

# Annual Report 2010/2011

JEFFERSON COUNTY JOB DEVELOPMENT CORPORATION  
JEFFERSON COUNTY INDUSTRIAL DEVELOPMENT AGENCY  
JEFFERSON COUNTY LOCAL DEVELOPMENT CORPORATION  
WATERTOWN INDUSTRIAL CENTER LOCAL DEVELOPMENT CORPORATION



**JcDc**

**JcPA**

**JcLDC**

**WICLDC**

800 Starbuck Ave., Suite 800 Watertown, NY 13601 / (315)782-5865 / (800)553-4111 • [www.jcjd.net](http://www.jcjd.net)

# A Message From The Chief Executive Officer

2011 was a year of many economic moods locally and nationally. There were many exciting events and activities during the year here in the County and 2011 saw a mile-stone reached by the Jefferson County Industrial Development Agency as we celebrated 40 years of service to Jefferson County.

A look-back over those forty years undeniably demonstrates the positive impact the JCIDA and its sister agencies have had on our community...stimulating hundreds of millions of dollars in investment, assisting in the creation of hundreds of jobs and the retention of many more. Our agencies have helped drive a major expansion of our tax base and provided a host of other economic development services to our employers.

It is incontrovertible that Fort Drum remains the most important and, by far, largest economic driver in the region. The Jefferson County Job Development Corporation continues to use its marketing tools to assist in that growth.

It should be noted that while Fort Drum is the cornerstone of our economy, our agencies have assisted many other companies with their financial and developmental needs in order to help broaden the economic base of the community and create jobs in many other important sectors as well.

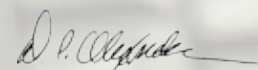
The many economic moods seen last year are expected to continue in the year ahead. These changing moods were the result of the general malaise found in the national economy. Our region fortunately continued modest growth in many important sectors; but that growth was slowed by the uncertainty of, among other things, the direction of the Federal government. Washington's recurring inability to chart a course of action for the nation left many corporate investors on the side-lines. That starved the financial fuel from our economic engine. Unfortunately that uncertainty lingers.

Fort Drum also faces challenges in the foreseeable future while the community struggles to build adequate housing for soldiers and their families. Shrinking Department of Defense budgets will undoubtedly affect the Post. Staffs of our development agencies have joined with other local public agencies in an attempt to address our housing short-fall and lessen the threats of those potential cut-backs.

It should also be noted that as we resolve the housing crisis, there remains the possibility that Fort Drum may actually benefit from Department of Army cutbacks because of its unique position in the Department of Defense strategy. It is a challenge we simply must meet or face additional uncertainty.

As we look to the New Year, Jefferson County remains uniquely positioned for development in this region of the State. That said, we cannot afford to rest in our efforts to broaden the economic impacts. It will take a very concerted effort, from both the public and private side of our community and led by the Jefferson County economic development agencies to insure we remain on track. Partnership, collaborations and cooperation must remain battle-cries for development.

The year ahead will be what we make of it. We can choose to build on the recent accomplishments or we can allow the future to vacillate without our input. I am betting we are in for a better year ahead.



Don Alexander  
CEO

# Jefferson County Job Development Corporation



# 2010/2011 Member Roster

- 7 News & Fox 28
- Advanced Blasting Technologies, Inc.
- Advanced Business Systems Inc.
- Aubertine & Currier Architects, Engineers & Land Surveyors, PLLC
- Battlefield Commons
- B.E.L. Associates, Ltd.
- Bernier, Carr & Associates, P.C.
- Black River Valley Club
- Blackstone Electric Inc.
- Brookfield Renewable Power Inc.
- Calarco D.L. Funeral Home, Inc.
- Car-Freshner Corporation
- Carthage Area Chamber of Commerce
- Carthage Area Hospital
- Carthage Family Chiropractic Care
- Carthage Federal Savings & Loan Association
- Carthage Fibre Drum Inc.
- CITEC- Manufacturing & Technology Solutions
- Clayton Local Development Corporation
- Clayton, Town of
- CNY Media Group, LLC
- Coldwell Banker Rimada Realty
- Community Bank, NA
- Conley Rental Management
- Converse Laboratories Inc.
- Cortel Improvement Systems
- Coughlin Printing Group
- Coyote Moon Vineyards
- CREG Systems Corp.
- Cross Island Farms
- Crowley Foods, Inc.
- Current Applications
- DOCO Quick Print, Inc.
- Doldo Real Estate
- Dragon Benware Crowley & Co., PC
- Entitle Agency, Inc.
- Excellus Health Plan, Inc.
- Ft. Drum Mountain Community Homes LLC
- Fort Pearl
- Frontier Housing Corporation
- H.D. Goodale Co.
- Gray's Flower Shop, Inc.
- GWNC Chamber of Commerce
- Hampton Inn Watertown
- Haylor, Freyer & Coon, North. Div.
- Hi-Lite Markings, Inc.

- Hrabchak, Gebo & Langone, PC
- HSBC Bank USA, NA
- IBEW Local 910
- Imprints of NNY Inc.
- Interstate Leasing Co.
- Jain Irrigation Inc.
- 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.
- Jreck Subs (Franchisee)
- KeyBank NA
- LaClair Family Dental
- LaFave, White & McGivern LS PC
- LUNCO Corporation
- Meade Optical
- Menter, Rudin & Trivelpiece, PC
- Metal Man Services
- Mosher Business Advisors Corp.
- National Grid
- New Century Electric, Inc.
- New York Air Brake Corporation
- New York State Small Business Development Center
- North Country Farms, LLC
- North Country Insurance Company
- North Croghan Outpost
- Northern Regional Center for Independent Living, Inc. (NRCIL)
- P.S.G. Plumbing, Heating & Air-Conditioning Inc.
- Philadelphia, Village of
- Poulsen & Podvin, PC
- Purcell Construction Corp.
- Quality Production, Inc.
- Riverside Media Group, Inc.
- Roth Industries Inc.
- 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
- 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
- Transitional Living Services of NNY
- United Way of Northern New York, Inc.
- Walker Associates
- Watertown Comfort Inn and Suites
- Watertown Holiday Inn Express
- Watertown Local Development Corporation
- Watertown Savings Bank
- Watertown Vending Inc.
- Westelcom
- WWTI-ABC50 & The North Country's CW

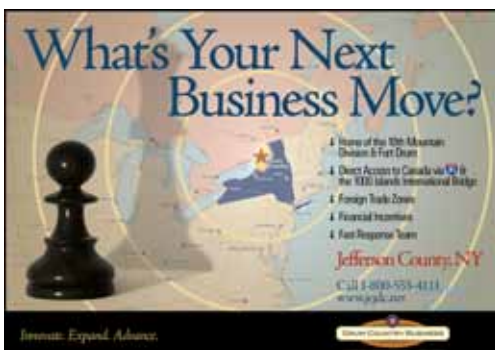
## New Members:

- Carthage Family Chiropractic Care
- CNY Media Group, LLC
- Conley Rental Management
- Coyote Moon Vineyards
- Imprints of NNY Inc. dba Instant Imprints of Carthage
- LaClair Family Dental
- North Country Farms, LLC
- North Croghan Outpost
- Transitional Living Services of NNY
- P.S.G. Plumbing, Heating & Air-Conditioning Inc.
- Jreck Subs (Franchisee)
- Jain Irrigation



The mission of the Jefferson County Job Development Corporation is to advance the job opportunities, health, general prosperity and economic welfare of the people of Jefferson County. The activities through which the JCJDC carries out its mission include business retention and development; workforce development; marketing and promotion; and education.

The following highlight a number of these activities for Fiscal Year 2010-11.



## Business Awards

At the Annual Membership Meeting, held on Friday, January 28, 2011 the JCJDC presented New Business Venture and Business of Excellence Awards.

The New Business Venture Award was presented to Coyote Moon Vineyards of Clayton. Proprietors Phil and Mary Randazzo were presented a \$1000 check from JCJDC President Michelle D. Pfaff and CEO Donald C. Alexander. Other nominees for the award included: Carthage Family Chiropractic Care; Imprints of NNY Inc., Carthage; North Country Farms, LLC, Watertown, and; North Croghan Outpost, located in Natural Bridge.

The New Business Venture Award recognizes a company established and located in Jefferson County that has been operating for at least two years, but not more than four years, and that has shown by specific examples that their business plan is being implemented effectively in the growth of the business.

Conley Rental Management, Watertown and LaClair Family Dental, located in Carthage were each presented the JCJDC Business of Excellence Award. The award recognizes Jefferson County companies whose corporate actions have proven a commitment to Jefferson County and its economic health.

## Canadian Marketing Initiative Highlights

In May 2011, JCJDC was invited to join the Interactive Manufacturing Innovation Network (iMiN), a website that was developed in Canada for manufacturers. The purpose of the site is to grow business by facilitating business-to-business networking. As a result of JCJDC's membership, Jefferson County manufacturers can also participate in the forums and networking opportunities at no cost to them. David Zembiec, Deputy Director also sits on the iMiN steering council for the Eastern Ontario Region.

On June 6 & 7 at the Edgewood in Alexandria Bay, the JCJDC was a major sponsor of the Thousand Islands Bridge Authority and Capital Corridor's Focus 2011: Business at the Border.

On September 15 at the TI Bridge Authority Rift Camp, a networking opportunity for Canadian and Jefferson County manufacturers was held. Sponsors of the event were JCJDC, the Capital Corridor, iMiN and the City of Brockville. Short presentations were made on current efforts to promote networking and cross-border trade.

Staff is also working with a National Grid consultant to develop a web page that will be marketed to Canadians interested in doing business in the US.

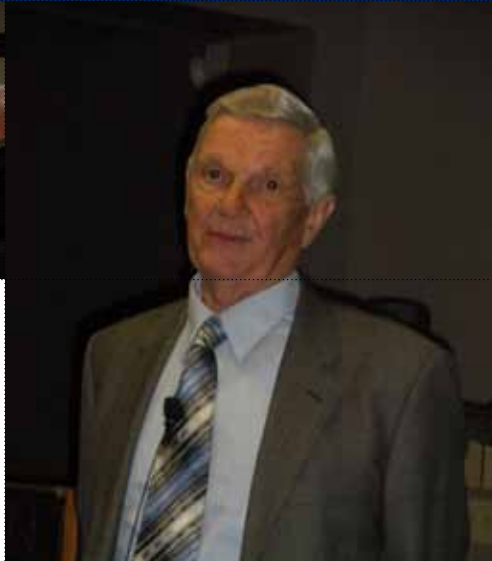


## Directors Elected

The following JCJDC Board of Directors were elected at the January 28th Annual Membership Meeting to serve a three year term: Stephen J. Duflou, Treasurer & CFO, North Country Insurance Company; Christina Schneider, CFO, Purcell Construction Corporation, and; Steven M. Pierce, Vice President, Key Bank NA.

## DrumCountryBusiness.com

On March 4, 2011 the web site [www.DrumCountryBusiness.com](http://www.DrumCountryBusiness.com) was launched at Jefferson Community College. The guest speaker was Robert M. Ady, President of Ady International and an internationally recognized site selection consultant. Mr. Ady's presentation was on the importance of regional alliances in today's competitive environment. Drum Country Business, a regional business attraction program, is a partnership of: Fort Drum Regional Liaison Organization, Development Authority of the North Country, Jefferson County Job Development Corporation, Lewis County Office of Economic Development and Planning, St. Lawrence County Industrial Development Agency and National Grid. A regional marketing plan was also developed and is being implemented.



## Employers' Survey

The JCJDC and Lewis County Economic Development and Planning conducted an Employers' Survey. The survey asked employers about benefits, employee attributes, and work skills sought during the hiring process. A key element of this year's Employers' Survey was designed to identify specific work skills sought by the local employers. The results are being compared to the workforce telephone surveys conducted by the Jefferson Community College Center for Community Studies which identified the skills and experience currently possessed by the local workforce. The existence of any gaps will guide the Jefferson-Lewis WIB and the Jefferson County CEDS Committee in identifying workforce development strategies.



## JCJDC Sponsored Events

Through criteria set down by the JCJDC Board of Directors, sponsorships are focused on key initiatives that promote the Jefferson County business community, encourage entrepreneurial activities in Jefferson County, and/or encourage, inform and/or educate the present and the future Jefferson County workforce. In 2010-11 the JCJDC sponsored the following: the GWNC Chamber of Commerce's Business Fair 2010 (October 2010) and Workforce 2020 (January 2011); E-Day, a Jefferson Community College business plan competition for college and area high school students (March 2011); and with the Greater Watertown Jaycees, the Young Professionals Award Luncheon (October 2010) and Emerge-NNY Summit (June 2011).

## Manufacturing Committee

Following up on a Manufacturers' Survey and Roundtable conducted in the previous fiscal year, the Manufacturers' Committee sponsored workshops/seminars in the following areas: Best Practices for Successful Exporting, Health Care Cost Reduction Strategies, and OSHA Regulations Update.



## Member Breakfasts

The JCJDC Member Breakfasts are designed to educate the membership, elected officials and area leaders on topics that are pertinent to the economic development activities in Jefferson County, to help them gain first-hand knowledge so that they can then become ambassadors for the area. The following presentations were made:

In March, Tracy Gyoerkoe and Tina Frederick of Jeff-Lewis BOCES and Andrea Pedrick of Jefferson Community College described training programs and evaluation tools that are available to both employers and their employees.

The June Breakfast was held in the newly renovated Franklin Building in Downtown Watertown. Donald Rutherford of Watertown Local Development Corporation, Gary Beasley, of Neighbors of Watertown, and Michael Miller, Northern New York Arts Council talked about the renovation project and the renaissance that is underway in Downtown Watertown.

In September, The State of the Workforce Report was given by Raymond Petersen and Joel LaLone, Jefferson Community College Center for Community Studies. The report, which helps identify the skills and experience of the current workforce in Jefferson and Lewis Counties, is the result of a telephone survey conducted by the Center and contracted by the Jefferson-Lewis Workforce Investment Board (WIB).



## Promotion Activities

JCJDC ran TV ad, web, and print campaigns locally, regionally and nationally promoting the area's economic development programs that are beneficial to business. A new ad highlighting Jefferson County in the Drum Country Region was used in the national publication Site Selection Magazine, which highlighted military communities.

Several banners have been created to bring to business and trade shows that staff will be attending. These highlight the County's attributes and business programs.

## Salmon Run Mall Display Project

In November 2010, thanks to Salmon Run Mall, a Jefferson County display was unveiled using light boxes located at a major entrance to the facility. The displays feature the County's Business and Industry, Agriculture, Military, Health Care, Education and Tourism industries. Agencies participating with JCJDC included the Jefferson County Agricultural Development Corporation, Fort Drum Regional Liaison Organization and Drum Country Business, Fort Drum Regional Health Planning Organization, Jefferson Community College Higher Education Center and BOCES, and the Thousand Islands International Tourism Council.

## Visitation & Outreach

Visitation and outreach calls were made to over 40 businesses this year by staff. Staff was also working with 18 firms that were seeking information about and/or had specific projects that would benefit from economic development business programs.

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

Ady-Voltedge, designers of the www.drumcountrybusiness.com has been hired to improve the web site to more effectively promote Jefferson County to site selectors. A matching grant from National Grid will assist in paying for the project.

# JCJDC Financial Summary

## Fiscal Year Ended September 30, 2011 and 2010

	2011	2010
<b>Assets:</b>		
Current assets	\$ 349,846	\$ 381,069
Fixed assets - net of depreciation	8,017	10,790
Total	<u>\$ 357,863</u>	<u>\$ 391,859</u>
<b>Liabilities and Net Assets:</b>		
Current liabilities	\$ 20,500	\$ 54,965
Total net assets	<u>337,363</u>	<u>336,894</u>
Total	<u>\$ 357,863</u>	<u>\$ 391,859</u>
<b>Summary of Transactions:</b>		
Support and Revenue:		
Grants	\$ 279,125	\$ 270,000
Administrative agreements	-	418,000
Memberships	14,900	16,200
Interest	846	251
Internet line access fees	840	840
Other revenue	35,523	-
Total	<u>\$ 331,234</u>	<u>\$ 705,291</u>
Expenses:		
Program services - Economic Development	\$ 157,716	\$ 606,166
General and administrative	168,935	28,297
Member service	4,114	1,953
Total	<u>\$ 330,765</u>	<u>\$ 636,416</u>
Change in Net Assets	\$ 469	\$ 68,875
<b>Net Assets:</b>		
Beginning of Year	<u>336,894</u>	<u>268,019</u>
End of Year	<u><u>\$ 337,363</u></u>	<u><u>\$ 336,894</u></u>



# Those Committed To Helping Us Succeed

## Board of Directors

### Officers

#### PRESIDENT

Michelle D. Pfaff  
*Jefferson County Industrial Development Agency*

#### VICE-PRESIDENT

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

#### TREASURER

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

#### SECRETARY

Stephen J. Duflo  
*President & CEO, North Country Insurance Company*

### Elected Directors

Thomas H. Carman  
*CEO, Samaritan Medical Center*

Mary Dudo  
*General Manager, Pyramid Company of Watertown*

Stephen J. Duflo  
*Treasurer & CFO, North Country Insurance Company*

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

Robert G. Horr  
*Executive Director,  
Thousand Islands Bridge Authority*

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

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

Julie M. Pecori  
*President, Advanced Blasting Technologies, Inc.*

Steven M. Pierce  
*Senior Vice President, KeyBank NA*

Christina Schneider  
*CFO, Purcell Construction Corporation*

### Ex-Officio Directors

Mary M. Corriveau  
*City Manager, City of Watertown*

Robert F. Hagemann, III  
*County Administrator, County of Jefferson*

James W. Wright  
*Executive Director,  
Development Authority of the North Country*

Jay M. Matteson  
*Agricultural Coordinator, Jefferson County  
Agricultural Development Corporation*

Kent D. Burto  
*Jefferson County Industrial Development Agency*

Michelle D. Pfaff  
*Jefferson County Industrial Development Agency*

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

Jefferson County  
Industrial Development  
Agency

Jefferson County  
Local Development  
Corporation

**JCPA**

**JCLDC**



## Jefferson County Industrial Development Agency (JCIDA)

The JCIDA is a public benefit corporation, governed by Article 18-A of the New York General Municipal Law, created to actively promote, attract, encourage, develop and maintain economically sound commerce.

Its mission is to advance the job opportunities, health, general prosperity, and economic welfare of the people of the County and to improve their recreation opportunities, prosperity and standard of living.

The Agency is a leader in syndicated lending designed to assist the establishment of new businesses and the expansion of existing business in the community. The Agency plays an integral role in shaping strategic plans for the economic future of Jefferson County as well as Northern New York.

The following highlight a number of activities for Fiscal Year 2010-11.

## 40th Anniversary

On September 20, 2011, JCIDA celebrated its 40th anniversary at the Hilton Garden Inn, Watertown, one of the Agency's most recent projects.

Over 130 people representing business, government, current and former clients, as well as past and present JCIDA directors and staff attended the event.

Brian McMahon, Executive Director of the New York State Economic Development Council was the keynote speaker.

## EB- 5 Program

A new source of capital, in the form of EB-5 loans and investment, was approved by the United States Citizenship and Immigration Department for Jefferson County. The EB-5 Immigrant Investor Program will be administered through a partnership between the Jefferson County Industrial Development Agency (JCIDA) and the Upstate New York Regional Center in Buffalo. The EB-5 program is specifically for job creation and economic development purposes and is utilized by business or municipal enterprises that are engaged in projects of several million dollars in scope. The objective is to utilize investment dollars raised abroad to create jobs in the United States for U.S. workers.

## Foreign Trade Zone 109 Expansion

This year the JCIDA submitted an application to expand Jefferson County's Foreign Trade Zone. The application is requesting that the boundary lines be extended to include all of the Jefferson County Corporate Park, City Center Industrial Park and the future corporate park being planned at the Watertown International Airport. This inclusion would allow companies located in these Parks to defer or eliminate duty payments on foreign goods used to make their products.

# JCIDA



## JCIDA Microenterprise (Micro) Loans

The JCIDA Board approved the following:

In October 2010, a \$27,500 Micro loan to Ryan Chaif and Cheryl Cring Chaif d/b/a The Hops Spot, to reopen a closed restaurant in Sackets Harbor.

In November 2011, a \$36,000 Micro loan to Triple B & A, LLC (Bertrand's Motel), Clayton to build a laundry facility for linen cleaning.

In May 2011, a \$9,500 Micro loan to Lyric Enterprises Inc., to grow its business by adding a full service bar at the coffee house located in Clayton.

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

In October 2010 and September 2011, a total of \$350,000 of RLF loans to Florelle Tissue Corp. USA, to establish a paper making and converting factory in Brownville.

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

The following transactions were approved by the JCIDA Board of Directors:

In July 2011, approved a tax abatement for the acquisition, construction and equipping of a 57 room Days Inn, being built by Dinesh Patel in Evans Mills.

## Uniform Tax Exemption Policy (UTEP) and Renewable Energy Facilities

In December 2010, after undergoing an extensive review of JCIDA's Uniform Tax Exemption Policy, the Board decided to keep the UTEP of 2004 as written, except for Renewable Energy Facilities. It was resolved by the JCIDA Board that these facilities are of such a scope as to have large potential impacts upon affected communities and the local economy, therefore defying uniformity. Such projects will continue to be treated as deviations from the UTEP and considered on a project-by-project basis.

# JCIDA Financial Summary

## Fiscal Year Ended September 30, 2011 and 2010

	2011	2010
<b>Assets:</b>		
Cash and cash equivalents	\$ 3,321,323	\$ 3,044,349
Loans receivable - net of allowance	3,231,614	4,368,718
Capital lease receivable	1,938,678	2,826,762
Due from JCLDC	3,140,989	2,415,073
Other receivable	158,080	165,574
Fixed assets - net of depreciation	939,184	918,797
Total	<u>\$ 12,729,868</u>	<u>\$ 13,739,273</u>
<b>Liabilities and Net Assets:</b>		
Current liabilities	\$ 89,548	\$ 398,720
Long-term liabilities	31,057	31,895
Notes payable - current portion	915,437	915,617
Notes payable - long-term portion	1,203,401	2,119,081
Total net assets	10,490,425	10,273,960
Total	<u>\$ 12,729,868</u>	<u>\$ 13,739,273</u>
<b>Summary of Transactions:</b>		
Support and Revenue:		
Fees	\$ 389,581	\$ 617,247
Grants	286,553	342,128
Stream PILOT	200,000	200,000
Community Development Agreement	725,915	725,916
Interest	167,055	189,577
Capital lease interest	73,345	100,692
Gain (loss) on sale of capital assets	(20,887)	72,600
Management fee income	518,179	914,950
Other revenue	38,808	34,714
Total	<u>\$ 2,378,549</u>	<u>\$ 3,197,824</u>
Expenses:		
Program expenses	\$ 259,295	109,869
General and administrative	137,821	64,039
JCJDC contribution	37,080	350,000
Bad debt expense / allowance adjustment	332,111	12,479
Depreciation	100,346	84,455
Salary Expense	1,015,775	914,950
NYS Section 2975-A assessment fee	(74,639)	74,639
Grants expended	279,932	560,070
Interest expense	74,363	105,967
Total	<u>\$ 2,162,084</u>	<u>\$ 2,276,468</u>
Change in Net Assets	\$ 216,465	\$ 921,356
Net Assets:		
Beginning of Year	<u>10,273,960</u>	<u>9,352,604</u>
End of Year	<u>\$ 10,490,425</u>	<u>\$ 10,273,960</u>

## Jefferson County Local Development Corporation (JCLDC)

As with the other Jefferson County economic development agencies, JCLDC's mission is to advance the job opportunities, health, general prosperity and economic welfare of the people of the County.

Jefferson County is one of the fastest growing areas in New York State. It is a dynamic place to live and work and leads the way in the pursuit of many new and exciting areas of economic activity. The Jefferson County Local Development Corporation is a driving force in the County's efforts to develop an innovative and sustainable economy. It effectively utilizes incentive programs of loans and grants to create and retain jobs, develops the entrepreneurial spirit by encouraging start-up businesses, and collaborates with other development agencies to better serve the people of our County.

## About the JCLDC

In 2009, 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 administers revolving loan programs, real estate development activities and other programming assigned by the JCIDA.

JCIDA Board members serve as ex officio directors of the JCLDC, and officers are the same for both agencies. As with the JCIDA, the 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 and the Public Authority Reform Act of 2009.

A number of requests for Revolving Loan Funds (RLF) and grants from the Community Development Fund were authorized by the JCLDC Board in FY 2010-11.

In October 2010, approved a \$100,000 grant to Florelle Tissue Corp. and approved entering into a sub-recipient agreement with Jefferson County to administer a CDBG Loan in the amount of \$250,000 to the company. The Company is expected to create 50 jobs in the first year of operation.

In November 2010, approved a \$200,000 grant to Great Lakes Cheese, which is the remainder of \$550,000 grant approved by the JCIDA in 2007. The remaining amount was to be distributed at the completion of Phase II of the Great Lakes expansion project. The project was completed and in July 2010, the Company reported 110 jobs.

In December 2010, approved up to a \$500,000 RLF to Creek Wood LLC, for a 96 unit apartment project which will include both subsidized and market rate housing. JCLDC has joined the Development Authority of the North Country and the Watertown Local Development Corporation in a participation agreement to support this project, which is vital to Fort Drum's housing needs.

In December 2010, approved a \$75,000 loan to Current Applications, Inc. for working capital.

In May 2011, approved a \$166,666 RLF to The Lodge at Ives Hill, Inc. to be used for financing a 13,913 square foot senior citizen assisted living facility at 1200 Jewell Drive, Watertown.

In July 2011, approved a \$187,500 RLF to Current Applications, Inc. to be used to purchase real estate in the City Center Park, 275 Bellew Ave. South from the Watertown Local Development Corporation.

In July 2011, approved a \$275,000 RLF to AYDM Associates, LLC to be used to construct a 19 single family town house complex in the Town of Pamela.

## The Jefferson County Civic Facility Development Corporation (JCCFDC)

On April 5, 2011 the Jefferson County Board of Legislators adopted a resolution to establish the Jefferson County Civic Facility Development Corporation (JCCFDC) as a local development corporation pursuant to section 1411 of the Not-for-Profit Corporation law. The JCCFDC is authorized to perform essential governmental functions including activities associated with job creation, and promotion of community and economic activities within and around the County, and issue certain bonds on behalf of the County.

The initial meeting of the Member of the JCCFDC was convened on June 2, 2011. The JCIDA Directors were appointed by the County Legislature to serve on the JCCFDC Board. The following is the organizational structure of the organization:

### SOLE MEMBER County of Jefferson Board of Legislators

#### OFFICERS

David J. Converse, *Chairman*  
Kent D. Burto, *Vice Chairman*  
Michelle D. Pfaff, *Treasurer*  
W. Edward Walldroff, *Secretary*

#### JCIDA DIRECTORS

Kent D. Burto  
David J. Converse  
John Doldo Jr.  
William H. Fulkerson  
Urban C. Hirschey  
Michelle D. Pfaff  
W. Edward Walldroff

#### CHIEF EXECUTIVE OFFICER

Donald C. Alexander

#### CHIEF FINANCIAL OFFICER

Lyle V. Eaton

#### ACTING SECRETARY

Peggy S. Sampson

# JCLDC Financial Summary

## Fiscal Year Ended September 30, 2011 and 2010

	2011	2010
<b>Assets:</b>		
Cash and cash equivalents	\$ 2,162,188	\$ 2,147,878
Loans receivable - net of allowance	270,084	-
Total	<u>\$ 2,432,272</u>	<u>\$ 2,147,878</u>
<b>Liabilities and Net Assets:</b>		
Current liabilities	\$ -	\$ 250,124
Due to JCIDA	3,140,989	2,415,073
Total net assets	<u>(708,717)</u>	<u>(517,319)</u>
Total	<u>\$ 2,432,272</u>	<u>\$ 2,147,878</u>
<b>Summary of Transactions:</b>		
Support and Revenue:		
Fees	\$ 250	-
Interest	13,353	4,976
Total	<u>\$ 13,603</u>	<u>\$ 4,976</u>
Expenses:		
Program expenses	\$ 1,155	\$ 25,124
General and administrative	3,846	6,056
Grants expended	200,000	491,115
Total	<u>\$ 205,001</u>	<u>\$ 522,295</u>
Change in Net Assets	\$ (191,398)	\$ (517,319)
Net Assets:		
Beginning of Year	<u>(517,319)</u>	<u>-</u>
End of Year	<u>\$ (708,717)</u>	<u>\$ (517,319)</u>

# Those Committed To Helping Us Succeed

## Board Of Directors

### Officers

David J. Converse,  
*Chairman*

Kent D. Burto,  
*Vice Chairman*

Michelle D. Pfaff,  
*Treasurer*

W. Edward Walldroff,  
*Secretary*

### Directors

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

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

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

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

Urban C. Hirschey,  
*Supervisor, Town of Cape Vincent*

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

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

### Staff

Donald C. Alexander,  
*CEO*

David J. Zembiec,  
*Deputy Director*

Lyle V. Eaton,  
*CFO*

Mary Anne Hanley,  
*Director of Marketing*

Peggy S. Sampson,  
*Executive Assistant*

Joy E. Nuffer,  
*Office Assistant*



Watertown  
Industrial Center  
Local Development  
Corporation



# WICLDC



## 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. The following highlight activities for Fiscal Year 2010-11.

## Watertown Center for Business and Industry (WCBI) Capital Projects.

Phase I of the Roof Replacement Project, which replaced Building A's roof was completed. Phase II began and is expected to be completed in the first quarter of 2012. Phase II replaces the roofs on Building B, as well as adjoining link-ways and offices. Building A received a HVAC upgrade. The facility received a lighting audit and the WICLDC Board approved the recommended improvements, of which National Grid subsidized 70% of the \$89,000 project.

## WCBI Tenant Appreciation Day

The fifth annual appreciation day was held September 17, 2010.

## WCBI Tenants as of June 30, 2011

All Star Contractors; Black Horse Group, LLC; Brookfield Renewable Power Inc.; Colonial Insurance; Converse Laboratories Inc.; Larry Wollum (CTEC); Environmental Spill Products; Ferguson Waterworks; JCIDA; Jain Irrigation Inc.; Junction Boyz; Mosher Financial; Northern New York Rural Health Care Alliance; Pine Camp Contracting; ServPro of Jefferson County; Upstate Construction; Upstate Testing and Control; Watertown Vending; WICLDC; Mike Lynch; Hawkeye Decoys, Inc. These companies represent 169 employees.

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

## Board of Directors

### Officers

#### PRESIDENT

Donald W. Rutherford, *Watertown Local Development Corporation*

#### VICE PRESIDENT

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

#### TREASURER

Nickolas W. Darling, *City of Watertown*

#### SECRETARY

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

## Board Of Directors

Carolyn D. Fitzpatrick

*County of Jefferson, Board of Legislators*

J. Paul Morgan

*New York Air Brake*

Kevin Jordan

*Development Authority of the North Country*

## Management Team

Billy J. Soluri, *Site Manager*

Rick Lampman, *Head Maintenance*

Bobby Daymont, *Maintenance*

# WICLDC Financial Summary

## Fiscal Year Ended September 30, 2011 and 2010

	2011	2010
<b>Assets:</b>		
Current assets	\$ 831,650	\$ 967,985
Fixed assets - net of depreciation	2,234,950	1,546,274
Receivable - Leasehold Improvement	81,776	120,998
Total	<u>\$ 3,148,376</u>	<u>\$ 2,635,257</u>
<b>Liabilities and Net Assets:</b>		
Current liabilities	\$ 90,447	\$ 31,206
Deferred Revenue - Prepaid Rents	6,775	13,880
Deferred Revenue - Other	5,462	
Deferred Revenue - Leasehold Improvement	81,776	120,998
Long Term Debt	393,878	-
Total net assets	<u>2,570,038</u>	<u>2,469,173</u>
Total	<u>\$ 3,148,376</u>	<u>\$ 2,635,257</u>
<b>Summary of Transactions:</b>		
Support and Revenue:		
Rental income	\$ 506,338	\$ 506,068
Grant Income	200,000	-
Investment return	1,148	5,368
Other	9,633	19,296
Total	<u>\$ 717,119</u>	<u>\$ 530,732</u>
Expenses:		
Program services - Development of Industrial Center	\$ 568,526	\$ 545,728
General and administrative	47,728	45,076
Total	<u>\$ 616,254</u>	<u>\$ 590,804</u>
Change in Net Assets	\$ 100,865	(60,072)
Net Assets: Beginning of Year	<u>2,469,173</u>	<u>2,529,245</u>
Net Assets: End of Year	<u>\$ 2,570,038</u>	<u>\$ 2,469,173</u>

# Thank You To The Following Government Officials For Their Continued Support In Jefferson County's 2010-11 Economic Development Efforts

## Federal

Senator Charles E. Schumer  
Senator Kirsten E. Gillibrand  
Congressman William L. Owens, 23rd District NY

## New York State

Governor Andrew M. Cuomo  
Senator Patricia A. Ritchie, 48th District  
Assemblywoman Addie J. Russell, 118th Assembly District  
Assemblyman Kenneth D. Blankenbush, 122nd Assembly District

## Jefferson County Board of Legislators

Carolyn D. Fitzpatrick, Chairman  
Robert F. Hagemann III, County Administrator

Michael J. Docteur, District 1  
Robert J. Thomas, District 2  
Philip N. Reed, Sr., District 3  
Allen T. Drake, District 4  
Steven T. Harter, District 5  
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 D. Ferris, District 11  
Scott A. Gray, District 13  
Jennie M. Adsit, District 14  
James D. St.Croix, District 15

## Watertown City Council

Jeffery E. Graham, Mayor  
Mary M. Corriveau, City Manager

Jeffery M. Smith, Council Member  
Roxanne M. Burns, Council Member  
Joseph M. Butler Jr., Council Member  
Teresa R. Macaluso, Council Member