeting

The Annual JCJDC Meeting was held on Friday, January 25 at the Black River Valley Club in Watertown.

Three Directors were elected by the Membership to serve a three year term of office:

- Dennis C. Affinati, Business Manager, IBEW Local 910
- Stephen J. Dufflo, President & CEO, North Country Insurance Company
- Timothy M. Read, Site Director, Stream Global Services, Inc.

Outgoing Directors Michael W. Crowley, President of Dragon, Benware, Crowley & Co.; Robert R. Sturtz, President of Slack Chemical; and John Gaus, President of Golden Technology were given special recognition and tokens of appreciation for their service on the Board.



Former Senator James Wright, who resigned his seat as 48th District NYS Senator, was honored and thanked by JCJDC President David Converse. Mr. Converse thanked Senator Wright for his many contributions to the North Country's economic development initiatives. Local projects that were assisted by Senator Wright included Metro Paper, Knowlton Specialty Papers, Roth Industries, Great Lakes Cheese as well as housing and rail projects associated with Fort Drum. These projects alone created or retained over 1100 jobs and over \$450 million in investment.



# JCJDC 07/08 HIGHLIGHTS

## Business of Excellence and New Business Venture Awards

At the 2008 Annual Membership Meeting held on January 25, 2008, the winners of the newly created New Business Venture and Business of Excellence Awards were announced.

- The New Business Venture Award winner was Dust-Busterz Cleaning Services, Watertown, owned by Beverly Welch. Others nominated for the award were: CAD & Facilities Services, Depauville, Thomas Brennan, President; and Proverbial Women, Watertown, owned by Meredith George.

The New Business Venture Award is open to companies established and located in Jefferson County that have been operating two to four years and can show that their business plan is being implemented and is effective in their growth.

- The Business of Excellence Award winner was Aubertine and Currier, Architects, Engineers & Land Surveyors, PLLC, Watertown, Michael Aubertine RA and Patrick Currier RA, Managing Partners. Other award nominees were: Current Applications Inc., Watertown, George M. Anderson, President; and NNY Homes Inc., Watertown, owned by Scott and Joan Gerni, Brokers.

The Business of Excellence Award is open to companies established and located in Jefferson County that have been in business for at least four years but no more than seven years with at least \$1Million in sales during the past year as well as an increase in employees over the years.

Both winners were presented with \$1000 checks.



## Drum Country Business

Formerly known as the Gap Analysis Committee, began the tri-county (Lewis, St. Lawrence, and Jefferson) marketing effort in the Fall of 2008 with a direct mail piece to approximately 80 businesses who were previously identified to need a back office workforce. DrumCountryBusiness.com was also launched in the late summer.

## Empire State Development

James P. Fayle, CEcD resigned his position of Chief Executive Officer in the Spring 2008 to take the position of Empire State Development's North Country Regional Director effective May 15, 2008. Donald C. Alexander, formerly Business Development Specialist, was appointed as Interim CEO. A national search for Mr. Fayle's replacement was begun immediately. It was expected that the search would be completed by October 1, 2008.

## Employer Survey - 2008 Version

Many changes have taken place since the early days of the Survey which dates back to 1992. The 2008 Survey was streamlined and participants were able to answer on-line, or if they wished, use the traditional paper survey. Requests for participation went out in March with a completion date of April 25, 2008. Eighty-eight firms responded making it the largest participation by area businesses in the history of the program. Seventy-seven or 88% of the participants chose to complete the Survey on-line.

The number of employees represented by this year's survey totaled 11,569 or 25.7% of the 45,000 employed in Jefferson County as reported in April 2008 by the New York State Department of Labor.

# JCJDC 07/08 HIGHLIGHTS

## JCJDC Officers

At the JCJDC Board's February meeting the following were elected officers of the Agency:

President	Dennis C. Affinati
Vice President	Michelle D. Pfaff
Treasurer	Thomas P. O'Connor
Secretary	Lance M. Evans

President Affinati presented Immediate Past President David J. Converse with the traditional JCJDC jacket in appreciation for his work as President.

## Lake Ontario Fisheries Coalition "The Cut" Project

At the April 3, 2008 meeting the JCJDC Board approved a \$2500 grant to the Lake Ontario Fisheries Coalition (LOFC) to assist in funding "The Cut Project." The scope of the project cleaned debris from around the shore to allow passage between Henderson Harbor and Lake Ontario. The Cut is used by residents, tourists, recreational fishermen, as well as local charter captains. The LOFC plans to establish a fund from the grants received from JCJDC and other sources that will allow for this clean up every two to three years.

## Members' Breakfast Meetings

October 19, 2007: "Clayton Revisited", held at the Clayton Opera House. Bob Cantwell of the Clayton Local Development Corp. and Amy Slack of the Clayton Opera House were guest speakers. Two and a half years ago, at another Member Breakfast, those attending heard all about the renovation plans for the facility. It was a real treat to see the final product!

March 28, 2008: "The New York State Zoo at Thompson Park", held at the Zoo on a very snowy day. Dale Klock, President of the Thompson Park Conservancy updated those attending on the Zoo's progress. Those in attendance were also able to meet some of the Zoo's residents up close and personal!



## N.E.W. Customer Service Companies, Inc.

In February 2008, N.E.W. Customer Service Companies, Inc. (NEW), a leading provider of extended service contracts and buyer protection programs for consumer products, announced the expansion of their customer contact center operations into the Watertown community, creating approximately 120 work-at-home customer care representative jobs.

NEW's move to Watertown was a collaborative effort involving many state and local organizations and businesses including the Empire State Development Office, Jefferson County Job Development Corporation, Jefferson Community College, Development Authority of the North Country, Ft. Drum Employment Readiness Program, The Warriors in Transition program, New York State Department of Labor, and Jefferson-Lewis Workforce Investment Board.

"The decision to expand our work-at-home program into Watertown was an easy one. We chose Watertown because of the generous welcome and outstanding support provided through the Jefferson County Job Development Corporation. Our extensive research indicated that Watertown is a good fit for NEW due to the well-educated and motivated work force. In fact, we have been so impressed with our initial experience in Watertown that we are looking to expand into other regions of the state of New York," said NEW's Senior Vice President of Customer Experience, Ray Zukowski.

# JCJDC 07/08 HIGHLIGHTS

## New York State Economic Development Council's Annual Marketing Competition

JCJDC won two marketing awards at the Annual NYSEDC Meeting held in Cooperstown in May. The marketing competition is open to economic development organizations throughout the state. This year JCJDC brought home a Certificate of Excellence for its Printed Advertising Materials submitted, and the 06-07 Annual Report won an Honorable Mention in its category.



## Regional Marketing

A regional marketing campaign was continued from the previous year using billboards, Thousand Islands Tourism Travel Guide, Seaway Trail Travel Guide, Absolutely Business Magazine, Greater Watertown Chamber of Commerce Membership Directory and the Watertown Daily Times. Advertising spots were also purchased on the Time Warner's News 10 Now around the weather and targeted the Central NY market. Similar spots were aired on WWNY/Fox 28, WWTI/CW and WPBS. The ads promoted Jefferson County's business opportunities as well as JCJDC/JCIDA business assistance programs.

## Sponsored Events & Programs

JCJDC co-sponsored the following events & programs in 2007-08:

- Emerge-NNY - October 2007 and August 2008
- The SBDC Business of Women Seminar – October 16, 2007
- GWNC Chamber of Commerce Business Fair – November 14, 2007
- Annual Tug Hill Local Government Conference – Spring 2008
- Watertown DBA's Box Lunch Revue – June 20 – August 15, 2008
- Essential Connections.org Emerging Business Competition – Winter 2008

At its September meeting, the JCJDC Board established criteria and guidelines for JCJDC sponsorship which will be effective on October 1, 2008.

## Workforce 2020

On January 10, 2008 the JCJDC staff partnered with the NYS Small Business Development Center staff to man a Entrepreneur's table. Thirty plus students were interviewed and discussed their interests in starting their own business. It was so successful that the agencies have decided to do it again at the Workforce 2020 event in 2009.



# THOSE COMMITTED TO HELPING US SUCCEED

## Jefferson County Job Development Corporation Board of Directors

### Officers

#### President

Dennis C. Affinati, *Business Manager, IBEW Local 910*

#### Vice-President

Michelle D. Pfaff, *Jefferson County Industrial Development Agency*

#### Treasurer

Thomas P. O'Connor, *President, Taylor Concrete Products, Inc.*

#### Secretary

Lance M. Evans, *Executive Director, Jefferson-Lewis Board of REALTORS®, Inc.*

### Elected Directors

#### Class of 2008

Joseph Colello, *President, Frontenac Crystal Springs Water, Inc.*  
 Mary Dudo, *General Manager, Salmon Run Shopping Center, LLC*  
 Thomas P. O'Connor, *President, Taylor Concrete Products, Inc.*

#### Class of 2009

Thomas H. Carman, *CEO, Samaritan Medical Center*  
 Lance M. Evans, *Executive Director, Jefferson-Lewis Board of REALTORS®, Inc.*  
 J. Paul Morgan, *President, New York Air Brake Corporation*  
 Julie M. Pecori, *Dyno Nobel Inc.*

#### Class of 2010

Dennis C. Affinati, *Business Manager, IBEW Local 910*  
 Stephen J. Duflo, *President & CEO, North Country Insurance Company*  
 Timothy M. Read, *Director of Site Operations, Stream Global Services, Inc.*

### Ex-Officio Directors

Robert F. Hagemann, III  
*Administrator, County of Jefferson*  
 Mary M. Corriveau  
*City Manager, City of Watertown*  
 William H. Fulkerson  
*Jefferson County Industrial Development Agency*  
 Michelle D. Pfaff  
*Jefferson County Industrial Development Agency*  
 David J. Converse  
*Jefferson County Industrial Development Agency*  
 John D. Doldo, Jr.  
*Jefferson County Industrial Development Agency*  
 Urban C. Hirschev  
*Jefferson County Industrial Development Agency*  
 Kent D. Burto  
*Jefferson County Industrial Development Agency*  
 Graham D. Wise  
*Jefferson County Industrial Development Agency*  
 Donald W. Rutherford  
*Executive Director/CEO,*  
*Watertown Local Development Corporation*  
 Robert S. Juravich  
*Executive Director,*  
*Development Authority of the North Country*

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### Jefferson County Job Development Corporation Staff

James P. Fayle, *CECd, Chief Executive Officer (10/2007- 5/2008)*  
 Donald C. Alexander, *Interim Chief Executive Officer (5/2008 – 9/2008)*  
 Lyle V. Eaton, *Chief Financial Officer*  
 Mary Anne Hanley, *Director of Marketing*  
 Peggy S. Sampson, *Executive Assistant*  
 Joy E. Nuffer, *Office Assistant*

# JCJDC FINANCIAL SUMMARY

## Fiscal Year Ended September 30, 2008 and 2007

	2008	2007
<b>Assets:</b>		
Current assets	\$ 269,497	\$ 243,582
Fixed assets - net of depreciation	11,972	16,127
Total	<u>\$ 281,469</u>	<u>\$ 259,709</u>
<b>Liabilities and Net Assets:</b>		
Current liabilities	\$ 57,832	\$ 49,099
Total net assets	<u>223,637</u>	<u>210,610</u>
Total	<u>\$ 281,469</u>	<u>\$ 259,709</u>
<b>Summary of Transactions:</b>		
Support and Revenue:		
Grants	\$ 270,000	\$ 251,500
Administrative agreements	383,885	391,804
Memberships	16,750	18,150
Interest	6,167	13,338
Internet line access fees	840	50,035
Basket Sales - net	-	(4,434)
Other revenue	-	-
Total	<u>\$ 677,642</u>	<u>\$ 720,393</u>
Expenses:		
Program services - Economic Development	\$ 622,560	\$ 715,455
General and administrative	41,206	44,154
Member service	849	812
Total	<u>\$ 664,615</u>	<u>\$ 760,421</u>
Change in Net Assets	\$ 13,027	\$ (40,028)
Net Assets:		
Beginning of Year	<u>210,610</u>	<u>250,638</u>
End of Year	<u>\$ 223,637</u>	<u>\$ 210,610</u>



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JEFFERSON COUNTY INDUSTRIAL DEVELOPMENT AGENCY



# JCIDA 07/08 HIGHLIGHTS



## Mission Statement

To actively promote, attract, encourage and develop economically sound commerce and industry for the purposes of expanding employment and increasing the tax base for Jefferson County. To achieve our vision through relentless, focused execution against planned budgets and stated core goals.

## Vision Statement

As a result of its financing and other activities, the Jefferson County Industrial Development Agency (JCIDA) is the premier economic development entity in Jefferson County and Northern New York and makes substantial, consistent contributions to increasing net cash flow for the community, to creating good jobs and to contributing to quality of life in Jefferson County.

## 2007-2008 Highlights

### Carthage Family Chiropractic Care

In June 2008, the JCIDA Board approved a \$27,000 Microenterprise Loan to Kelli J. Thesier d/b/a Carthage Family Chiropractic Care to purchase the building and practice of Theresa M. Back located at 20284 County Route 45, Carthage, NY.

### Imprints of NNY, Inc.

In July 2008, the JCIDA Board approved a \$30,000 Microenterprise Loan to Imprints of NNY, Inc. and owned by Christian Lawler, to establish a screen printing and promotional product business in Carthage, NY.

### Jefferson Community College

In July, the JCIDA Board approved a \$25,000 grant from the Community Development Fund to Jefferson Community College (JCC). The purpose of these funds is to assist in a 40% match for a NYSERDA Grant for the development of an alternative energy curriculum at the College.

### Juladame Premium Goat Milk Products

In May 2008, the JCIDA Board approved a \$15,000 Microenterprise Loan to Julie Regni d/b/a Juladame Premium Goat Milk Products for an expansion of her existing business of goat milk based soaps and skin care lotions.

### Knowlton Technologies, LLC

In December 2007, the JCIDA Board approved \$487,500 from the Revolving Loan Fund and the City/Grant Loan Fund to assist the new owners in completing an asset purchase of the Company. The total project cost was \$15,900,000. One hundred two jobs (102) were retained with a projected 10 jobs to be created.

### LCO Destiny, LLC

In December 2007, the JCIDA Board approved a \$250,000 loan from the Revolving Loan Fund to LCO Destiny, LLC to be used for the purchase of the former McGrann Paper Co. building, located in the Jefferson County Corporate Park.

### Lundy Development & Property Management, LLC

In February 2008, the JCIDA Board approved a \$250,000 loan from the Revolving Loan Fund to Lundy Development and Property Management for the design and construction of a spec-building in the Jefferson County Corporate Park.

## JCIDA 07/08 HIGHLIGHTS



### North Country Children's Clinic

In July, the JCIDA Board approved a \$70,000 Revolving Loan Fund loan and modification for the purpose of refinancing. The deviation from JCIDA's loan policy is permitted because the project enhanced the community and the County's economic development initiatives.

### North Country Digital Solutions, Inc.

In July, the JCIDA Board approved a \$40,000 Microenterprise Loan to Daniel J. McAloon d/b/a North Country Digital Solutions, Inc. to construct a 6,000 square foot office, showroom and commercial storage space, located in Alexandria Bay, NY, to support his business as an authorized Xerox Agent in the four county region.



### Metro Paper Industries of NY, Inc.

In July 2008, the JCIDA Board approved a \$250,000 loan from the Revolving Loan Fund to purchase new equipment and move existing equipment from Toronto, ON Canada to Carthage, NY. The Company anticipates hiring at least 27 more people bringing total employment to 80.

### North American Tapes, LLC

In May 2008, the JCIDA Board approved a \$150,000 loan from the Revolving Loan Fund to North American Tapes, LLC for the purchase and renovation of their existing facility in the Jefferson County Corporate Park.

## JCIDA 07/08 HIGHLIGHTS

### Payments In Lieu of Taxes (PILOT) & Tax Abatement Transactions

The following PILOT agreements were approved:

- A PILOT for the facility expansion project at Great Lakes Cheese, 23 Phelps St., Adams, NY.

The following Sales and Mortgage Tax Abatements were approved for:

- New Plan North, LLC for the acquisition and construction of eight one bedroom units and twenty-four two bedroom apartment units located at 127 Spring Street, Watertown, NY.
- LCO Destiny, LLC for the acquisition of the former McGrann Paper Co. building located in the Jefferson County Corporate Park, Town of Watertown.
- Great Lakes Cheese for the facility expansion project located at 23 Phelps Street, Adams, NY.
- Lundy Development and Property Management, LLC for the construction of a multi-purpose building in the Jefferson County Corporate Park, Town of Watertown.
- Hi-Lite Properties for the purpose of constructing and equipping a 10,200 square foot addition to their existing building, 20128 NYS Rt. 12F, Town of Watertown.



### Riverview Plaza (Apartments)

In February 2008, the JCIDA Board approved a \$250,000 Revolving Loan Fund loan to Michael Treanor, Anthony Ardito and Gerry Lepkanich d/b/a Riverview Plaza for the construction financing that will be repaid from Restore NY Grant Fund awarded to the project through the city of Watertown.

### South Jefferson Community Action Corporation

In December 2007, the JCIDA Board approved a \$30,000 Microenterprise Loan to be used towards building renovations and façade programs for downtown Adams.

### Valentines Stores, Inc.

In December 2007, the JCIDA Board approved a land sale for 3.98 acres in the Jefferson County Corporate Park to Valentines Stores, Inc. The Company built a +/- 5,000 square foot facility to house its corporate headquarters.

### Watertown Family YMCA, Inc.

In December 2007, the JCIDA Board approved a request by the Watertown Family YMCA, Inc. for a \$200,000 loan from the Revolving Loan Fund for the purchase of the Fairgrounds YMCA building.

### Wind Farm Uniform Tax Exemption Policy

In May 2008, the JCIDA Board formed a sub-committee to work with Jefferson County to create a Uniform Tax Exemption Policy related to wind farms.



# THOSE COMMITTED TO HELPING US SUCCEED

## Jefferson County Industrial Development Agency Board of Directors

### Officers

#### **CHAIRMAN**

Urban C. Hirschey, *Chairman, Climax Manufacturing*

#### **VICE CHAIRMAN**

David J. Converse, *President, Converse Laboratories Inc.*

#### **TREASURER**

Michelle D. Pfaff, *V.P., Community Bank NA*

#### **SECRETARY**

Kent D. Burto, *Legislator, Jefferson County Board of Legislators*

### Directors

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

William H. Fulkerson – *Supervisor, Town of Ellisburg*

Graham D. Wise – *Former Chief of Staff, NYS Sen. James W. Wright, 48th Senate Dist.*

# JCIDA FINANCIAL SUMMARY

## Fiscal Year Ended September 30, 2008 and 2007

	2008	2007
<b>Assets:</b>		
Cash and cash equivalents	\$ 4,958,591	\$ 4,241,545
Loans receivable - net of allowance	3,346,265	2,653,982
Capital lease receivable	4,501,975	5,221,370
Grant receivable	38,450	143,452
Other receivable	158,106	149,774
Fixed assets - net of depreciation	1,144,521	1,129,427
Other assets	-	365
Total	<u>\$ 14,147,908</u>	<u>\$ 13,539,915</u>
<b>Liabilities and Net Assets:</b>		
Current liabilities	\$ 609,808	\$ 270,054
Long-term liabilities	33,561	-
Notes payable - current portion	854,552	726,261
Notes payable - long-term portion	4,136,146	5,043,559
Total net assets	<u>8,513,841</u>	<u>7,500,041</u>
Total	<u>\$ 14,147,908</u>	<u>\$ 13,539,915</u>
<b>Summary of Transactions:</b>		
Support and Revenue:		
Fees	\$ 418,601	\$ 380,473
Grants	48,607	552,854
Stream PILOT	200,000	200,000
Community Development Agreement	950,916	255,988
Interest	207,737	210,061
Capital lease interest	324,955	455,733
Gain on sale of capital assets	29,804	35,686
Other revenue	48,574	42,641
Total	<u>\$ 2,229,194</u>	<u>\$ 2,133,436</u>
Expenses:		
Program expenses	\$ 449,992	\$ 619,028
General and administrative	26,393	45,496
JCJDC contribution	325,000	325,000
Bad debt expense / allowance adjustment	18,373	15,503
Depreciation	49,377	50,561
Interest expense	346,259	483,555
Total	<u>\$ 1,215,394</u>	<u>\$ 1,539,143</u>
Excess of Support and Revenue over Expenses	\$ 1,013,800	\$ 594,293
Net Assets:		
Beginning of Year	<u>7,500,041</u>	<u>6,905,748</u>
End of Year	<u>\$ 8,513,841</u>	<u>\$ 7,500,041</u>

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fit or convenient  
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pose; suitable  
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A wise man



WATERTOWN INDUSTRIAL CENTER LOCAL DEVELOPMENT CORPORATION



# WICLDC 07/08 HIGHLIGHTS

## WICLDC Activities

July 1, 2007 – June 30, 2008

### Watertown Center for Business and Industry (WCBI) Tenants as of June 30, 2008

**Building A:** Brookfield Renewable Power, Contech, Fort Drum Mountain Community Homes, Junction Boyz, Shred Con, Upstate Construction Services, Upstate Testing and Control, Watertown Vending, Doppelmayer CTEC Inc., JCJDC/JCIDA, and OMEGA, QSE.

**Building B:** Converse Laboratories and Ferguson Waterworks.

**Building C:** Current Applications and AFLAC, NY.

**Building D:** Chapin Watermatics.

These companies represent 136 employees.

### WCBI Tenant Appreciation Day

This was the third annual appreciation day and was held September 14, 2007.



### WCBI Tenant Seminar

This was the training seminar offered by the Watertown Industrial Center Local Development Corporation at no cost to the tenants. The training offered was on the NFPA30 Code regarding Flammable and Combustible Liquids.

### [www.wcbi.net](http://www.wcbi.net)

Web site provides a footprint of the facility indicating available space. A tenant message board system was created that is accessed through the web site.

## Those Committed To Helping Us Succeed...

Watertown Industrial Center Local Development Corporation Board of Directors

### Officers

#### **PRESIDENT**

Donald W. Rutherford, *Executive Director & CEO, Watertown Local Development Corporation*

#### **VICE PRESIDENT**

William H. Fulkerson, *Jefferson County Industrial Development Agency*

#### **TREASURER**

Nickolas W. Darling, *City of Watertown Representative*

#### **SECRETARY**

John Doldo, Jr., *Jefferson County Job Development Corporation*

### Board of Directors

Carolyn D. Fitzpatrick, *Legislator, County of Jefferson*

J. Paul Morgan, *President, New York Air Brake*

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

### Watertown Center for Business & Industry Staff

Bill J. Soluri, *Site Manager*

Rick Lampman, *Head Maintenance*

Robert Daymont, *Maintenance*

# WICLDC FINANCIAL SUMMARY

## Fiscal Year Ended June 30, 2008 And 2007

	2008	2007
<b>Assets:</b>		
Current assets	\$ 278,991	\$ 354,865
Fixed assets - net of depreciation	1,765,975	1,818,663
Receivable - Leasehold Improvement	128,150	60,832
Notes receivable	200,487	234,334
Investments	500,000	400,000
Total	<u>\$ 2,873,603</u>	<u>\$ 2,868,694</u>
<b>Liabilities and Net Assets:</b>		
Current liabilities	\$ 22,995	\$ 14,050
Deferred Revenue - Prepaid Rents	9,110	-
Deferred Revenue - Leasehold Improvement	128,150	60,832
Total net assets	<u>2,713,348</u>	<u>2,793,812</u>
Total	<u>\$ 2,873,603</u>	<u>\$ 2,868,694</u>
<b>Summary of Transactions:</b>		
Support and Revenue:		
Rental income	\$ 448,341	\$ 453,234
Investment return	37,611	44,328
Other	1,916	2,778
Total	<u>\$ 487,868</u>	<u>\$ 500,340</u>
Expenses:		
Program services - Development of Industrial Center	\$ 521,235	\$ 505,928
General and administrative	47,097	40,060
Total	<u>\$ 568,332</u>	<u>\$ 545,988</u>
Change in Net Assets	\$ (80,464)	\$ (45,648)
Net Assets: Beginning of Year	<u>2,793,812</u>	<u>2,839,460</u>
Net Assets: End of Year	<u>\$ 2,713,348</u>	<u>\$ 2,793,812</u>

## **Thank You To The Following Government Officials For Their Continued Support In Jefferson County's 2007-08 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. David A. Paterson, Governor  
Hon. Darrel J. Aubertine, State Senate 48th District  
Hon. Deirdre K. Scozzafava, 122nd Assembly District

### **Jefferson County Board of Legislators**

Hon. Kenneth D. Blankenbush, Chairman  
Robert F. Hagemann III, County Administrator

Michael J. Docteur, District 1	Barry M. Ormsby, District 9
Robert J. Thomas, District 2	Michael W. Behling, District 10
Philip N. Reed, Sr., District 3	Robert A. Boice, District 11
Addie A.E. Jennie Russell, District 4	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
James A. Nabywaniec, District 8	James D. St.Croix, District 15

### **Watertown City Council**

Hon. Jeffrey E. Graham, Mayor  
Mary M. Corriveau, City Manager

Peter L. Clough, Council Member  
Jeffery M. Smith, Council Member  
Roxanne M. Burns, Council Member  
Joseph M. Butler Jr., Council Member