



**Jefferson County Local Development Corporation**

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

2017-2018 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:**

### **Loan: \$98,082.00 Watertown Industrial Center LDC**

The Watertown Industrial Center LDC requested and received a loan in the amount of \$98,082.00. This loan will be used to renovate the northeast corner of Building A at the Watertown Center for Business and Industry to provide an additional 33,432 square feet for Jain Irrigation to use as warehouse space.

### **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 2017-2018 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.

### **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 the Fort Drum Regional Liaison Organization (FDRLO) to promote the tri-county region's collective assets and its proximity to Fort Drum as a means 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.

### **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.

## **2018 Report on Agricultural Development**

On December 11, 2018 our office celebrated 18 years of agricultural economic development, assisting in the retention, growth and promotion of agriculture in Jefferson County. Through those years, we've been guided by a group of farmers, agribusiness and agricultural agency representatives. Originally the group was organized as the Jefferson County Agricultural Development Corporation which later became the Jefferson County Agricultural Development Council. These representatives are the "think tank" that guides the program. We appreciate their tremendous service to agriculture and our agency.

It is important to recognize the Jefferson County Board of Legislators. It was the Board of Legislators back in 2000 that created the Agricultural Coordinator position and provided funding for the Coordinator's work and continues to provide strong support for the effort today. The agricultural industry in Jefferson County enjoys some of the strongest support from a County Board of Legislators as any County across New York State.

Our agricultural economic development program has four areas of focus.

### **Identifying Agricultural Needs and Developing Solutions –**

We assisted local farms that identified low hanging utility lines blocking access to farm fields. In some cases, farms had no access to their fields because a utility subcontractor installed lines 8 to 10 feet off the ground, making it impossible for farm equipment to get through. We identified the right contact people to assist the farms in getting the problem resolved and coordinated between the farm and the utility to identify the lines and get them raised. Our work also benefitted other farms across NYS and the problem extended out beyond Jefferson County. Through our contacts, other farmers were able to fix problems in their fields.

We assisted a local dairy farm that sustained major storm damage to their fields from flooding, help them find financial and technical assistance.

Jefferson – Lewis BOCES, Jefferson Community College and SUNY Canton came to our office in a joint meeting to discuss how to better address the educational and workforce development needs of agriculture. Jefferson County Economic Development continues to work with all three to improve our workforce development programming for agriculture.

We assisted a local farm winery that was experiencing challenges with their local tax assessment. We helped the winery get a clarification on their participation in the Agricultural Value Assessment program from New York State which saved the farm winery thousands of dollars in tax increases.

### **Agricultural Financing –**

Our office assisted two local maple syrup producers with accessing information about the maple syrup producer's loan fund at the Development Authority of the North Country. We worked with local dairy farms applying for grants and loans to sustain and grow their operations. Jefferson County Economic Development connected the Harvest NY program through Cornell University with a funding source to help offset costs on some of their educational programming. Through our assistance, a local developer has applied for grant funds to run necessary infrastructure into the Thousand Islands International Agribusiness Park.

### **Agricultural Marketing –**

Jefferson County Economic Development advertises in Northeast Dairy Foods Magazine and online to attract agribusiness, especially dairy manufacturing, to our area. We are working with our European marketing firm to again identify food processing companies that may be interested in locating into the USA.

Jefferson County Economic Development is a proud sponsor of the "Local Food Guide" published by Cornell Cooperative Extension of Jefferson County. We promote our local farmers markets online, on the radio, and through other means, frequently. On our Jeffersoncountyagriculture.com website, we have a section listing all the known value added farm stands, farmer markets, and other products.

### **Education and Public Relations –**

Our weekly radio show, The Home Grown Show, has been on the air for 17 years informing the public about agricultural issues and events. Our office produces the annual Jefferson County Dairy Parade in conjunction with the Dairy Festival produced by the Jefferson County Dairy Promotion Board and Cornell Cooperative Extension of Jefferson County. In 2017 we started the Jefferson County Farmer's Luncheon series featuring guest speakers on a variety of agricultural topics. We hold the luncheon once a month from October to March.

Our office frequently works with the news media, helping reporters find the answers and interviews they need to complete an agricultural story. Many times a local agricultural story you see in the paper, online, or on local TV news, has received assistance from us in finding out who the right contact person is for the story or where to go for supporting data.

Jefferson County Economic views agriculture equally with other sectors of our local economy. Our staff works hard to help our farmers, agribusinesses and manufacturers. We believe agriculture is a key to growing our local economy.

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### **Manufacturing Council**

Carson Lennox (CHAIR), Jain Irrigation

Julie Pecori, Advanced Blasting Systems

George Anderson, Current Applications

John Chatterton, New York Air Brake

Tracy Gyoerkoe, Jefferson-Lewis BOCES

Greg Hart, Workforce Development Institute

Rich O'Connor, Taylor Concrete

Steven Lockwood, CITEC Business Solutions

Rob Oram, Hi-Lite Airfield Services

### **Marketing Council**

Gary DeYoung, 1000 Islands Tourism Council

Leslie DiStefano, Suny Jefferson

Kevin Richardson, Agbotic

Peter Whitmore, Jefferson County Historical Society

Kelly Reinhardt, The BC Group

Cyd Converse, [www.thesweetestoccasion.com](http://www.thesweetestoccasion.com)

Kylie Peck, Greater Watertown North County Chamber of Commerce

Cindy Lawrence, Watertown International Airport