

ANNUAL REPORT 08/09

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



JCJDC **JCPA** **WICLDC**



A Message From The Chief Executive Officer

Clearly 2008-2009 presented enormous challenges for our regional businesses as it did for others throughout the United States. As of this writing, we are just beginning to see glimmers of what we all hope is the 'turn-around'. While glimmers are appearing in the housing market, the banking industry and some retail, unemployment on the national scene remains at near record levels with regional unemployment even higher.

Closer to home, New York State continues to wrestle with a host of major financial issues not seen in decades. With financial uncertainty also comes political uncertainty as exemplified by unsettling actions this year in the New York State Senate and a game-changing Congressional race that captured national attention.

The 'constants' of many of our economic and political under-pinning that have served as a stabilizing influence in Northern New York are being challenged. There is no doubt that our society is very much in a state-of-change, welcomed or not.

The issue then becomes one of how our communities will deal with these changing and unsettling times? Will we rise to the challenge and embrace the change---seeking opportunity imbedded within those changes or will we hunker down in the peaceful quiet of inaction in the fond and fervent hope that we can weather the storm.

Our region has been blessed economically and socially by having the enormous and very positive influence of Fort Drum and the soldiers and families of the wonderful 10th Mountain Division. Billions of Federal and State dollars have been pouring into the region as the Fort evolves into the premiere United States Army outpost. It provides an unmatched stabilizing influence on our economy and certainly that has helped to lessen the impacts of this recent downturn on our community.

However, Fort Drum must be considered to be a community asset that can and should be used as the basis for building our community further. As with any valuable asset, the Fort should provide a springboard--- hopefully, a point of departure to grow our community. We should never fall into the trap of feeling secure because we have Fort Drum. We should thank our lucky stars while at the same moment work as hard as we can to secure this asset by working closely with the Post, its soldiers and families. That said we should be mindful of determining how this huge asset can be a conduit for other, more diverse economic contributors.

One area that seems to provide significant potential for our region is alternative energy development. We are blessed with significant natural resources well suited to provide the basis for this development. Wind, hydro and bio-mass lead the menu of potential energy sources suited for exploration...an opportunity to provide the energy for which the world is thirsty.

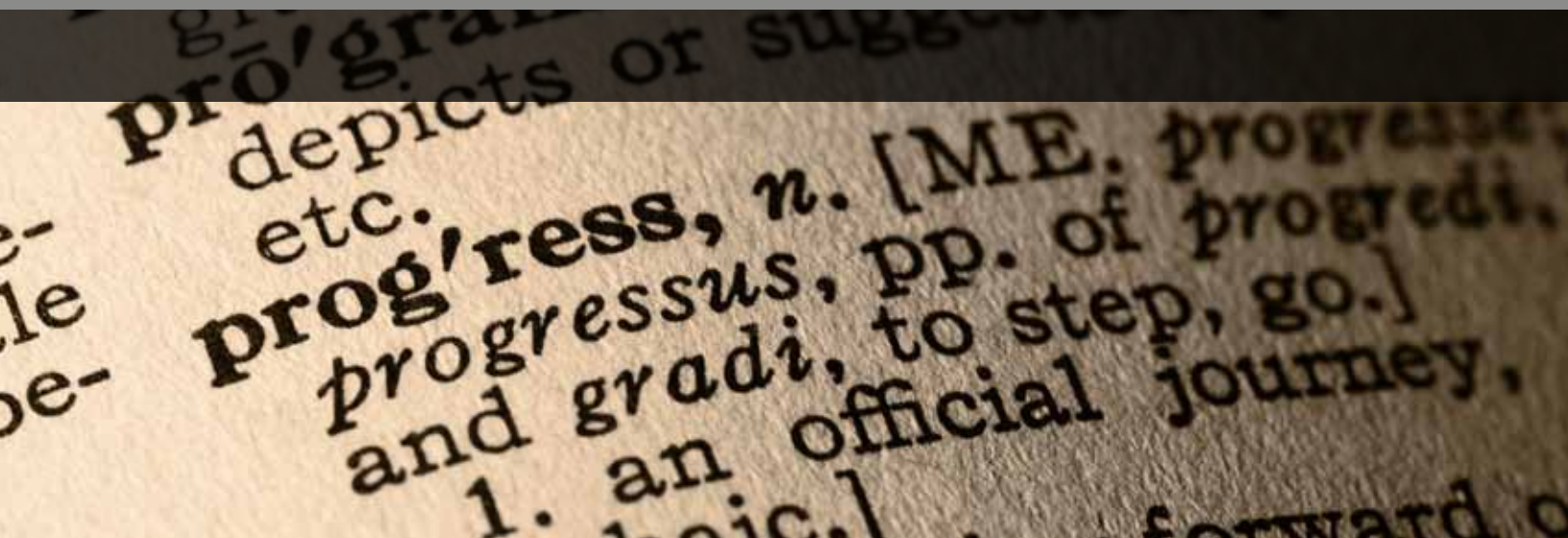
This effort should stimulate an influx of capital investment, create educational opportunities for our public and private educational institutions, broaden our tax base, create jobs well positioned for the 21st Century workplace and pave the way to a local economy sheltered from the turbulence of the global marketplace.

The future remains a challenge...it is a challenge that Northern New York is poised to successfully confront. It will take vision, perseverance and a lot of old fashion hard work but the way is clear to a bright decade ahead.



Donald C. Alexander
Chief Executive Officer
JCJDC and JCIDA

Jefferson County Job Development Corporation



JCJDC Members

- **Advanced Blasting Technology, Inc.**
- Advanced Business Systems
- Aubertine & Currier Architects, Eng. & Land Surveyors
- Battlefield Commons
- B.E.L. Associates, Ltd.
- **Bella's Bistro LLC**
- Benjamin Printing Inc.
- **Bernier, Carr & Associates, P.C.**
- Bette & Cring, LLC
- Black River Vallley Club
- Blackstone Electric Inc.
- Brookfield Renewable Power Inc.
- CAD & Facilities Services, Inc.
- Calarco D.L. Funeral Home, 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 Local Development Corporation**
- Clayton, Town of
- Coldwell Banker Rimada Realty
- Community Bank, NA
- Converse Laboratories Inc.
- Cortel Improvement Systems
- Coughlin Printing Group
- Crowley Foods, Inc.
- Current Applications
- Days Inn of Watertown-1000 Islands
- DOCO Quick Print, Inc.
- Doldo Real Estate
- Dragon, Benware, Crowley & Co., PC
- Dust-Busterz Cleaning Services
- Entitle Agency, Inc.
- Excellus Health Plan, Inc.
- Ferguson Waterworks
- Ft. Drum Mountain Community Homes LLC
- Fort Pearl
- Stephen C. Foy Inc.
- Freeman Bus Corporation
- Frontenac Crystal Springs
- Frontier Housing Corporation
- Goodale H.D. Co.
- Gray's Flower Shop, Inc.
- GWNC Chamber of Commerce
- HarborSide Services
- Haylor, Freyer & Coon, North. Div.
- Hi-Lite Markings, 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 Rehabilitation Center
- Johnson Newspaper Corp.
- KeyBank NA
- LaFave, White & McGivern LS PC
- LUNCO Corporation
- M&T Bank
- MassMutual Financial Group
- Meade Optical
- Menter, Rudin & Trivelpiece, PC
- Metal Man Services
- **Mosher Financial Group, Ltd.**
- National Grid
- New Century Electric, Inc.
- New York Air Brake Corporation
- New York State Small Business Development Center
- North Country Insurance Company
- Northern Employee Assistance Services
- Northern Regional Center for Independent Living, Inc. (NRCIL)
- **Philadelphia, Village of**
- Poulsen & Podvin, PC
- 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
- Scherzmann & Wise, PC
- Slack Chemical Co. Inc.
- Sovie & Bowie CPA, PC
- Stackel & Navarra, CPA, PC
- Stature Electric Inc.
- Stebbins Engineering & Manufacturing Company, The
- **Stones Throw LLC**
- 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 Holiday Inn Express
- Watertown Local Development Corporation
- Watertown Savings Bank
- Watertown Vending Inc.
- Westelcom
- WWNY-TV 7
- WWTI-ABC50 & The North Country's CW

• **Bold** = New Member

JCJDC 08/09 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.

Donald C. Alexander was selected as Chief Executive Officer of the Jefferson County Job Development Corporation by the JCJDC Board at its October 2, 2008 meeting. In October 2008, Patrick Kelly was hired as Deputy CEO and served in this position until August, 2009.

Annual Meeting

The Annual JCJDC Meeting was held on Friday, January 30, 2009 at the Black River Valley Club in Watertown.



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

- 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.



Michael Behling, Jefferson County Legislator and outgoing member of both the JCIDA and JCJDC Boards, was honored for his service to the agencies economic development efforts from 2002-2008. During his tenure as Chairman of the JCJDC Marketing Council, initiatives included the Jefferson County New Beginning Campaign and the preliminary work that launched the Jefferson County Recreational Trail Coordinator position, which is managed by the Jefferson County Soil and Water Office.



The New Business Venture Award was also presented to CAD & Facilities Services, Inc., Depauville, NY, Thomas Brennan, President. The Company received an award for display and a check for \$1000. Other nominees for the award included Bella's Bistro, LLC, Clayton and Stones Throw LLC, Watertown.

The New Business Venture Award competition 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 the company's growth.

JCJDC 08/09 Highlights

Business of Excellence Award

The JCJDC Board, upon recommendation of the Marketing Council, approved that the Business of Excellence Award nominations be opened to businesses that have expanded opportunities by developing new or improved products or services as a result of employing cutting edge innovations/technologies.



September 25, 2009: Keith Caughlin, Fort Drum Regional Liaison Organization (FDRLO) Chairman and Carl McLaughlin, FDRLO Executive Director led a discussion updating those present on Fort Drum's expansion, housing initiatives, Drum Country Business, the Regional Health Planning Organization and encroachment concerns.



JCJDC Members' Breakfast Meetings

October 10, 2008: This was a luncheon rather than a breakfast meeting held at the Black River Valley Club. Dr. David R. Smith, President of SUNY Upstate Medical University was the guest speaker and his topic was "Renewing & Rebuilding the Healthcare Workforce in Upstate NY". Dr. Smith talked about a partnership between SUNY Upstate and Jefferson Community College that would allow north country residents to stay in the area to obtain higher education medical degrees.

April 24, 2009: On this Friday morning, JCJDC members were updated on the ability of local agencies to respond to meet business needs during this "economic reset". Titled "Not Business As Usual", the panel of experts included: Cheryl Mayforth, Jeff-Lewis Workforce Investment Board; Sarah O'Connell, Business Advisor, NYS Small Business Development Center; James Fayle, North Country Regional Director, Empire State Development; and Patrick Kelly, Deputy CEO, JCIDA.

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

Jefferson County Recreational Trail

JCJDC continued to participate in the marketing efforts of the Jefferson County Trail Coordinator by financially supporting the development and maintenance of www.trailjeffersoncounty.com, as well as signage for trail projects.

JCJDC 08/09 Highlights

Sponsored Events & Programs

Effective October 1, 2008, all events and programs sponsored by the JCJDC had to be approved by the Marketing Council, which used criteria established by the JCJDC Board of Directors. The following events were sponsored as a result:



GWNC Chamber of Commerce Annual Business Fair 2008: The Power of Networking – October, 15, 2008, Dulles State Office Building.

E-Day: Unleashing Ideas – November 21, 2008 at Jefferson Community College brought together high school students in grades 9 through 12 for interaction with area entrepreneurs. Finalists in the Student Business Concept Competition presented their plans. The primary purpose of the Business Concept Competition is to promote entrepreneurship and encourage the development of high school student business ventures. Winners were presented cash awards:



First Place (\$1000) – Watertown High School – “Celebration Station”
 Second Place (\$500) – Carthage High School – “Conflict Studios”
 Third Place (\$250) – Copenhagen Central School – “P&P PC Repair”.

The \$1000 competition among JCC students was won by “Flashback Creations”. The Jefferson-Lewis Workforce Investment Board, Jefferson Community College and the NYS Small Business Development Center were also sponsors.



Business of Women Networking Conference

– December 2, 2008, Jefferson-Lewis BOCES Conference Center.

GWNC Chamber of Commerce Annual Business Fair 2009: Smart Business in the New Economy

– June 10, 2009, Jefferson Community College.

Downtown Business Association’s “The Box Lunch Revue”

– Fridays, June 19th – August 14th, 2009, Downtown Watertown.

Carthage Area Chamber of Commerce “Sounds of Summer” Concert Series

– Wednesdays, July 8 – 29, 2009, Village Green in Carthage.

Manufacturers’ Forum Committee

Committee members, made up of board members and area manufacturers met to discuss such issues as health care costs, alternative energy options and incentives available in the region.

JCJDC 08/09 Highlights

Marketing, Visitation and Outreach

An ad campaign was developed using local and regional publications, TV and Web media, to market the economic development tools available to entrepreneurs, as well as new, existing and potential Jefferson County employers. Ads in national publications were also placed.

Staff worked with 26 companies either seeking general information and/or having prospective projects that could utilize our economic development tools. Staff reached out to over 66 Jefferson County companies through the Visitation Program.

Regional Partnerships

Throughout the year staff worked and participated in activities with regional partners such as Drum Country Business, North Country Alliance, Capital Corridor, and the Central Upstate Regional Alliance.

In Memoriam

P. Owen Willaman

At its February meeting, the JCJDC Board members remembered P. Owen Willaman, who passed away on January 15, 2009. Mr. Willaman was the president of New York Air Brake from 1976-1988. He served on the JCJDC Board from 1994-2000, and served as its first president from 1994-1998.

Those Committed To Helping Us Succeed

JCJDC 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 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, *President, Advanced Blasting Technology, 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.*

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.*

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

W. Edward Walldroff

Jefferson County Industrial Development Agency

Donald W. Rutherford

Executive Director/CEO,

Watertown Local Development Corporation

James W. Wright

Executive Director,

Development Authority of the North Country

Staff

Donald C. Alexander, *CEO*

Patrick Kelly, *Deputy CEO (11/08 – 8/09)*

Lyle V. Eaton, *CFO*

Mary Anne Hanley, *Director of Marketing*

Peggy S. Sampson, *Executive Assistant*

Joy E. Nuffer, *Office Assistant*

JCJDC Financial Summary

Fiscal Year Ended September 30, 2009 and 2008

	2009	2008
Assets:		
Current assets	\$ 329,498	\$ 269,497
Fixed assets - net of depreciation	13,111	11,972
Total	<u>\$ 342,609</u>	<u>\$ 281,469</u>
Liabilities and Net Assets:		
Current liabilities	\$ 74,590	\$ 57,832
Total net assets	268,019	223,637
Total	<u>\$ 342,609</u>	<u>\$ 281,469</u>
Summary of Transactions:		
Support and Revenue:		
Grants	\$ 270,000	\$ 270,000
Administrative agreements	418,000	383,885
Memberships	16,600	16,750
Interest	1,251	6,167
Internet line access fees	840	840
Other revenue	8,274	-
Total	<u>\$ 714,965</u>	<u>\$ 677,642</u>
Expenses:		
Program services - Economic Development	\$ 630,313	\$ 622,560
General and administrative	37,852	41,206
Member service	2,418	849
Total	<u>\$ 670,583</u>	<u>\$ 664,615</u>
Change in Net Assets	\$ 44,382	\$ 13,027
Net Assets:		
Beginning of Year	<u>223,637</u>	<u>210,610</u>
End of Year	<u>\$ 268,019</u>	<u>\$ 223,637</u>

Jefferson County
Industrial Development Agency



JCIDA 08/09 Highlights

Mission

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

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.

Brownfield Workshop

A Brownfield workshop was held in October, 2008 on the latest legislation regarding New York's Brownfield sites and how it might positively impact the North Country Region. Besides JCIDA, other sponsoring agencies included St. Lawrence County IDA, CITEC and Lewis County Department of Economic Development.

Dairy Profit Team Program

In March, the JCIDA Board approved a \$12,000 grant from the Community Development Fund to the Jefferson County Agricultural Development Corporation (JCADC) to assist the Dairy Profit Team Program add 20 more teams in Jefferson County. The teams are made up of agricultural professionals that work with the individual farms to improve operations and cut costs. The Development Authority of the North Country Board also contributed \$12,000 to assist in the expansion of the Program.

Entrepreneurial Training Course

NYS Small Business Development Center and the JCIDA again teamed up to present Entrepreneurial Training courses. The popular six week courses were offered in the Fall 2008 and Spring 2009 at Jefferson Community College, Watertown.

Course study consisted of classroom training designed to guide the entrepreneur through all aspects of starting and running a small business. Topics included Contract Agreements, Marketing, Bookkeeping and Financing. There was also a one-on-one discussion with a SBDC Advisor to talk about the participant's specific business project and needs. Upon completion of the course, participants were eligible to apply at the JCIDA offices for low-interest loans offered through the Microenterprise Loan Program.

Jefferson County Local Development Corporation

At its September meeting, the JCIDA Board created the Jefferson County Local Development Corporation (JCLDC) to serve as a JCIDA affiliate which can undertake certain economic development activities on behalf of or in concert with the JCIDA. The JCLDC will administer the revolving loan programs, real estate development activities and other programming assigned by the JCIDA. The newly-established JCLDC could also be appointed by the County of Jefferson to serve as an "on-behalf-of" issuer of tax exempt bonds for civic facilities in the absence of the JCIDA's authority to do so.

JCIDA Board members will serve as ex officio directors of the JCLDC. As with the JCIDA, the newly formed Corporation is required to comply with the Open Meetings Law, Freedom of Information Law and the various governance provisions contained within the Public Authorities Accountability Act of 2005.

The JCLDC Directors are as follows: Urban C. Hirschey, David J. Converse, Michelle D. Pfaff, Kent D. Burto, William H. Fulkerson, John D. Doldo Jr., and W. Edward Walldroff. All are JCIDA Board of Directors and were previously appointed by the Jefferson County Board of Legislators. The JCLDC's periodic meetings will generally be scheduled to coincide with those of the JCIDA.

Loans

The JCIDA Board approved the following Microenterprise (Micro) Loans:

Creative Touch Images

In November 2008, a \$26,570 Micro loan to Creative Touch Images, Carthage, NY a photography studio and art gallery. Owners are Brian and Carla Coones.

C&B Rent-All

In January 2009, a \$25,000 Micro loan to C&B Rent-All, Adams, NY to refinance callable debt. Owner is Eric Soules.

Fort Drum Storage, LP

In February 2009, a \$40,000 Micro loan to Fort Drum Storage, LP, Watertown, NY to expand indoor storage and erect carports for additional vehicle storage. Two additional positions projected to be created.

JCIDA 08/09 Highlights

Duck Stop Diner

In February 2009, a \$40,000 Micro loan to Jamie Bliven for working capital to operate the Duck Stop Diner, ice cream shop and bait store located in Chaumont, NY.

The Lyric Bistro

In March 2009, a \$40,000 Micro loan to Lyric Enterprises, Inc. d/b/a The Lyric Coffee House & Bistro, located in Clayton, NY for renovation and conversion from a coffee house to a full service menu and catering service. Two to Four additional positions are projected to be created during peak times of the year.

Robo-Spray

In April, 2009 a \$20,250 Micro loan to Kevin Hutt d/b/a Robo-Spray, Adams, NY for the purchase and operation of a pressure washing business. A total of five jobs are projected to be created by year two.

Adams Country Club

In April, 2009 a short term \$12,000 Micro loan to BDKR/Adams Country Club, Adams, NY to assist with after winter clean up.

Depauville Village Market

In June, 2009 a \$40,000 Micro loan to Depauville Village Market, Inc., Depauville, NY for working capital in anticipation of a 2010 expansion. Four full time positions are expected to be created at the end of three years.

The JCIDA Board approved the following Revolving Loan Fund (RLF) Loans:

TBI Associates of NNY, LLC

In October 2008, a \$105,000 RLF to TBI Associates of NNY, LLC to develop a Traumatic Brain Injury Center in Carthage, NY. Fourteen jobs are projected to be created. Total project cost is \$695,000.

Greene Structures, Inc.

In March 2009, a \$50,000 RLF to Greene Structures, Inc., in Clayton, NY for working capital to position the company to start a restoration project. Projected job creation is 11 positions over the next 3 years.

J. Scott Corp

In March 2009, a \$250,000 RLF to J. Scott Corp (Pleasant Night Inn), for the construction of a 40 room hotel in West Carthage, NY. Nine full-time positions are expected to be created. Total cost of the project is \$2.931 Million.

Watertown Family YMCA

In July, 2009, a \$200,000 RLF to the Watertown Family YMCA, Inc. to be used for the purpose of opening a licensed full day care facility in Watertown, NY by the fall of 2010. It is anticipated that the facility will accommodate 80 children and will have the capacity of 100. It is expected to create 22 full time positions by year 3 of the project.

National Grid's Manufacturing Productivity Program

National Grid's Manufacturing Productivity Program (MPP) offers matching grants to qualified manufacturers who undertake the following:

Projects that eliminate waste and increase productivity, matching grants are up to \$15,000 or 40% of the project;

Projects that result in greater utilization of manufacturing capacity, matching grants are up to \$15,000 or 50% of the project;

For projects that combine both of the above efforts, matching grants are up to \$40,000 or 60% of the project costs.

In order to qualify for the grants, a company would need to contribute 25% of the project costs in cash. All monies would need to be spent by the company up-front and National Grid would reimburse the company based on verified pay-outs. Most of the eligible projects will be undertaken by a third party consultant - such as CITEC.

The JCIDA Board of Directors has established a short-term bridge loan program to qualified businesses, which is designed to help them cover the costs until grant monies are received from National Grid. These loans are not to exceed \$40,000 with a 12 to 18 month maturity at an interest rate of Prime. Manufacturers approved for the MPP and JCIDA bridge loan will pay interest only during the interim with a maximum 18 month balloon. Applications for the bridge loans will be handled with the same process and procedure as other JCIDA loan funds.

JCIDA 08/09 Highlights

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

The following PILOT agreements were approved:

A PILOT to J. Scott Corp. (Pleasant Night Inn), in the Village of West Carthage, NY.

The following Sales and Mortgage Tax Abatements were approved for:

Mimakar, Inc. for a facility located at 342 East Broadway, Cape Vincent, NY. Project includes façade renovation and remodel of an existing business.

Washington Summit Associates, LLC for a facility located at 19316 US Route 11, Watertown. The project will include the demolition/removal of original Pulmonary Associates building and the construction of an 11,200 square foot condominium style office building that will be occupied by multiple unit owners.

Lundy Development & Property Management, LLC for a facility located on US Route 11. The project is for relocation, renovation and expansion to the existing Pulmonary Associates professional offices for the Lundy Group of Companies.

J. Scott Corp. (Jeff Shambo-Pleasant Night Inn) for the construction and equipping of a 40 room motel to be located in West Carthage, NY.

Rural Business Enterprise Grants (RBEG)

In April 2009, staff submitted and were awarded three Rural Business Enterprise Grants from the US Department of Agriculture.

A grant request of \$200,000 was made to further develop the Revolving Loan Fund (JCIDA) that JCIDA administers. The Agency has been advised that this grant will be awarded, but details as to the amount of the grant were not available at the time of this report's printing. These funds will increase monies in the RLF that will be used to assist local and prospective County businesses.

A grant request of \$94,000 was awarded to the JCIDA for a training project that will assist job seekers with workplace readiness skills. In partnership with Jeff-Lewis BOCES, Jefferson Community College and local employers a series of evening training sessions will be offered. Persons completing the program will receive a certificate that will demonstrate to potential employers that they have an enhanced set of skills needed for hire. The proposed training will cost approximately \$99,000 and JCIDA Board has committed the remaining \$5000 to the project.

On behalf of North Country Farms, LLC, a grant was submitted and awarded in the amount of \$99,000 to support of the acquisition of equipment that will allow the company to increase the capacity of its grain milling operation. The company expects, with this new equipment, to hire additional employees and increase profitability and cash through increased production of local food.

Wind Farm Uniform Tax Exemption Policy

In May 2008, the Jefferson County IDA Board was asked by the Jefferson County Legislature to develop a Uniform Tax Exemption Policy (UTEP) for wind farms. This template, while still under development, was anticipated to be a model for projects of this type. The task is nearly complete as of this writing, and one major wind project is being considered under its terms.

In Memoriam

Gordon D. Cerow Jr.

At the February 2009, the JCIDA Board of Directors adopted a resolution honoring Gordon B. Cerow Jr. who died on January 31. Mr. Cerow was a founding member of the JCIDA in 1971 and was a Board member from 1971 to 1992, serving as the agency's chairman for many of those years.

Kenneth W. Steblin

Mr. Steblin was JCIDA executive director from 1980-86, passed away on August 18. Mr. Steblin was also a former chairman of the Jefferson County Board of Supervisors and served as head of Jefferson County Industries from 1973-1980.

Those Committed To Helping Us Succeed

JCIDA Board Of Directors

Officers

CHAIRMAN

Urban C. Hirschey, *Chairman, Climax Manufacturing (retired)*

VICE CHAIRMAN

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

TREASURER

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

SECRETARY

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

Directors

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

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

W. Edward Walldroff – *Owner, Homestead Fields Organic Farms*

JCIDA Financial Summary

Fiscal Year Ended September 30, 2009 and 2008

	2009	2008
Assets:		
Cash and cash equivalents	\$ 5,034,725	\$ 4,958,591
Loans receivable - net of allowance	3,677,139	3,346,265
Capital lease receivable	3,686,947	4,501,975
Grant receivable	-	38,450
Other receivable	174,301	158,106
Fixed assets - net of depreciation	1,053,483	1,144,521
Total	<u>\$ 13,626,595</u>	<u>\$ 14,147,908</u>
Liabilities and Net Assets:		
Current liabilities	\$ 130,306	\$ 609,808
Long-term liabilities	32,800	33,561
Notes payable - current portion	927,051	854,552
Notes payable - long-term portion	3,183,834	4,136,146
Total net assets	<u>9,352,604</u>	<u>8,513,841</u>
Total	<u>\$ 13,626,595</u>	<u>\$ 14,147,908</u>
Summary of Transactions:		
Support and Revenue:		
Fees	\$ 317,972	\$ 418,601
Grants	194,060	48,607
Stream PILOT	200,000	200,000
Community Development Agreement	725,916	950,916
Interest	195,399	207,737
Capital lease interest	165,381	324,955
Gain (loss) on sale of capital assets	(12,093)	29,804
Other revenue	35,112	48,574
Total	<u>\$ 1,821,747</u>	<u>\$ 2,229,194</u>
Expenses:		
Program expenses	\$ 250,181	\$ 449,992
General and administrative	80,588	26,393
JCJDC contribution	350,000	325,000
Bad debt expense / allowance adjustment	46,901	18,373
Depreciation	78,945	49,377
Interest expense	176,369	346,259
Total	<u>\$ 982,984</u>	<u>\$ 1,215,394</u>
Change in Net Assets	\$ 838,763	\$ 1,013,800
Net Assets:		
Beginning of Year	<u>8,513,841</u>	<u>7,500,041</u>
End of Year	<u>\$ 9,352,604</u>	<u>\$ 8,513,841</u>

Watertown Industrial Center
Local Development Corporation



WICLDC 08/09 Highlights

Mission Statement

The mission of the Watertown Industrial Center Local Development Corporation is to facilitate job creation and retention in the community by providing eligible businesses with suitable leased facilities at rents and under conditions that help them succeed.

WICLDC Activities July 1, 2008 – June 30, 2009

Thanks Robert Juravich

The Watertown Industrial Center LDC Board hosted a luncheon to thank Robert Juravich for his many years service on the Board of Directors and his leadership in the development of the Watertown Center for Business and Industry (WCBI). Mr. Juravich served as a WICLDC director from its beginning in 1995. Bob was presented with a WCBI hiking jacket and a certificate of appreciation. Mr. Juravich retired as Executive Director of the Development Authority of the North Country and moved to the Lake Placid area to pursue his love of hiking and the outdoors.

Watertown Center for Business and Industry (WCBI) Strategic Analysis

The Watertown Industrial Center Local Development Corporation has commissioned CITEC to complete a Strategic Analysis of the WCBI. The Analysis will be a comprehensive review of several key items pertaining to the facility's cost options, marketing, revenue analysis, identifying sources of funding, and future use of the Center. The project is being financially supported by NYSTAR, National Grid, JCIDA, Watertown Local Development Corp. and WICLDC. Completion of the Analysis is expected in the 4th quarter of 2009.

WCBI Tenants as of June 30, 2008

Building A: Brookfield Renewable Power Inc.; Con-Tech Building Systems; Doppelmayr CTEC Inc.; Junction Boyz, Inc.; Mosher Financial Group, Ltd; Northern New York Rural Health Care Alliance; OMEGA, QSE Inc.; Shred Con; Upstate Construction Services; Upstate Testing and Control; Watertown Vending; JCJDC/JCIDA, and WICLDC.

Building B: All Star Contractors; Converse Laboratories Inc.; Environmental Spill Products; Ferguson Waterworks; ServPro of Jefferson County.

Building C: Black Horse Group, LLC; Colonial Insurance; Pine Camp Contracting LLC.

Building D: Chapin Watermatics.

These companies represent 123 employees.

WCBI Tenant Appreciation Day

The fourth annual appreciation day was held September 19, 2008.

www.wcbi.net

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

Those Committed To Helping Us Succeed

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 D. 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, 2009 And 2008

	<u>2009</u>	<u>2008</u>
Assets:		
Current assets	\$ 705,027	\$ 278,991
Fixed assets - net of depreciation	1,682,198	1,765,975
Receivable - Leasehold Improvement	170,691	128,150
Notes receivable	159,308	200,487
Investments	-	500,000
Total	<u>\$ 2,717,224</u>	<u>\$ 2,873,603</u>
Liabilities and Net Assets:		
Current liabilities	\$ 7,118	\$ 22,995
Deferred Revenue - Prepaid Rents	10,170	9,110
Deferred Revenue - Leasehold Improvement	170,691	128,150
Total net assets	2,529,245	2,713,348
Total	<u>\$ 2,717,224</u>	<u>\$ 2,873,603</u>
Summary of Transactions:		
Support and Revenue:		
Rental income	\$ 442,469	\$ 448,341
Investment return	23,868	37,611
Other	438	1,916
Total	<u>\$ 466,775</u>	<u>\$ 487,868</u>
Expenses:		
Program services - Development of Industrial Center	\$ 609,850	\$ 521,235
General and administrative	41,028	47,097
Total	<u>\$ 650,878</u>	<u>\$ 568,332</u>
Change in Net Assets	\$ (184,103)	\$ (80,464)
Net Assets: Beginning of Year	<u>2,713,348</u>	<u>2,793,812</u>
Net Assets: End of Year	<u>\$ 2,529,245</u>	<u>\$ 2,713,348</u>

Thank You To The Following Government Officials For Their Continued Support In Jefferson County's 2008-09 Economic Development Efforts

Federal

Hon. Charles E. Schumer, US Senator
Hon. Kirsten E. Gillibrand, 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. Addie J. Russell, 118 Assembly 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
Robert J. Thomas, District 2
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Allen T. Drake, District 4
Gino M. Zando, District 6
Kent D. Burto, District 7
James A. Nabywaniec, District 8

Barry M. Ormsby, District 9
Michael W. Behling, District 10
Robert A. Boice, District 11
Carolyn D. Fitzpatrick, District 12
Scott A. Gray, District 13
Jennie M. Adsit, District 14
James D. St.Croix, District 15

Watertown City Council

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

Jeffery M. Smith, Council Member
Roxanne M. Burns, Council Member
Joseph M. Butler Jr., Council Member
Jason R. Burto, Council Member