

# ANNUAL REPORT 2014-2015



Jefferson County Economic Development

Jefferson County Industrial Development Agency  
Jefferson County Local Development Corporation  
Jefferson County Civic Facility Development Corporation

800 STARBUCK AVE., SUITE 800, WATERTOWN, NEW YORK 13601 / WWW.JCIDA.COM / TELEPHONE: (315)782-5865

# :: A Message From The Chief Executive Officer

Two events triggered significant worry in our local economy this year--the uncertain future of the 10th Mountain Division and Fort Drum and the declining value of the Canadian dollar. Both events have had a significant influence on the level of growth we have experienced over the last 12 months.

When the Army announced cut-backs that could have seen a reduction of up to sixteen thousand troops from the 10th Mountain Division, every person in the County and throughout the region shivered at the thoughts of the potential impact. Fortunately for us, clearer heads in Washington and a community rally show-of-support impacted the decision and the ultimate reduction was far less than might have been possible.

Although cut-backs at the Army are, at least for now, known, the issue of sequestration continues to hang over the military in general and our beloved Post more specifically. As Congress and the President continue to struggle to achieve a consensus on such grave matters as the strength of our national defense, uncertainty continues to rear its ugly head.

While unresolved issues on the national level meaningfully contribute to the slowing of our local economy, we are also faced with a more unique local issue- the impacts of the decline in Canadian shoppers impacting retail activity and sales tax generation. With the Canadians seeing an erosion of their buying power in Jefferson County, the numbers of our neighbors showing up in our stores continues to abate.

The news during the last year was certainly not all bad...in fact significant strides have been made in addressing our unemployment levels---in spite of significant declines in governmental employment, private sector employment rose, fueling a better looking unemployment number.

By sector, manufacturing has shown improvement, tourism has remained strong, and agriculture continues to diversify in the County. Education and Health Care are very strong and alternative energies have begun to provide very positive influences on our economy.

Although there is continued pressure on the manufacturing sector to maintain costs and compete globally, the year ahead seems bright. We can, however, anticipate some adjustments in employment levels as the second largest export market in the world---China---sees their economic activity levels slow significantly.

We expect tourism to remain strong in the year ahead with some declines in the Ag sector given the softening of the price of milk.

Until the Washington leadership settles on a method to effectively manage our Country, uncertainty will remain a significant influence throughout the nation, including here in Jefferson County.

The larger issue remains the need for us to diversify our local economy. Our traditional sectors will, no doubt, remain economic staples; but if we are to minimize the economic impacts that are largely beyond our control we must develop a meaningful strategy that has wide-spread community and political support.

There is no shortage of good ideas on how this might be done but in order for this approach to be successful, we must play to the strengths of our region and find ways to enhance net revenues returning to the community. That can only be effectively implemented if all community stakeholders support a development plan that provides a realistic and well thought-out blueprint for success.

Sectors with a reasonable chance of success include the enhanced processing of agricultural products, increase energy generation from renewable sources and broadening the 'shoulders' of our tourism industry.

In addition, we need to embrace start-up businesses and enhance opportunities for new ideas. We need to provide better economic opportunities for our younger generation and encourage the development of a workforce more suited and more targeted to the economic sectors that we believe will have the best chance of success.

The years ahead ---like most years in our history---will be influenced by global events, political changes and new opportunities. One thing that will not change is the need for each of us to participate in strengthening our county by becoming deeply involved in the political process. If, as a society, we fail to remain engaged, the future could grow progressively dim.

Jefferson County is a wonderful place to grow your family and grow economic opportunities; but if we anticipate improvement, it will take a personal involvement, and I would encourage each of you to take steps today to become involved at whatever level you feel comfortable....our community's destiny remains in your hands.



Donald C. Alexander, Chief Executive Officer

## Those Committed To Helping Us Succeed

### Board of Directors

The JCIDA's board of directors is made up of dedicated and experienced individuals who strive to improve the County. They are appointed by the Jefferson County Board of Legislators (JCBOL).

### Officers

#### President

David Converse

*President, Converse Laboratories Inc.*

4/2/1996 (Serves at the pleasure of JCBOL)

#### Vice-Chairman

Kent D. Burto

*Real Estate Associate Broker, Hunt Real Estate*

2/7/2012 – 12/31/2015

#### Treasurer

Michelle D. Pfaff

*VP Community Bank NA, Retired*

8/7/2001 (Serves at the pleasure of JCBOL)

#### Secretary

W. Edward Walldroff

*Owner, Homestead Fields Organic Farms*

3/3/2009 (Serves at the pleasure of JCBOL)



### Directors

Scott Gray

*Jefferson County Board of Legislators, 1/1/2014*

Donald DiMonda

*Retired, 12/11/2012 – 12/31/2016*

Richard Duvall

*CEO Carthage Area Hospital*

Dan Estal

*Car-Freshner Corporation*

John Jennings

*Great Lakes Cheese*

### Staff

Donald C. Alexander, Chief Executive Officer

David J. Zembiec, Deputy Chief Executive Officer

Lyle V. Eaton, Chief Financial Officer

Jay M. Matteson, Agricultural Coordinator

F. Marshall Weir, Director of Marketing

Peggy S. Sampson, Executive Assistant

Joy E. Nuffer, Office Assistant



# :: JCIDA 2014-2015 Highlights

## :: Mission Statement:

The Jefferson County Industrial Development Agency's (JCIDA) 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.

As a result of its varied economic development tools, the JCIDA is a lead economic development entity in Jefferson County, and as such, consistently makes substantial contributions to increasing employment opportunities, preserving existing levels of employment and enhancing the quality of life for residents of Jefferson County.

The JCIDA is a corporate governmental agency, constituting a public benefit corporation, created to actively promote, attract, encourage, develop and maintain economically sound commerce and industry for the purpose of expanding employment opportunities, preventing economic deterioration and increasing the general prosperity of Jefferson County.

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

## :: Values:

**Integrity** – JCIDA deals openly, honestly and in good faith, both internally and externally. The JCIDA deploys its resources in a manner that is transparent to the public and for the good of the community.

**Economic Development** – JCIDA consistently seeks to expand the economy of Jefferson County by way of increasing the opportunity for quality employment within the community and preventing economic deterioration.

**Community** – JCIDA seeks to accomplish its goals in a manner that contributes to improving the quality of life for the residents of our community.

## :: JCIDA Programs:

The JCIDA administers programs that help local businesses, and businesses from outside the area that are looking to locate here with start-up, expansion and retention projects. These programs include: the Revolving Loan Fund, the Microenterprise Loan Fund, taxable and tax exempt Industrial Development Revenue Bonds, Sale leaseback Transactions, and Payment In Lieu of Taxes agreements (P.I.L.O.T.). From time to time, the JCIDA has also acted as a "pass through" for companies who have received grants from such entities as the USDA, and Empire State Development.

For more information regarding these programs, please contact Don Alexander or David Zembiec at the JCIDA office 315-782-5865.

# :: JCIDA 2014-2015 Highlights

## Approved Microenterprise Loans

### Mr. Ricks Bakery

Mr. Rick's Bakery requested and received \$40,000 participation loan from the JCIDA as part of an overall \$310,000 project. This project will protect 11 jobs.

Mr. Rick's Bakery is a wholesale bakery with a retail section. Mr. Rick's supplies baked goods to restaurants, convenient stores, food service companies, medical agencies and submarine shops over four counties within a 100 miles radius of Watertown, NY.

### Medical Gas Technologies

Medical Gas Technologies requested and received a loan of \$40,000 as part of an overall \$150,000 financing package. Their business model is rooted in the testing and maintenance of medical gas and vacuum systems. All testing is performed per NFPA 99 health care facilities standards, Det Norske Veritas (DNV) and Joint Commission recommendations.

This company verifies the function and operations of bulk oxygen systems and emergency oxygen supply connections, medical air compressors, vacuum pump systems and nitrous oxide, carbon dioxide and nitrogen manifold. This project will protect 3 jobs and create additional jobs as business grows.

## Revolving Loan Funds

### Carthage Specialty Paperboard

Carthage Specialty Paperboard requested and received \$200,000 from the JCIDA as part of an overall \$4,000,000 mill renovation and working capital loan. This project will protect 80 jobs and create an additional 9 jobs.

Carthage Specialty Paperboard, located in Carthage, New York, is the only secondary fiber mill in North America dedicated to serving a diverse range of markets from pulp-substitute specialty paperboard to industrial grade chipboards.

Over 96% of the company's paperboards are made from 100% recycled fiber saving valuable natural resources and landfill space while also utilizing clean energy alternatives like hydro-electrical generation and cogeneration technologies.

## PILOTS

### 1000 Islands Harbor Hotel

The \$22,662,000 project is for a 4-diamond style destination hotel. The hotel consists of 105 rooms mixing king, double queen and suite layouts. It provides panoramic vistas of the St. Lawrence River and the village of Clayton, fits the scale of the community and has manicured grounds that blend with and compliment the River walk. The hotel features a 300-person ballroom/conference center that provides a destination for weddings and business events. The facility includes other amenities such as an indoor pool, fitness facility and business center.

This Project is likely to attract a significant number of visitors from outside the region. Expected are 90% of the occupied rooms will be rented from customers from outside the region. The market mix of these occupied rooms will be individual transient overnight stays, resulting from a group meeting or social function hosted by the hotel and international visitors from Canada.

Additional benefits that Jefferson County is expected to enjoy will include:

- Wages generated from the anticipated new jobs that accompany the project will be spent in local stores, restaurants, gas stations and for housing and other household needs.
- Community will see a significant increase in business volume with outside visitors coming into the area. This additional volume will lead to the development of other businesses, more job development and additional tax revenue.
- The Clayton Harbor Hotel will serve as a catalyst to continue further tourism infrastructure development for the region.
- Parking infrastructure for Clayton will be improved through the generation of parking to meet the needs of the hotel, but recognizing there are compatible times of slow demand that can also benefit the Clayton community through an understanding of shared use.



# :: JCIDA 2014-15 Highlights



## PILOTS

### Woolworth Watertown

The \$15,851,634 project enabled the development team to create 50 new long term affordable housing units. This project targets households that are between 50% of the Area Median Income (AMI) and 60% (AMI). The units will provide energy-efficient housing that is safe and affordable for the residing families.

This project preserved a prominent historic landmark and converted vacant office building into much needed housing

in the downtown district of Watertown, New York. One of the City's highest priorities has been to redevelop the Woolworth Building and create a new downtown, smart growth district.

The project maintains the historic character of the Woolworth building, while creating state-of-the-art, apartments, amenities and community space. The project will also create much-needed jobs for the Watertown community. The building was renovated in accordance with the Enterprise Green Communities criteria as well as Homes and Community Renewal's (HCR) design guidelines and will feature energy efficient building systems, Low-Voc paint, high efficiency windows and other sustainable design elements.

## Current Applications Inc.

Current applications \$693,000 expansion project added 10,200 sq.ft. to the company's existing 20,000 sq.ft. facility. The additional space and new equipment improve efficiency, expanded production capacity and allowed the expansion of new product lines. The improved productivity of the new equipment allowed the return of some offshore processes back to the local plant in Watertown, New York. Enhancing production capacity will set the stage for continuing growth into the future.

This project was driven by the increasing sales fueling increased demands for their products. Current Applications has established itself as an extremely reliable custom electric motor manufacturer.

This project will create 7 construction jobs and 6 total new jobs. This project will secure 48 jobs in current employment.

Current Applications requested and received \$101,403 in financing towards the \$693,000 using the Watertown Economic Growth Fund.

## SunCap / FedEx Ground

This \$7,575,829 project saw the construction of a new FedEx Ground small-package distribution facility. It consists of a new 63,000sq.ft. building and parking areas. FedEx located their current facility at 22987 Murrock Circle to a larger, more efficient facility to position the company to support the anticipated package growth in the local market. This project created 6 new jobs retained 8 jobs and over 40 temporary construction jobs.

## Lawler Realty/Millcreek Housing

The Developer plans a \$15,000,000 project to construct 9 apartment buildings with 15 units per building on property located at Madison Barracks on the shoreline of Mill Creek. The apartments are designed to be 1350sqft 3-bedroom units. This project continues the adaptive reuse of the former U.S. Military base. This project will create 5 jobs and 110 temporary construction jobs.

# :: JCIDA 2014-15 Highlights

## PILOTS

### Morgan Watertown Townhomes LLC

This \$54,655,127 project constructed 394 market rate residential housing units located on County Route 202 in the Town of Watertown, New York. The residential housing units are a mix of 2 and 3 bedroom units. This project addressed a need for additional housing in the Fort Drum market that currently is at unacceptable levels of non-mobile rental stock. This project created 9 permanent jobs and 452 construction jobs.

### New York Air Brake LLC

New York Air Brake plans to construct and equip a 9800 sq. ft. testing laboratory. Due to increasing competitiveness within the train braking industry, New York Air Brake is forced to provide a much more technically advanced product that will provide customers more options and more value. To reach this end, New York Air Brake is proposing the testing laboratory to develop new products and improve on existing designs. This project will cost \$3,141,628 and retained 545 jobs and create 10 new professional engineering jobs and support 22 construction jobs.

## Aviagen North America, Inc

Aviagen North America acquired the former Morris Northstar Hatchery facility and plans to invest \$5 million in capital improvements. The project will create 38 full-time jobs and 17 construction jobs. The high tech, clean room facility will bring in eggs from which it will then incubate and hatch young breeder hens to be shipped, with many being exported to Canada. The Aviagen Group (Owned by the German-based EW Group) is the world's leading poultry breeding company, developing pedigree lines for the production of broiler chickens and turkeys. Aviagen owns a number of facilities across Asia, Europe, Latin America, and North America. The Watertown acquisition makes this Aviagen's 7th commercial breeding stock facility in the U.S. . "As demand for Aviagen breeding stock continues to grow around the world, we are always looking for ways to efficiently and effectively meet that demand," said Kevin McDaniel, president, Aviagen North America. "With the Aviagen Watertown Hatchery, we can better serve Canadian customers and the close proximity to JFK airport makes it a logical location for exporting to other parts of the world as well." The company plans to begin operations in early 2016.

## BONDS

### ReEnergy Black River LLC

Resolution No. 07.02.2015.04  
Resolution authorizing the issuance, execution, sale and delivery by Jefferson County Industrial Development Agency of its subordinate solid waste disposal revenue bonds, series 2015, in one or more series, in the aggregate principal amount not to exceed \$5,000,000.

### ReEnergy Black River LLC

Resolution No. 10.02.2014.04  
Resolution authorizing the issuance, execution, sale and delivery by Jefferson County Industrial Development Agency of its solid waste disposal revenue bonds series 2014, in one or more series, in the aggregate principal amount not to exceed \$20,100,000.



:: JCIDA 2014-2015 Financial Summary

Fiscal Year Ended September 30, 2015 and 2014

	2015	2014
Assets:		
Cash and cash equivalents	\$ 3,196,497	\$ 3,072,851
Loans receivable - net of allowance	2,493,060	3,164,309
Other receivable	69,969	97,508
Other current assets	2,006	2,000
Fixed assets - net of depreciation	1,548,943	1,257,567
Total	\$ 7,310,475	\$ 7,594,235
Deferred Outflows of Resources:	\$ 63,333	\$ 51,632
Liabilities and Net Assets:		
Current liabilities	\$ 32,790	\$ 25,843
Long-term liabilities	26,362	27,779
Notes payable - long-term portion	180,160	180,160
Total net postion	7,056,343	7,360,453
Total	\$ 7,295,655	\$ 7,549,235
Deferred Inflows of Resources:	\$ 78,153	\$ 51,632
Summary of Transactions:		
Support and Revenue:		
Fees	\$ 543,948	\$ 641,937
Airport Corporate Development - JCLDC	-	352,709
Income from JCCFDC	-	279,000
Grants	-	5,823
Community Development Agreement	315,923	315,923
Interest	123,898	134,107
Capital lease interest	-	192
Other revenue	48,617	57,216
Total	\$ 1,032,386	\$ 1,786,907
Expenses:		
Program expenses	\$ 79,521	\$ 69,585
General and administrative	103,397	153,015
Administrative Service Agreement	810,984	855,996
Bad debt expense / allowance adjustment	229,527	318,237
Depreciation	112,887	70,553
Grants expended	180	11,126
Interest expense	-	192
Total	\$ 1,336,496	\$ 1,478,704
Change in Net Position	\$ (304,110)	\$ 308,203
Net Postion:		
Beginning of Year, as Previously Reported	7,360,453	7,878,424
Net Position Adjustment: Transfer to JCLDC	-	(826,174)
Beginning of Year, as Restated	\$ 7,360,453	7,052,250
End of Year	\$ 7,056,343	\$ 7,360,453

:: JCLDC 2014-2015 Highlights

JCLDC Mission & Vision

The Corporation was established pursuant to the LDC Act with purposes and powers as set forth within the Certificate, and the Corporation’s Mission includes undertaking projects and programmatic initiatives in furtherance of and to advance the job opportunities, health, general prosperity and economic welfare of the people of the County. In furtherance of the purposes and powers vested in the Corporation pursuant to the LDC Act, the Corporation shall undertake projects, programs and initiatives to achieve the purposes as set forth within the LDC Act. In doing so, the Corporation shall adhere to its adopted policies and applicable statutory requirements, including PAAA, PARA, OML, FOIL, and SEQRA. The Corporation’s goals include continued compliance with current obligations and responsibilities associated with ongoing projects and programs, in addition to identifying new projects and programs that will achieve the Corporations purposes and Mission. In furtherance of these stated goals, the Corporation will endeavor to comply with all applicable provisions of the Act, PAAA and PARA. With these stated goals established, the Corporations values are to maintain the highest ethical standards applicable to public officials and local authorities.

The Corporation shall annually review this Mission Statement and identify whether the Corporation (i) continues to meet its stated mission, goals and values; (ii) can quantify measures of improvement to better meet its stated mission, goals and values; (iii) can become more effective and efficient; and (iv) is meeting the interests of the Corporation, the Agency and the County In furtherance of the foregoing Performance Measures, the Corporation shall further undertake the following annual measures:

- 1) Assure that all current Corporation Members have acknowledged that they have read and understood the mission of the Corporation;
- 2) An annual review and affirmation of the Corporations membership, board, committee and management structure;
- 3) An annual review and affirmation of its policies, along with Corporation appointment of Management of the Corporation, along with articulation of the respective roles, goals and expectations of each.

Values

Integrity – JCLDC deals openly, honestly and in good faith, both internally and externally. The JCLDC deploys its resources in a manner that is transparent to the public and for the good of the community.

Economic Development – JCLDC consistently seeks to expand the economy of Jefferson County by way of increasing the opportunity for quality employment within the community and preventing economic deterioration.

Community – JCLDC seeks to accomplish its goals in a manner that contributes to improving the quality of life for the residents of our community.

Jefferson County Manufacturing Council

The following individuals, through their respective councils, provide key input in shaping our programs to serve manufacturing and agriculture.

Julie Pecori, *Advanced Blasting Systems, Chair*

George Anderson, *Current Applications*

John Chatterton, *New York Air Brake*

Tracy Gyoerkoe, *Jefferson-Lewis BOCES*

Greg Hart, *Workforce Development Institute*

Carson Lennox, *Jain Irrigation*

Rich O’Connor, *Taylor Concrete*

Rob Oram, *CITEC Business Solutions*

Stephen Pierce, *Key Bank*

# :: JCLDC 2014-2015 Highlights

## Approved Loans

### AYDM Associates LLC

ADYM Associates LLC requested and received a \$200,000 loan to construct Phase 1 (townhouse complex) in the town of Pamela, Jefferson County New York. Phase 1 is defined as the first 19 units in a apartment on Route 37 in the town of Pamela.

### LCO Destiny (Timeless Frames)

LCO Destiny LLC dba Timeless Frames requested and received a \$600,000 loan to replace current funding source, fund an acquisition of a competitor, build out a dedicated manufacturing space and acquire new equipment. This loan will contribute to the adding of 27 new jobs to the company. Timeless Frames is a company that has enjoyed steady growth over the last 13 years. Moving forward, the Timeless companies are slated for both top line and bottom line growth over the next several years. Timeless will grow with the addition of new products, programs and markets. Overall, the Timeless companies expect to hire an additional 30-35 people over the next 3 years to support that growth.

## Activities

### Safety Training

The JCLDC partnered with the Lewis County Industrial Development Agency and CITEC Business Solutions in securing a grant from the NYS Department of Labor's Hazard Abatement Board to again offer a series of free safety training workshops to area businesses.

The 2014-2015 series offered 21 workshops on a variety of topics such as electrical safety, accident investigation/job hazard analysis, machine guarding, and more. The series included two 10-hour OSHA general industry training sessions. Attendance for the series totaled 319.

The local program makes it easier for local businesses to obtain the training they need to be OSHA compliant, avoid costly fines from unintentional OSHA violations, and—most importantly—improve workplace safety for their employees.

JCLDC has also obtained funding for a 2015-2016 training series that will offer 33 workshops in Jefferson and Lewis Counties covering 22 different topics.

### Workshops

Under the banner of Jefferson County Economic Development, the agency periodically sponsors workshops designed to provide information to support business growth and development or to promote better understanding of economic development issues.

### Importing 101

Jefferson County Economic Development and Mohawk Global Trade Advisors Robert Stein, VP of Customs and Trade Compliance

Keeping up with importer rules and regulations is a lot like walking through a minefield. The wrong move can have dire consequences. Attendees got "in-the-know" tips on the right way to handle import compliance during this half-day seminar.

### 3-D Printing

Attendees saw 3D printing demonstrations and learned about 3D printing trends, applications, prototyping, and the range of machines and materials. Matt Draper, from the Shipley Center for Innovation at Clarkson University also described the types of 3D printing services available for utilization by local manufacturers.

### Solar Energy Seminar

Presented by CITEC Business Solutions and the Sunvestment Group, this seminar provided an overview of the state and federal incentives available to help businesses, local governments, and school districts to deploy solar energy as a means to reduce energy costs.

### Think globally and act locally - Regional Economic Development Activities

Commercial business activity is not confined to specific municipal boundaries. To that end, the JCED staff participates in several regional initiatives.



### Drum Country Business

The Drum Country Business initiative includes the Jefferson, Lewis, and St. Lawrence county economic development agencies and the Development Authority of the North Country working together through the Fort Drum Regional Liaison Organization (FDRLO) to promote the tri-county region's collective assets and its proximity to Fort Drum as a means to attract business investment to the region. Funding from the project partners is matched by a grant to FDRLO by project sponsor National Grid. The initiative includes regional advertising and direct outreach to prospective businesses.

### North Country Alliance

The NCA is a private-public alliance of businesses and economic development organizations working together to grow the economy of New York's seven-county North Country region. JCIDA is a member organization with a seat on the NCA's board of directors. The NCA administers a regional revolving loan fund—often in partnership with local revolving loan funds. NCA is also an advocate for ensuring that the region's economic interests are fairly addressed at the state level.

### North Country Regional Economic Development Council



Although not members of the council, the JCED staff participates in the Council's work groups and are actively involved in preparing the regional plan submission as part of the Governor's annual competition for economic development funding. Staff have also assisted local businesses and organizations in submitting successful funding application to the program.

As part of the 2015 process, JCED helped to organize and facilitate one of two regional manufacturing summits (held in Plattsburgh and Watertown). These summits included manufacturers from the surrounding counties in a discussion to identify strategies to help grow their businesses. These summits resulted in ideas that will guide local and regional initiatives in the coming year.



# :: JCLDC 2014-15 Financial Summary

## Fiscal Year Ended September 30, 2015 and 2014

	2015	2014
Assets:		
Cash and cash equivalents	\$ 2,739,369	\$ 2,545,151
Loans receivable - net of allowance	1,638,734	1,295,825
Other receivable	42,491	250,328
Prepays	3,105	2,420
Fixed Assets - net of depreciation	140,696	177,346
Total	\$ 4,564,395	\$ 4,271,070
Liabilities and Net Assets:		
Current liabilities	\$ 90,491	\$ 87,418
Total net assets	4,473,904	4,183,652
Total	\$ 4,564,395	\$ 4,271,070
Summary of Transactions:		
Support and Revenue:		
Fees	\$ 815,134	\$ 855,996
Jefferson County Support	406,006	849,593
Interest	72,660	44,502
Grant Income	49,581	-
Miscellaneous	10,500	516
Total	\$ 1,353,881	\$ 1,750,607
Expenses:		
Program expenses	\$ 779,314	\$ 1,187,210
General and administrative	283,915	251,907
Total	\$ 1,063,629	\$ 1,439,117
Change in Net Assets	\$ 290,252	\$ 311,490
Net Postion:		
Beginning of Year, as Previously Reported	4,183,652	2,946,988
Prior Period Adjustment	-	99,000
Beginning of Year, as Restated	\$ 4,183,652	3,045,988
Net Asset Adjustment: Tranfer from JCIDA	\$ -	826,174
End of Year	\$ 4,473,904	\$ 4,183,652

## Advertising

### Your Bridge to US Business

Jefferson County, New York | [www.bridge2usbiz.ca](http://www.bridge2usbiz.ca)

If your company is seeking to expand internationally or to improve its access to the US marketplace, then there is no better place to start than Jefferson County, NY – Ontario's Northern New York neighbour at the other end of the scenic Thousand Islands International Bridge. Jefferson County offers a strategic location, a Canadian-friendly business environment and ready assistance to ensure your project's success

Located midway between Kingston and Brockville, the 1000 Islands Bridge connects the 401 directly to the US Interstate system via I-81, which runs through the City of Watertown and the heart of Jefferson County. The County is home to Fort Drum and the 10<sup>th</sup> Mountain Division, the largest military installation in the Northeastern US, which has helped it become one of the fastest growing counties in New York State. Yet, Jefferson County maintains a quality of life and business climate similar to much of Eastern Ontario. Additional competitive advantages as a business location include:

- Growing and experienced workforce
- Shovel ready sites and buildings
- Low-cost power
- Abundant water
- Financial assistance and tax incentives
- Foreign Trade Zone program
- Unique opportunities for agriculture-related manufacturing

The Jefferson County Economic Development (JCED) staff are available to act as trusted facilitators providing technical assistance to help expanding businesses navigate the various state and local programs available to support their projects.

Canadian-owned North American Tapes was founded in Jefferson County in 2003 and is now the second largest producer of hockey tape in the world. Its COMP-O-STICK brand is used by players at all levels, from beginner to the elite professional.

"Jefferson County provides North American Tapes a key location central to both American and Canadian markets," said Darin R. Prance, the company president. "The economic development staff here have helped us every step of the way, from the initial start-up to our recent expansion." The company recently doubled the size of its facility and is now readying for another expansion.

**TOP PRO'S ASK FOR...**  
**COMP-O-STICK**  
PERFORMANCE HOCKEY TAPE  
**YOU DESERVE THE BEST TOO.**  
[www.northamericantapes.com](http://www.northamericantapes.com)

To explore opportunities, contact: Marshall Weir (315) 782-5865 or [mweir@jcida.com](mailto:mweir@jcida.com)



www.2009magazine.com

CANADIAN MANUFACTURERS & EXPORTERS MAGAZINE

Jefferson County Economic Development  
**315 782-5865**

**How Can JCED Help You?**

**Click Here**

*Grow with Jefferson County.*

**Pictured Above:**  
Print advertisement place in *Canadian Manufacturers & Exporters Magazine*

**Pictured To The Left:**  
Television commercial running on CBS Affiliate WWNY TV 7

# :: Agricultural 2014-15 Highlights

Agriculture continues to grow in Jefferson County. Despite challenges, our farms, food processing companies and agribusinesses continue to offer a ray of sunshine amongst troubling news in other economic sectors. Several sectors within agriculture saw announcements of new businesses, a potential processing company, expansions, and the use of high technology to grow our industry.

## Farm Based Beverage Production

The list of wineries, distilleries, and breweries continues to expand across Jefferson County. Busted Grapes Winery in Rutland opened its doors to become the 7th farm winery in operation, and Northern Flow Winery in Clayton is preparing to start up. Two distilleries are in operation with a third in the planning stages, and three microbreweries are now operating.

Earlier this year, JCED brought together a group of wineries and distilleries to help kick start a successful effort led by the Thousand Islands International Tourism Council to obtain a marketing grant from New York State. JCED also provided technical assistance to Busted Grapes Winery and Northern Flow Winery with their start-up activities, including help with USDA funding applications. JCED continues to monitor the groundwater contamination issue in the Town of Orleans that threatens the continued success of our largest farm winery in Northern New York. We continue to support the need for construction of a municipal water line in the area.

## Meat Processing

Northern New York is well known for its dairy industry—especially Jefferson County which ranks fourth in NY and is in the top 50 counties across the US for dairy production. Our area is also well suited for beef, pork, lamb and goat production. Within a 100 mile radius of Watertown, there are 385,000 dairy cattle and at least 400,000 total livestock. Our cool climate; abundant water supply, proximity to major metropolitan markets; increasing demand for local food; and our easy access to Canada and the entire U.S. East coast via Interstate 81 makes Watertown an attractive site for food processing, especially meat processing.

JCED is assisting New York Meat Co. in developing a medium-sized

USDA certified meat processing plant that will serve our dairy and other livestock sectors. The developer is considering potential sites in Jefferson County. JCED is helping to administer a grant to support further feasibility and marketing analyses needed to advance the project. JCED is also assisting Midway International Logistics with the continued growth of their USDA Inspection services for poultry exports into Canada.

## Environmental Stewardship

There are over 200 dairy farms in Jefferson County, and approximately 20 of those family farms large enough to fall under the strict environmental regulations of the New York State Department of Environmental Conservation (DEC) requiring engineered manure storage structures to protect local streams and rivers from run-off. In some cases, farms complying with those regulations have run into public concerns regarding the perceived threats of these structures. JCED assisted the Jefferson County Soil and Water Conservation District, USDA Natural Resources Conservation Service, and Cornell Cooperative Extension of Jefferson County in their public education and outreach to address these misunderstandings and to explain the environmental benefits of manure storage structures.

Assisting the Soil and Water Conservation District and Natural Resources Conservation Service, Cornell Cooperative Extension of Jefferson County brought their educational resources to bear on the public concerns and JCED utilized our marketing promotional tools to assist with the effort.

## Dairy Prices Crash

Last year, we reported on the record high prices farms received for milk they produced. Unfortunately due to oversupply; decreasing consumption of fluid milk and a decreasing export market for our milk; prices have dropped below the cost of production for most farms, and are expected to stay low into 2017.

On the positive side, the announcement of the retention and growth of the Kraft-Heinz plant in Lowville was very important news for all of New York. Having a stable market for our milk, and potentially increasing demand, keeps our milk local and reduces transportation costs to our farms. JCED continues to work with our two dairy processing plants in Jefferson County to help them address concerns as they arise. We are actively working to recruit new processing capacity into Jefferson County.

## Workforce Development

Finding a skilled enthusiastic workforce is critical to the continued success of agriculture. We continue to see excitement from our youth in pursuing agricultural careers. To further nurture such interest, JCED worked with a broad partnership of agency representatives from BOCES, WPBS television and the Jefferson-Lewis Workforce Development Board to create an agricultural career video. The six-and-a-half-minute video portrays the wide array of career opportunities in agriculture. It is among the first 3 videos released in a collection of videos to eventually cover 16 career clusters. We are very excited about the video and encourage you to view it on YouTube – My GPS for Success!

## Jefferson County Agricultural Development Council

Our Jefferson County Agricultural Development Council advises our agency on how best to achieve our mission of assisting in the retention, growth and promotion of Jefferson County’s agricultural industry.

### Members are:

- Greg Lake**  
*Cargill Dairy Nutrition*
- Doug Shelmidine**  
*Jefferson County Ag and Farmland Protection Board*
- Kathryn Canzonier**  
*Farm Credit East*
- Martha Aschmann**  
*Dairy Farmer*
- Peggy Murray**  
*Murcrest Dairy Farms*
- Paul Mason**  
*Riverhaven Dairy Farms*
- Ron Robbins**  
*North Harbor Dairy Farms*
- Jay Canzonier**  
*North Branch Farms*
- Steve Sourwine**  
*Agribusiness*
- Tim Timmerman**  
*Livestock Farmer*
- Nick Surdo**  
*Jefferson County Farm Bureau*
- Jeremiah Maxon**  
*Jefferson County Board of Legislators*
- Ed Walldroff**  
*Jefferson County Local Development Corporation*
- Jim Wright**  
*Development Authority of the North Country*
- Katie Malinowski**  
*Tug Hill Commission*
- Kevin Jordan**  
*Cornell Cooperative Extension of Jefferson County Markets*



# Thank You To The Following Government Officials For Their Continued Support In Jefferson County's 2014-15 Economic Development Efforts

## Federal

Senator Charles E. Schumer  
Senator Kirsten E. Gillibrand  
Congresswoman Elise M. Stefanik, 21st district

## 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	James A. Nabywaniec, District 8
William W. Johnson, District 2	Patrick R. Jareo, District 9
Philip N. Reed, Sr., District 3	Jeremiah J. Maxon , District 10
Allen T. Drake, District 4	Robert D. Ferris, District 11
Michael Montigelli, District 5	Scott A. Gray, District 13
Daniel R. McBride, District 6	Jennie M. Adsit, District 14
John D. Peck, District 7	Anthony Doldo, District 15

## Watertown City Council

Jeffrey E. Graham, Mayor  
Sharon Addison, City Manager  
Stephen A. Jennings, Council Member  
Roxanne M. Burns, Council Member  
Joseph M. Butler Jr., Council Member  
Teresa R. Macaluso, Council Member