

**Jefferson County Local Development Corporation
Board Meeting Minutes
February 14, 2019**

The Jefferson County Local Development Corporation held their board meeting on Thursday, February 14, 2019 in the board room at 800 Starbuck Avenue, Watertown, NY.

Present: David Converse, Chair, John Jennings, W. Edward Walldroff, Paul Warneck, Robert E. Aliasso, Jr., Kent Burto, Gregory Gardner, Lisa L. Huillier (arrived at 8:38 a.m.)

Also Present: Joseph Russell, Esq., Marcus Wolf of the Watertown Daily Times

Staff Present: Donald Alexander, David Zembiec, Lyle Eaton, Peggy Sampson, Jay Matteson, Marshall Weir

Excused: William Johnson, Christine Powers, Richard Duvall

Absent: None

- I. Call to Order:** Mr. Converse called the meeting to order at 8:02 a.m.
- II. Pledge of Allegiance:** Mr. Converse asked all to stand for the Pledge of Allegiance.
- III. Privilege of the Floor:** Mr. Converse invited guests to speak. No one spoke.
- IV. Minutes:** Minutes of the regular meeting held January 3, 2019 were presented. A motion to approve the minutes as presented was made by Mr. Aliasso, seconded by Mr. Jennings. All in favor. Carried.
- V. Treasurer's Report:** Mr. Aliasso reviewed the financials for the period ending January 31, 2019. A motion was made by Mr. Aliasso to accept the financial report as presented, seconded by Mr. Jennings. All in favor. Carried.
- VI. Committee Reports:** None.
- VII. Council Reports:**
 - a. Manufacturing** – Mr. Zembiec said that he just submitted a new grant application for safety training for 2019-2020. He said there have been 8 sessions so far this year with approximately 100 people attending and more to come. He mentioned an upcoming meeting to discuss apprenticeship programs and funding for manufacturers on March 1st.

Mr. Zembiec said that the organization recently hosted the JLI Day and he and Mr. Matteson made separate presentations to the JCC Business Class.
 - b. Marketing** – Mr. Weir updated the board on the following:
 - Video ó The design and script for the video are in place and it just needs the facts and figures to complete it, which is the most important part according to him. He said the video focuses on our local assets, Fort Drum, etc.

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- Agbotics ó Working with others on Phase II of the project and indicated that there is a meeting tomorrow with National Grid.

Mr. Matteson entered the meeting at 8:14 a.m.

- Euromarket ó They have produced 55 targets from the ProFood Show. He continues to stay in contact with 5 leads from previous years.
- North Country Named 2019 Great American Defense Community ó Mr. Weir said that he is part of a group planning to do something with the announcement at the Armed Forces Day Parade and has posted the announcement on our website.

Mr. Weir left the meeting at 8:19 a.m.

c. Ag – Mr. Matteson updated the board on the following:

- 2019 Ag Development Conference ó Planning underway; will include two national level speakers, one from Dairy Farmers of Americana and the other who is a climatologist. Three sponsors have already been identified as Great Lakes Cheese, Afgritech, and Midway International Logistics. The event will be held on March 22nd at the Hilton Garden Inn.
- Lead ó Following a potential small start-up from California.
- Visitations ó Recently visited people to discuss issues within the County, visited Dairy Farmers of America and talked about the future in northern NY.
- Dairy Parade ó Planning for the event is underway.
- Meat Processing ó Continues to work with Mike Lundy; plans have been completed.

Mr. Converse asked Mr. Matteson if he is concerned with wage increases in the Ag industry. Mr. Matteson said Ag is not as bad because they were given a deal. He said the problem is that the farmers can't price their own product, but are forced to pay higher wages.

Ms. LHuillier entered the meeting at 8:38 a.m.

VIII. Unfinished Business:

- Wage Increases/Draft Letter ó Mr. Aliasso said the IDA Loan Review Committee discussed drafting a letter at their last meeting to send to elected officials regarding issues with the wage increase and the affects it is having on businesses in our area. Board Members felt that the letter should come from the LDC. Mr. Aliasso suggested getting others on board such as colleagues, the legislative bodies, the labor market, and include Oswego County as well. Mr. Warneck agreed stating that we need a large geographic group. Mr. Alexander said that the Workforce Development Board is already on board and that he already sent a message to the NYS EDC, but indicated that staff can still reach out to others.

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IX. Counsel: None.

X. New Business:

1. **Form 990/CHAR 500** – After review, a motion was made by Mr. Warneck to accept Form 990 and CHAR 500 for 2017, seconded by Mr. Aliasso. All in favor. Carried.

2. **Barclay Damon Engagement Agreement** – A motion was made by Mr. Warneck to approve the engagement agreement, seconded by Mr. Aliasso. All in favor. Carried.

XI. Adjournment: With no further business before the board, a motion to adjourn was made by Mr. Aliasso, seconded by Mr. Jennings. All in favor. The meeting adjourned at 9:03 a.m.