



Jefferson County Industrial Development Agency

2018-2019 Annual Report
Jefferson County Industrial Development Agency (JCIDA)

CEO'S ANNUAL MESSAGE—2019

The year just passed was, in retrospect, typical—sprinkled with a few difficult failures but laced with enough successes to declare victory for our community.

In August of this year, I completed my 55th year—yes, five- and one-half decades of working for the community either as a volunteer or as a development professional. I am of the opinion, for which you are entitled to disagree, those years have allowed me a perspective on developing our community that only time can provide.

Economic and community development has never been an easy task in Northern New York and this past year was no exception.

With New York State traditionally being near the bottom of business-friendly States in our Union, the developer's task certainly becomes more problematic and approaches to charting the best course for development is much more of a challenge.

That said, our community has a significant measure of excellent qualities that will continue to be the basis for our development efforts.

Our people are warm and friendly, our environment is clean and welcoming, our work-ethic is top-rated, our educational system ranks among the best and our communities remain committed to self-improvement.

While at the top of our game in some areas, there is certainly room for improvement. For Jefferson County to fully succeed, we must define, in a much more effective way, what is our vision or direction. If we are to capture the brass ring, we need to set about developing well-thought out, consensus-driven, community goals and objectives.

You've probably heard the adage that goes something like—'no one is going to get aboard the train if they don't know where the train is headed'—it is the same for community development.

Our communities and our businesses share one thing in common—there is never enough resources to go around which is the very point about developing a plan which focuses those resource in a laser-guided direction.

Espousing the concept of 'status quo' no longer is an option. The world is changing at a rate unseen in the history of man and the pace does not seem to be slackening. It may not all be good but there is no question, dramatic change is happening, and we need to meet that change head-on. Embrace it, take advantage of it, otherwise we are in for a difficult time in the years ahead.

Someone recently asked me why I do this job. The simplest answer I can come up with is 1200. That is the number of young people who graduate from our Jefferson County High Schools, on average, each year.

All of us in this business are fully committed to achieving the goal of leaving this place with a future for our young people. Your staff at Jefferson County Industrial Development Agency, the Jefferson County Local Development Corporation and the Jefferson County Civic Facilities Bond Corporation spend hours and hours each day doing all that we can to foster this development but frankly nothing much happens without the full support of the communities we serve and the local governments we work with. ECONOMIC AND COMMUNITY DEVELOPMENT IS A 'TEAM SPORT'.

The year ahead will be one of critical choices as development on several fronts, picks up momentum. Alternative energy development, value-added agricultural expansion, service sector and artificial intelligence growth will accelerate which, coupled with our traditional underpinnings of the tourist and agriculture sectors will provide exciting potential for growth.

If there are storm clouds on the horizon, it relates to the size and skill level of our workforce. If these resource areas cannot be improved, our growth will come to a standstill. Yes, this not just an issue for Jefferson County but with the proper focus, we can and must do something about it. Commitment on the part of all us, led by the superb resources at Jefferson Community College and the Jefferson-Lewis Board of Cooperative Educational Services, we can take on the challenge—not only with an eye toward meeting the challenge but exceeding it so that we have further underpinnings for growth.

The year ahead is both exciting and challenging. By all of us working together we can realize the potential only open to those willing to aggressively pursue that potential.

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:

Above Reality – Virtual Sports Complex

\$40,000 Loan; 5 Jobs Created

Above Reality is a virtual simulator business that will offer leagues, competitions and other special events indoors to golfers. Golf simulators are machines that mimic a round of golf, but indoors. Customers swing a real golf club and can watch the results on a video screen. Additionally, customers can enjoy a simulated golf experience on famous courses typically out of reach for the average golfer.

Scoops Ice Cream at Colleen's Cherry Tree Inn

\$40,000 Loan; 4 Jobs Created, 23 Jobs Retained

Scoops Ice Cream at Colleen's Cherry Tree Inn is the addition of an ice cream stand to the current restaurant business. This will be a typical Ice cream business model where customers can enjoy some ice cream and enjoy the world class view of Henderson Harbor, New York.

Robert L. Gould -UPS Store Alexandria Bay

\$40,000 Loan; 5 jobs created

The UPS Store brand is the biggest and best-known name in retail shopping centers. The UPS Store is the global leader in the marketplace with over 4,400 locations. Entrepreneur Magazine currently lists the UPS Store as number 17 in its ranking of the Top 500 Franchises. This UPS Store will be in Alexandria Bay, New York. It will serve local Alexandria Bay residents and the large tourist population visiting the area.

The Sandwich Bar

\$19,000 Loan; 8 Jobs Created

The Sandwich Bar will be a walk up to the counter and place your order with the option of dining in or carry out. The Sandwich Bar will be specializing in selling fresh sandwiches, soups, and desserts to local customers as well as visitors that will walk down Main Street in Sackets Harbor, New York.

Lease / Lease back

Resolution 02.14.2019.03

Turning Point of the Black River LLC

Resolution of the Jefferson County Industrial Development Agency taking official action toward the Lease-Leaseback Transaction with Turning Point of the Black River LLC, For the purpose of renovating and equipping an abandoned warehouse located at 0 Dock Street in the Village of Carthage, Jefferson County, New York as a restaurant and banquet hall with certain sales tax exemption not to exceed \$65,280.00.