



Jefferson County Economic Development

News & Updates From Starbuck Ave

A summary of Economic Development activity from around Jefferson County. We have had a bit of a busy summer working on reestablishing our grants, visiting and working with clients, as well as setting up programs for the fall. Check out our website for additional information or give us a call to see if we can help with your project, 315-782-5865.

[Jefferson County Economic Development](#)

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Workforce Development

Manufacturing Day 2023 - Tour Sites Needed!

JCED is once again working with Jefferson-Lewis Workforce Investment Board, Naturally Lewis, CITEC Business Solutions, and both Jefferson-Lewis and St. Lawrence Counties BOCES and manufacturers to organize the annual event "Manufacturing Day" where we bring students in to get a first hand look at an operating manufacturing facility and the variety of career opportunities in manufacturing. Last year we had record number of sites for students to visit and record number of students.

But we need your help!! We want this year to be just as good as last, and we can't do it with out your help. So please reach out to us so we can get you on our tour schedule.

Mark your calendars for **October 19, 2023!** If you are willing to participate please reach out to us, **315-782-5865!**

Jeff-Lewis Manufacturing Alliance Fall Meeting

The Jeff-Lewis Manufacturing Alliance will hold their fall meeting at Judge's Quarters Bed & Breakfast in Lowville on **October 13, 2023**. Great time to network and talk to other manufacturers from Jefferson and Lewis Counties. Look for your invite to come this week!

Training funds available through WDI

The Workforce Development Institute (WDI) has training funds available for local employers.

The training should be focused on leadership, technical, or other skills that help the trainees advance in their careers—positioning them for future promotion or for increasing duties with higher pay.

The cost share is generally 50/50; but may be adjusted in light of employer's other contributions to the training (such as providing meals or travel). Contact Felicia Neahr (info below) for an application or to discuss/brainstorm your training ideas.

Felicia Neahr, Regional Director-North Country
Workforce Development Institute (WDI)
cell: (518) 321-4956 Email: fneahr@wdiny.org

Small Business Grant Programs are Open!

Tourism Product Enhancement Grant. Up to \$25,000

Tourism is a key industry in Jefferson County, New York. This program is intended to stimulate new investment in Jefferson County, New York attractions and lodging facilities to strengthen the region's reputation and its appeal to both new and repeat visitors. It would provide grants of up to \$25,000 for projects to upgrade the tourism product, enhance the tourist experience, and/or diversify the audience.

For additional information and application follow this link: [Tourism Grant](#)

Small Business Productivity Grant. Up to \$10,000

It is the intent of this program to stimulate increased productivity and small business growth to help our local economy bounce back from the effects of the pandemic. Given the challenges of recruiting and retaining skilled workers, some businesses have turned to the use of new or updated technologies that allow them to maintain the same level of productivity despite having fewer employees. This may include the use of kiosks for placing orders, automated equipment, and other devices or equipment. This grant provides 80% funding up to \$10,000 for projects designed to help their employees be more productive.

For additional information and application follow this link: [Productivity Grant](#)

Incumbent Worker Training Grant. Up to \$20,000

To help local employers be more competitive in the global economy, and to recover more quickly from economic impacts of the pandemic, Jefferson County Economic Development is offering grants to cover 80% of training costs for your existing workers, up to a maximum grant of \$20,000 per employer. Funding can be used for training to enhance existing skills, teach new skills and techniques, operate new equipment, or adopt new technologies.

For additional information and application follow this link: [Training Grant](#)

Local Foods Resiliency Grant

There are two categories of applications accepted:

Category one **Value Added**, applications are being accepted to enhance local food processing requesting up to \$10,000. Projects must enhance the processing capacity or quality of local food products and be available for markets in Jefferson County. Projects

must address food processing within one of the five major USDA food groups and can include honey and maple syrup. Examples of potential applications might include equipment needed to wash and process fruits and vegetables harvested from the field that will be sold direct to consumers or processed into value added food products.

Category two **Production Agriculture** is new this year. Farms and food businesses may apply for grants to increase production of crops, livestock and food items. Applicants can apply for up to \$20,000 in grant funds. Projects must address food production in one of the five major food groups and honey and tree sap. An example of a project that may be considered in category two could be purchase of harvesting equipment, greenhouses, and livestock feeding equipment, among many ideas. The result must be an increase in farm/business viability, food production, and/or food quality available directly to consumers in Jefferson County.

There will be a 10% match requirement for projects in category one and two. If total project cost is \$10,000, the applicant must provide \$1,000 in cash contributions, and the grant may provide up to \$9,000 if the application is successful. This grant program is competitive.

For additional information and application follow this link:

[Value Added Grant](#) and [Production Agriculture Grant](#)

Local Business Highlight



North American Tapes LLC Expansion

North American Tapes (NAT) is now the largest manufacturer of hockey tape in the world. They are also experiencing increased demand for their other tape lines; trainers tape, industrial tapes etc. NAT sales have been growing steadily each year and are expected to continue.

Growth has been limited by warehouse space and equipment. Owner, Darrin Prance and his partners have decided to expand the existing manufacturing facility by an additional 19,200 square feet onto property already owned by the company. This will free up space currently used as a warehouse for the installation of new manufacturing equipment to increase production capacity and efficiency. The concept will help align the company's processes to move efficiently from one end of the facility to the other – from raw material processing and production, to slitting, packaging, warehousing, and shipping.

Our office assisted NAT with a grant application to Empire State Development, which they were awarded in July. We have also approved a PILOT to reduce project costs. Both of these processes were instrumental in moving the project forward.

North American Tapes hosted a tour of their facility for Congresswoman Claudia Tenney, Senator Mark Walczyk, and Assemblyman Scott Gray in August, and all were extremely impressed with what they have accomplished and excited to see the expansion.



Always good to see growth in our clients and our community. Congrats to North American Tapes!

Funding your next project at affordable rates!

Funding Programs in Jefferson County
Many businesses are wanting to expand or purchase new equipment and are hesitant

because of commercial interest rates keep increasing. Our job is to remind you that there are other opportunities for funding in our community. Here in Jefferson County we have the following:

- Jefferson County Industrial Development Agency Revolving Loans (RLF) and Microenterprise Loans
- Jefferson County Local Development Corporation Revolving Loans
- Watertown Local Development Corporation Revolving Loans and Microenterprise Loans
- Sackets Harbor Local Development Corporation Microenterprise Loans

For more details on these programs give us a call and we can help you find out which one will work best with your and your project.

Eclipse 2024 in Jefferson County, New York!



Mark your calendars! On April 8, 2024, the moon will pass between the Earth and the sun, casting an extraordinary shadow onto the planet below and directly on Jefferson County. Reach out to us to get your Eclipse glasses so you can view it!

Stay up to date at the following link;

[NY Eclipse in The 1000 Islands](#)

Looking to Locate, Expand, or Start Your Business in Jefferson County?

Looking to start or expand your business and need funding? There might be a program that is right for you and your venture. From Micro loans to Revolving loans and even PILOT programs. To learn more about our programs give us a call!

315-782-5865 or [Jefferson County Economic Development](#)

Coming Up . . .

- Job Fair @ Hilton Garden, October 3, 2023 1 - 3 pm
 - Hosted by the Workplace. Contact Kim Parker @ kparker@co.jefferson.ny.us 315-786-3687, or Sara Booth, sbooth@co.jefferson.ny.us 315-786-3659
- Jeff-Lewis Manufacturing Alliance Fall Meeting, October 13, 2023
- Manufacturing Day 2023, October 19, 2023
- Fort Drum Career Fair @ the Peak, November 2, 2023 9 - 1 pm
 - Hosted by Ft. Drum Transition Assistance Program on Fort Drum. Registration Link: November 2, 2023 Career Fair - <https://tinyurl.com/2p9e2km6>

Keep a Look Out for the Solar Eclipse in April of 2024

Have questions, just reach out!

[Meet our Team](#)

[Meet our Board of Directors](#)

David Zembiec, *Chief Executive Officer*
Peggy Sampson, *Executive Assistant*
Marshall Weir, *Deputy Chief Executive Officer*
Lyle Eaton, *Chief Financial Officer*
Joy Nuffer, *Finance Assistant*
Jay Matteson, *Agricultural Coordinator*
Robin Stephenson, *Economic Dev. Specialist*

Robert Aiken - *Aubertine & Currier Arch. Eng.*
Robert Aliasso, Jr - *ErgonArmor*
Kent Burto - *Howard Hanna*
David Converse - *Converse Laboratories. Inc.*
John Condino - *Barton & Loguidice Eng.*
Greg Gardner - *SUNY Potsdam*
William Johnson - *Jefferson County Leg. Dist 2*
Lisa L'Huillier - *Hefferon Real Estate*
Christine Powers - *Watertown Savings Bank*
Edward Walldroff - *Homestead Fields Org. Farm*
Paul Warneck - *Real Property Director (Ret.)*

