



Jefferson County Local Development Corporation

800 Starbuck Avenue, Suite 800 • Watertown, New York 13601

2020-2021 Annual Report

Jefferson County Local Development Corporation (JCLDC)

JCLDC Mission Statement

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 addition, and 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.

JCLDC Performance Review Measures

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.

Activities:

Safety Training & Workshops

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 2020-21 series offered workshops on a variety of topics such as powered industrial tool safety, electrical safe work practices, forming a safety committee and more. The series included two 10-hour OSHA general industry training sessions.

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.

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.

ADVOCATE DRUM / 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 ADVOCATE DRUM promote the tri-county region's collective assets and its proximity to Fort Drum 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.

This year Drum Country, NY partnered with BLK DOG, a digital marketing company to aid in a campaign entitled "Let's Meet." This campaign will work through social media, email, and the www.drumcountryNY.com website. All geared to increase engagement with people both inside and outside the area.

North Country Regional Economic Development Council

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 has also assisted local businesses and organizations in submitting successful funding applications to the program.

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. JCED 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.

JCLDC Current Projects

Revolving Loan Fund

	Name of Company	Amount of Loan	Loan Date	Maturity Date	Purpose
1	Clayton Island Tours, LLC	\$ 40,000.00	4/29/2020	5/1/2026	Repair of flood damage and prevent future damage
2	Clayton Yacht Club Inc.	\$ 40,000.00	8/4/2021	8/1/2027	Complete repairs from damage due to high water flooding during the spring and summer of 2019
3	Crescent Yacht Club	\$ 40,000.00	9/8/2021	9/1/2027	Complete repairs to their launch area and docks there were damaged due to flooding and surges
4	Current Applications, Inc.	\$ 187,500.00	12/14/2011	1/1/2032	Purchase building at 275 Bellew Ave, Watertown
5	LCO Destiny, LLC	\$ 600,000.00	9/29/2015	10/1/2020	Working capital and to purchase assets of Central Frame Shop, Richmond, VA
6	North Branch Farms	\$100,000.00 (ESD Grant \$45,000) (Bal. \$55,000 termed out)	4/26/2017	7/1/2026	Construct and equip a 1,500 sq. ft. combined packing and cold storage house in Belleville, NY
7	WICLDC	\$ 200,000.00	12/1/2010	1/1/2031	Building A roof replacement
8	WICLDC	\$ 98,082.50	9/10/2018	10/1/2023	Renovate portion of Building A to provide additional 33,432 square feet for Jain Irrigation

COVID-19 LOANS

	Name of Company	Amount of Loan	Loan Date	Maturity Date	Purpose
1	Stephen Winkler	\$ 10,000.00	5/22/2020	6/1/2026	Working Capital
2	Steven & Helen Brotherton	\$ 10,000.00	4/29/2020	5/1/2026	Working Capital
3	Angel Rock Cottages, Inc.	\$ 10,000.00	4/27/2020	5/1/2026	Working Capital
4	Anne's Fisherman's Fare	\$ 10,000.00	4/24/2020	5/1/2026	Working Capital
5	Aubrey's Shopping Center	\$ 10,000.00	4/24/2020	5/1/2026	Working Capital
6	Busted Grapes LLC	\$ 10,000.00	4/29/2020	5/1/2026	Working Capital
7	Colleen's Cherry Tree Inn, LLC	\$ 10,000.00	4/24/2020	5/1/2026	Working Capital
8	Elmer Creek Farms	\$ 10,000.00	5/8/2020	6/1/2026	Working Capital
9	Field of Dreams Genetics, LLC	\$ 10,000.00	5/15/2020	6/1/2026	Working Capital
10	GL Wills & Sons, LLC	\$ 10,000.00	4/29/2020	5/1/2026	Working Capital
11	Gould - The UPS Store in Alex Bay	\$ 10,000.00	4/22/2020	5/1/2026	Working Capital
12	Hearing Solutions of NNY	\$ 10,000.00	4/24/2020	5/1/2026	Working Capital
13	Kids R Kids Daycare	\$ 10,000.00	5/8/2020	6/1/2026	Working Capital
14	Main Street Craft and Drafts LLC	\$ 10,000.00	5/8/2020	6/1/2026	Working Capital
15	Morgia Masonry	\$ 10,000.00	5/15/2020	6/1/2026	Working Capital
16	North Branch Farms	\$ 10,000.00	5/15/2020	6/1/2026	Working Capital
17	Northern Commercial Cleaning	\$ 10,000.00	5/15/2020	6/1/2026	Working Capital
18	Northrop & Sons	\$ 10,000.00	4/29/2020	5/1/2026	Working Capital
19	Painful Acres	\$ 10,000.00	5/8/2020	6/1/2026	Working Capital
20	RMB Manufacturing Corp.	\$ 10,000.00	4/22/2020	5/1/2026	Working Capital
21	Rhodes Greenhouses Inc.	\$ 10,000.00	5/15/2020	6/1/2026	Working Capital
22	The Mustard Seed	\$ 10,000.00	4/29/2020	5/1/2026	Working Capital
23	The Scrub Hub, LLC	\$ 10,000.00	4/24/2020	5/1/2026	Working Capital
24	Thriffted	\$ 10,000.00	4/29/2020	5/1/2026	Working Capital
25	White Caps Winery, LLC	\$ 10,000.00	4/24/2020	5/1/2026	Working Capital
26	Zero Dock Street, LLC	\$ 10,000.00	7/13/2020	7/1/2026	Working Capital

Clayton Loan Program

	Name of Company	Amount of Loan	Loan Date	Maturity Date	Purpose
1	Di Prinzio's Kitchen	\$ 5,000.00	1/7/2021	2/1/2027	Working Capital
2	Di Prinzio's Market	\$ 5,000.00	1/7/2021	2/1/2027	Working Capital

20th year of Agriculture Economic Development Emerging From Crisis

On December 11, 2021, Jefferson County Economic Development (JCED) will complete its' 20th year of agricultural economic development. Since 2000, the Jefferson County Board of Legislators has asked JCED to provide our agricultural industry economic development support, promotion, and a voice in our community. JCED has worked with the Jefferson County Agricultural Development Council to provide guidance on the priorities for our efforts, with a mission of assisting in the retention, growth, and promotion of Jefferson County's Agricultural Industry.

2021 was a much different year for our program than we ever expected. In 2021, we were asked by Jefferson County to coordinate with American Dairy Association Northeast (ADANE) to hold several large food distribution programs to help people who were, for a variety of reasons, in need of additional help finding food. Unfortunately, Northern New York was left out food distribution events scheduled for 2021. JCED worked with ADANE to host a large food distribution event that totally depended upon food donations by major food processing, food distributors and retailers. JCED communicated constantly with our farms, agribusinesses and food processors about the various Pandemic relief programs that became available through State and National Programs.

JCED utilized our agricultural outreach programs to inform the industry about the availability of COVID – 19 Vaccinations. We had several interviews on our radio show - The Home-Grown Show, to educate the public about vaccination programs. We used our social media and email outlets to spread information. We facilitated a meeting between agricultural agencies in Jefferson, Lewis and Oswego Counties serving our farm foreign workers to prevent duplication of efforts and ensuring our farms and their foreign workers were not left behind.

While we cancelled our yearly Agriculture Development Conference that normally is held in March, we began planning a special celebration for June is Dairy Month. The Jefferson County Agricultural Development Council set a theme of "This Milk is for you!" to say thank you to all the frontline health care workers and emergency responders who risked their health and well being in 2020 to take care of our communities. JCED raised \$10,000 to put together an award-winning media campaign featuring the "This milk is for you!" video featuring the NYS Alternate Dairy Princess, Elizabeth Hyman, from Henderson NY. The media campaign ran on TV, radio, newspapers, and magazines for the month of June. We quickly realized that the Jefferson County Dairy Parade would be the first big public event coming out of the crisis and therefore needed to be a grand celebration! It was imperative to put in place a safety plan to make certain the event did not result in mass spreading of the COVID – 19 virus. For the first time ever, we televised the Dairy Parade thanks to NBC Watertown! The parade featured our theme of "This milk is for you!" to say thank you to everyone who took care of our community. We had every Village Police Department, Jefferson County Sheriff, New York State Police and Military Police from Fort Drum leading the Parade. Dozens of volunteer fire departments and every ambulance squad from Jefferson County entered the parade.

The parade was led by two bagpipers playing amazing grace, as a moment of reflection. Then the parade led by law enforcement and featuring every high school band in Jefferson County, and several paid entertainers followed. A record crowd of over 8,000 people turned out. Many wore masks and everyone followed our guidance of maintaining social distancing along the parade route.

To complete our June is Dairy Month celebration, we worked with the Watertown Rapids Collegiate Baseball Team to hold our Agriculture Day program during one of their games in June. Over five hundred people attended. Fans in attendance played trivia games to win prizes and we raffled off several food baskets featuring local foods including local steaks!

JCED began aiding three businesses interested in local meat processing, a desperately needed resource for agriculture in Jefferson County. Two of the businesses are small scale meat processing facilities with the intention to go into USDA processing. The third business is looking to start up a medium sized facility, but we could not find a suitable facility in Jefferson County. Fortunately, they found a facility in Lewis County and are in the process of putting their project together. We are continuing to work with the two businesses in Jefferson County seeking USDA licensing.

In 2021 there was strong interest in local food production, driven in part by the food shortages in 2020. JCED assisted several businesses considering how to expand. Several were improving their marketing abilities.

We assisted three agribusinesses that were dealing with legal issues and needed to find the proper technical resource people. Our office provided guidance to one farm that was involved in legal issues with dogs harassing their livestock.

As always, we worked with the news media to help with agricultural stories. In most cases, we helped reporters find the right people to interview for their stories. We also provided interviews when necessary. We answered 130 requests in 2021.

Manufacturing Council

Carson Lennox (CHAIR), Jain Irrigation

George Anderson, Current Applications

Tracy Gyoerkoe, Jefferson-Lewis BOCES

Greg Hart, Workforce Development Institute

Rich O'Connor, Taylor Concrete

Steven Lockwood, CITEC Business Solutions

Marketing Council

Corey Fram, 1000 Islands Tourism Council

Leslie DiStefano, Samaritan Medical Center

Kevin Richardson, Agbotic Inc.

Kelly Reinhardt, The BC Group

Kylie Peck, Greater Watertown North County Chamber of Commerce

Cindy Lawrence, Watertown International Airport