



## Jefferson County Industrial Development Agency

2017-2018 Annual Report  
Jefferson County Industrial Development Agency (JCIDA)

### A message from the Chief Executive Officer

*2018 sped by with almost alarming speed. Chiefly, progress toward meeting the goals of our organization maintained momentum but, in all candor, the pace of success in meeting those goals could have been decidedly faster.*

*Some years ago, these organizations---**the Jefferson County Industrial Development Agency, the Jefferson County Local Development Corporation and the Jefferson County Civic Facility Bond Corporation**---developed a strategy of attempting to advance two particularly economic sectors thought to have the very best chance of success. Those two sectors, 'value-added agriculture' and 'alternative energy development' remain our development sweet spots but even with added emphasis placed on these two areas, the progress has been painfully slow.*

*There seem to be a number of valid reasons why progress is slow and while no one single impediment can receive the most finger-pointing, none-the-less a 'friction' has set in and has been a drag on development efforts.*

*State and Federal bureaucracies share some of the blame. Particularly, as in the case of alternative energy development. We are still fighting the good fight over rules and regulations, imbedded in New York State government that actually impede other initiatives being advanced by the same State government. It's a frustrating condition when we seem to be fighting ourselves.*

*Good work is being done in efforts to attract value-added Agriculture to our community, not the least of which is the joint venture with LUNCO Development to build the **Thousand Island International Agribusiness Park**. Here will reside trend-setting projects enhancing Agricultural development for the region in the foreseeable future.*

*Our Agencies have led the way toward development of the **Jefferson County Airport Business Park** near the Watertown International Airport. Staff has been able to capture several meaningful grants from both State and Federal Agencies and has received the all-important designation of 'shovel ready status' as we work toward providing necessary infrastructure to that Rt. 12F location.*

*It would be an error, if I failed to mention the continuing critical impact of Fort Drum and the 10<sup>th</sup> Mountain Division to our community. That contribution manifests itself in a number of ways, not just the significant monetary influx to all things in Jefferson County and Northern New York. As important; its people, division soldiers and families, the private-sector staffs---the contribution made by so many of the Army family to the many organizations in our community. The impact of Fort Drum is so very great that it becomes more difficult to articulate their contribution every year as the cumulative effect reaches new heights.*

*All the while, Fort Drum continues to effectively serve as a cornerstone of our nation's defense.*

*Our Agencies continue to work very closely with nearly all of our major employers throughout the County and many smaller businesses as well. Our aim is to strengthen their success as they provide the platform for creating and maintaining the jobs for our citizens.*

*As we look to the year ahead, we remain optimistic that we can continue the growth we have experienced here in the last decade. That said, growth in our region will only be accomplished if we all work together to achieve the goal of a better community.*

*The community has our pledge to continue to develop and maintain jobs for our friends and neighbors in Jefferson County. It's a goal strongly encouraged and supported by our volunteer Board of Directors.*

*We stand together in the year ahead as we continue to move down the path of economic prosperity and good will.*

*May the year ahead provide the setting for accomplishing all of your personal and business goals...have a productive 2019.*

*Don Alexander*

CEO

## **JCIDA Mission & Vision**

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.

## **JCIDA 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.

### **Activities:**

#### **JCIDA MICRO LOANS:**

##### **JuJu 66 Real Fruit Smoothie and Fresh Tea:**

\$30,000 Loan; 3 full time and 2 part time jobs created

JuJu 66 is a smoothie bar that has opened in the Salmon Run Mall. Their mission is to provide a healthy, tasty and refreshing experience using all natural ingredients. The menu offers a variety of different fruit smoothie and tea flavors. The main goal is to make sure the fruit for a smoothie is freshly prepared and the tea is brewed every morning before the store opens.

### **The Scrub Hub**

\$18,656 Loan; 4 full time jobs created

The loan will be used to expend their current facility located at 19033 US Route 11, Watertown, NY 13601. The Scrub Hub is a clothing retailer specializing in uniforms for the medical industry.

### **Mr.Ricks Bakery**

\$20,000 Loan; Retain 8 full-time jobs and 6 part-time jobs

This working capital loan will be used to offset financial hardship due to the closing of NYS Rt. 11 for the replacement of the Mill Creek Bridge. Mr. Rick's bakery will be hiring an intern for the summer of 2018. Mr. Rick's bakery is an established business in Jefferson County, New York for almost 18 years.

### **Painful Acres**

\$40,000 Loan; Retain 1 full-time and 2 part-time jobs

Painful Acres is a handcrafted Amish furniture business, selling products both off the floor and through special order. 35% of the products are sold off the floor while the remaining 65% are special orders. The business has a strong 14 year history at their present location. The new owners of the business believe that with expanded store hours and a larger presence at local shows they will be able to build on the profits currently enjoyed by the business.

### **Main Street Crafts and Drafts**

\$7,150 Loan; Retain 2 full-time jobs and create 2 full-time jobs

Main Street Crafts and Drafts is a summer seasonal DIY Art Bar start-up business serving the local and tourism economies of Northern New York. In the spirit of traveling sip and paint classes and the growing craft entertainment industries, Main Street Crafts and Drafts centralizes the locale in an all-in-one craft studio, with a number of DIY guided projects, all against the backdrop of fun and libations. Main Street Crafts and Drafts is the future of blending crafting and fun in a bar environment.

### **1000 Islands Habitat for Humanity**

\$40,000 Loan; Create 2 full-time jobs and 6 part-time jobs

The 1000 Islands Habitat for Humanity is creating a Habitat ReStore. The mission of a Habitat ReStore is to further the ministry of Habitat for Humanity by providing additional funding through the sale of merchandise so that a local Habitat affiliate can help more families build, renovate or repair their homes. Habitat ReStores are retail stores that sell new and gently used donated goods from individuals, distributors, manufacturers, and dealers, which are then sold to the public.