

Notice of Board Meeting

Date: January 20, 2022

To: W. Edward Walldroff
David Converse
Kent Burto
John Jennings
Gregory Gardner
Paul Warneck
William Johnson
Lisa L'Huillier
Christine Powers
Robert Aiken

From: Chairman Robert Aliasso

Re: Notice of Board of Directors' Meeting

The Jefferson County Local Development Corporation will hold their monthly Board Meeting on **Thursday, February 3, 2022 at 8:00 a.m.** in the board room at 800 Starbuck Avenue, Watertown, NY.

The live stream link will be available at www.jcida.com.

Zoom:

<https://us02web.zoom.us/j/84355250468?pwd=R0t4VjRPdGJBZDJrL2JQYVVVjKytDdz09>

If the link doesn't work, click on Join Meeting and enter the information below:

Meeting ID: 843 5525 0468

Passcode: 011440

1-929-205-6099 US (New York)

Please confirm your attendance with Peggy Sampson pssampson@jcida.com at your earliest convenience.

pss

c: David Zembiec, CEO
Marshall Weir
Lyle Eaton
Jay Matteson
Justin Miller, Esq.
Media

REVISED BOARD MEETING AGENDA
Thursday, February 3, 2022 – 8:00 a.m.

- I. Call to Order**
- II. Pledge of Allegiance**
- III. Privilege of the Floor**
- IV. Minutes – January 6, 2022**
- V. Treasurer’s Report – January 31, 2022**
- VI. Committee Reports**
- VII. Council Reports**
 - a. Jefferson County Agricultural Development**
 - b. Manufacturing**
 - c. Marketing**
- VIII. Unfinished Business**
- IX. Counsel**
- X. New Business**
 - 1. Resolution No. 02.03.2022.01 for Contract for Ag Conference Speaker**
 - 2. Child Care Development Program Memorandum of Agreement**
- XI. Adjournment**

**Jefferson County Local Development Corporation
Board Meeting Minutes
January 6, 2022**

PDF A 1111

The Jefferson County Local Development Corporation held their board meeting on Thursday, January 6, 2022 in the board room at 800 Starbuck Avenue, Watertown, NY.

Present:, Robert E. Aliasso, Jr., W. Edward Walldroff,

Zoom: John Jennings, Kent Burto, Gregory Gardner, Paul Warneck, Christine Powers, Rob Aiken, Lisa L'Huillier, David Converse, William Johnson

Excused: None

Absent: None

Also Present (Zoom): Justin Miller, Esq., Craig Fox (Watertown Daily Times)

Staff Present: David Zembiec, Marshall Weir, Lyle Eaton, Peggy Sampson, Joy Nuffer

I. Call to Order: Chairman Aliasso called the meeting to order at 8:00 a.m.

II. Pledge of Allegiance

III. Privilege of the Floor: Chairman Aliasso invited guests to speak. No one spoke.

IV. Minutes: Minutes of the annual meeting held December 2, 2021 were presented. A motion to approve the minutes as presented was made by Mr. Walldroff, seconded by Mr. Converse. All in favor. Carried.

V. Treasurer's Report: Mr. Warneck reviewed the financials for the period ending December 31, 2021. He said the report shows that LCO Destiny is behind two months; however, they have since made the payments and are now current. A motion was made by Mr. Warneck to accept the financial report as presented, seconded by Mr. Jennings. All in favor. Carried.

Chairman Aliasso asked if the financials will reflect the change to a calendar year on next month's financial statements. Ms. Nuffer said that they are working with our I.T. to figure out how to accomplish it. Mr. Eaton noted that he can't close the year ending 12/31/21 until the stub audit is complete.

VI. Committee Reports: None.

VII. Council Reports:

a. Ag – No report.

b. Manufacturing – Mr. Zembiec said that he continues to work with Lewis County on the joint manufacturing forum that will be held in March or April.

c. Marketing – No report.

VIII. Unfinished Business: None.

Jefferson County Local Development Corporation
Board Meeting Minutes
January 6, 2022

DRAFT

IX. Counsel: None.

X. New Business:

1. **Bowers & Co. Engagement Letter for Stub Period Audit (10/1/21 – 12/31/21)** – Chairman Aliasso said that the audit is expected to begin on January 31, 2022, and will cost \$4,000 (\$3,700 for the audit and \$300 for the preparation of the information returns). A motion was made by Mr. Johnson to approve the stub period audit, seconded by Mr. Gardner. All in favor. Carried.
2. **American Recovery Plan Funds from Jefferson County** – Mr. Zembiec said that the County had approved the allocation to our agencies in the budget and received full board approval on Tuesday. He said that we will be receiving an MOU to consider for these funds. He noted that some of the money will be for JCLDC and some for the JCIDA. He said that the LDC items will include the food resiliency program, grants for dairy processing and ag value-added programs, expand the childcare program, landlord assistance and a grant program to help small businesses with technology to operate more efficiently. He said the IDA allocation will go toward the PCB Remediation at 146 Arsenal Street and the sewer project at the Business Complex at the airport. Mr. Warneck asked how much the agencies will receive. Mr. Zembiec said approximately \$4.6 million.

Mr. Johnson said that the County received \$20 million, and the current allocation is part of the first \$10 million. He said that they will be looking for items for the next \$10 million.

Mr. Burto congratulated Mr. Johnson on his recent appointment to Chairman of the Jefferson County Board of Legislators.

XI. **Adjournment:** With no further business before the board, a motion to adjourn was made by Mr. Warneck, seconded by Ms. Powers. All in favor. The meeting adjourned at 8:12 a.m.

Respectfully submitted,

Peggy Sampson

JEFFERSON COUNTY LOCAL DEVELOPMENT CORPORATION
Income Statement for the Four Month Period Ending January 31, 2022

Prepared by Joy Nuffer, January 26, 2022

UNRECONCILED

| | Current Year Budget | Year-to-Date Total | Current Month | Previous Month | Balance Remaining |
|-------------------------------------|------------------------|-----------------------|---------------------|--------------------|----------------------|
| Revenues | | | | | |
| Admin Fees | \$ 549,215.00 | 183,072.00 | \$ 45,768.00 | 45,768.00 | 366,143.00 |
| JC Grant Marketing | 275,400.00 | 91,800.00 | 22,950.00 | 22,950.00 | 183,600.00 |
| JC Grant Ag Program | 138,720.00 | 34,680.00 | 0.00 | 11,560.00 | 104,040.00 |
| RLF Interest Income | 30,000.00 | 8,378.14 | 2,765.58 | 1,298.06 | 21,621.86 |
| Interest Income | 1,000.00 | 368.45 | 0.00 | 126.41 | 631.55 |
| Late Fee | 0.00 | 238.58 | 141.56 | 43.12 | (238.58) |
| Miscellaneous Income | 0.00 | 249.99 | 0.00 | 0.00 | (249.99) |
| Total Revenues | 994,335.00 | 318,787.16 | 71,625.14 | 81,745.59 | 675,547.84 |
| Expenses | | | | | |
| Salaries | 467,858.00 | 140,846.81 | 18,707.03 | 56,120.85 | 327,011.19 |
| Benefits | 205,856.00 | 64,117.06 | 17,402.38 | 16,907.00 | 141,738.94 |
| Operations | | | | | |
| Marketing Program | 306,702.00 | 84,949.77 | 18,462.96 | 24,154.24 | 221,752.23 |
| AG Program | 206,930.00 | 66,866.26 | 14,748.99 | 15,416.46 | 140,063.74 |
| Office Expense | 19,000.00 | 3,534.14 | 149.68 | 1,671.04 | 15,465.86 |
| Payroll Processing | 3,500.00 | 1,233.62 | 422.78 | 270.28 | 2,266.38 |
| Office Rent | 17,753.00 | 5,986.32 | 1,496.58 | 1,496.58 | 11,766.68 |
| Project Loan Rent | 55,943.00 | 18,647.48 | 4,661.87 | 4,661.87 | 37,295.52 |
| Office Cleaning | 11,000.00 | 3,449.32 | 818.04 | 836.08 | 7,550.68 |
| Telephone | 7,000.00 | 2,379.86 | 453.52 | 522.60 | 4,620.14 |
| Equipment Rental | 3,500.00 | 1,361.08 | 340.27 | 340.27 | 2,138.92 |
| Equipment Maintenance | 5,000.00 | 105.94 | 0.00 | 105.94 | 4,894.06 |
| System Maintenance | 2,500.00 | 857.80 | 214.45 | 214.45 | 1,642.20 |
| Electric Service | 4,000.00 | 1,163.95 | 0.00 | 397.85 | 2,836.05 |
| Gas Service | 3,000.00 | 685.52 | 0.00 | 352.58 | 2,314.48 |
| Business Support | 7,500.00 | 0.00 | 0.00 | 0.00 | 7,500.00 |
| Safety Training | 0.00 | 280.00 | 0.00 | 0.00 | (280.00) |
| Travel/Promotion/Meals | 7,500.00 | 1,286.87 | 0.00 | 339.26 | 6,213.13 |
| Staff Training & Seminars | 3,000.00 | 0.00 | 0.00 | 0.00 | 3,000.00 |
| Depreciation F&F | 15,000.00 | 5,026.80 | 1,256.70 | 1,256.70 | 9,973.20 |
| Dues & Publications | 7,000.00 | 8,446.00 | 2,000.00 | 1,121.00 | (1,446.00) |
| Commercial Insurance | 3,500.00 | 0.00 | 0.00 | 0.00 | 3,500.00 |
| Legal Unrestricted | 1,000.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| Accounting & Auditing | 7,000.00 | 6,500.00 | 0.00 | 0.00 | 500.00 |
| CEDS Update | 7,500.00 | 0.00 | 0.00 | 0.00 | 7,500.00 |
| Fees Expense | 300.00 | 275.00 | 0.00 | 275.00 | 25.00 |
| Covid Grant | 10,000.00 | 2,500.00 | 2,500.00 | 0.00 | 7,500.00 |
| Reallocated Program Expenses | (393,506.00) | (131,806.84) | (31,919.95) | (31,916.38) | (261,699.16) |
| Miscellaneous - Unrestricted | 500.00 | 0.00 | 0.00 | 0.00 | 500.00 |
| Total Operations | 995,836.00 | 288,692.76 | 51,715.30 | 94,543.67 | 707,143.24 |
| Total Revenue | 994,335.00 | 318,787.16 | 71,625.14 | 81,745.59 | 675,547.84 |
| Total Expenses | 995,836.00 | 288,692.76 | 51,715.30 | 94,543.67 | 707,143.24 |
| Net Income Over Expenditures | \$ (1,501.00) | 30,094.40 | \$ 19,909.84 | (12,798.08) | (31,595.40) |

For Internal Use Only

JEFFERSON COUNTY LOCAL DEVELOPMENT CORPORATION**AG Program Expense Statement for the Four Month Period Ending January 31, 2022**

Prepared by Joy Nuffer, January 26, 2022

UNRECONCILED

| | Current Year Budget | Year-to-Date Total | Current Month | Previous Month | Balance Remaining |
|------------------------------|------------------------|-----------------------|------------------|-------------------|----------------------|
| Operations | | | | | |
| AG Annual Meeting | \$ 5,000.00 | 0.00 | \$ 0.00 | 0.00 | 5,000.00 |
| AG Office Expense | 1,000.00 | 216.17 | 0.00 | 0.00 | 783.83 |
| AG Advertising | 4,000.00 | 2,860.00 | 300.00 | 0.00 | 1,140.00 |
| AG Printed Material | 1,000.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| AG Membership/Dues | 400.00 | 99.00 | 0.00 | 0.00 | 301.00 |
| AG Business Attraction | 3,500.00 | 300.00 | 0.00 | 0.00 | 3,200.00 |
| AG Subscriptions | 200.00 | 119.88 | 0.00 | 119.88 | 80.12 |
| AG Travel/Meals/Lodging | 4,000.00 | 51.16 | 0.00 | 51.16 | 3,948.84 |
| AG Web Site Development | 2,000.00 | 0.00 | 0.00 | 0.00 | 2,000.00 |
| AG Misc Program Expenses | 1,000.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| AG Development | 0.00 | 497.05 | 0.00 | 0.00 | (497.05) |
| Local Food Guide | 800.00 | 800.00 | 0.00 | 800.00 | 0.00 |
| Salary Overhead | 94,760.00 | 29,124.14 | 7,290.10 | 7,290.10 | 65,635.86 |
| FICA Overhead | 5,686.00 | 1,493.48 | 427.24 | 427.24 | 4,192.52 |
| Medicare Overhead | 1,327.00 | 399.28 | 99.92 | 99.92 | 927.72 |
| Health/Dental Ins Overhead | 29,476.00 | 10,015.65 | 2,506.59 | 2,503.02 | 19,460.35 |
| Retirement Overhead | 8,528.00 | 5,925.74 | 437.40 | 437.40 | 2,602.26 |
| Indirect Labor Allocation | 39,125.00 | 13,041.68 | 3,260.42 | 3,260.42 | 26,083.32 |
| Non Labor Allocated Overhead | 5,128.00 | 1,923.03 | 427.32 | 427.32 | 3,204.97 |
| Total Operations | 206,930.00 | 66,866.26 | 14,748.99 | 15,416.46 | 140,063.74 |

JEFFERSON COUNTY LOCAL DEVELOPMENT CORPORATION**Manuf. & Business Support Expense Statement for the Four Month Period Ending January 31, 2022**

Prepared by Joy Nuffer, January 26, 2022

UNRECONCILED

| | Current Year Budget | Year-to-Date Total | Current Month | Previous Month | Balance Remaining |
|-------------------------|------------------------|-----------------------|------------------|-------------------|----------------------|
| Operations | | | | | |
| Business Support | \$ 7,500.00 | 0.00 | \$ 0.00 | 0.00 | 7,500.00 |
| Safety Training | 0.00 | 280.00 | 0.00 | 0.00 | (280.00) |
| Total Operations | <u>7,500.00</u> | <u>280.00</u> | <u>0.00</u> | <u>0.00</u> | <u>7,220.00</u> |

JEFFERSON COUNTY LOCAL DEVELOPMENT CORPORATION**Marketing Program Expense Statement for the Four Month Period Ending January 31, 2022**

Prepared by Joy Nuffer, January 26, 2022

UNRECONCILED

| | Current Year Budget | Year-to-Date Total | Current Month | Previous Month | Balance Remaining |
|-------------------------------|------------------------|-----------------------|------------------|-------------------|----------------------|
| Operations | | | | | |
| Advertising Expense | \$ 46,600.00 | 8,654.75 | \$ 557.00 | 2,367.90 | 37,945.25 |
| Canadian Marketing | 15,000.00 | 0.00 | 0.00 | 0.00 | 15,000.00 |
| Printed Material | 2,000.00 | 0.00 | 0.00 | 0.00 | 2,000.00 |
| Seminars Workshops Publicatio | 2,000.00 | 525.80 | 0.00 | 0.00 | 1,474.20 |
| Travel/Meals/Promotion | 3,000.00 | 37.35 | 0.00 | 37.35 | 2,962.65 |
| Public Relations | 3,000.00 | 0.00 | 0.00 | 0.00 | 3,000.00 |
| Web Site Dev & Promo Design | 10,000.00 | 1,170.00 | 435.00 | 150.00 | 8,830.00 |
| Events Sponsorship | 10,250.00 | 4,678.03 | 0.00 | 4,128.03 | 5,571.97 |
| Survey Monkey | 200.00 | 0.00 | 0.00 | 0.00 | 200.00 |
| Drum Country Business | 5,000.00 | 0.00 | 0.00 | 0.00 | 5,000.00 |
| Allocated Overhead | 209,652.00 | 69,883.84 | 17,470.96 | 17,470.96 | 139,768.16 |
| | <u>306,702.00</u> | <u>84,949.77</u> | <u>18,462.96</u> | <u>24,154.24</u> | <u>221,752.23</u> |
| Total Operations | 306,702.00 | 84,949.77 | 18,462.96 | 24,154.24 | 221,752.23 |

Jefferson County Local Development Corp
Balance Sheet
January 31, 2022

ASSETS

| | | |
|------------------------------|----|----------------------------|
| Current Assets | | |
| General Checking | \$ | 58,509.97 |
| Savings Account | | 1,339,386.06 |
| RLF Savings | | 1,540,828.92 |
| RLF Loans Receivable | | 492,384.82 |
| N Grid Mkt Grant European | | 12,500.00 |
| COVID Accounts Receivable | | 207,244.84 |
| Clayton Loans Receivable | | 10,000.00 |
| Miscellaneous Recievable | | 7,500.00 |
| LHI Records Storage | | 87,029.51 |
| Prepaid Expense | | 7,833.76 |
| | | <hr/> |
| Total Current Assets | | 3,763,217.88 |
| Property and Equipment | | |
| Accumulated Depreciation | | (65,254.90) |
| | | <hr/> |
| Total Property and Equipment | | (65,254.90) |
| Other Assets | | |
| Furniture & Fixtures | | 70,387.89 |
| WIP Telephone System | | 3,255.00 |
| | | <hr/> |
| Total Other Assets | | 73,642.89 |
| | | <hr/> |
| Total Assets | \$ | <u><u>3,771,605.87</u></u> |

LIABILITIES AND CAPITAL

| | | |
|--------------------------------|----|----------------------------|
| Current Liabilities | | |
| JC Grant-Marketing | \$ | 183,600.00 |
| Deferred Mkt. Grant European | | 12,500.00 |
| | | <hr/> |
| Total Current Liabilities | | 196,100.00 |
| Long-Term Liabilities | | |
| | | <hr/> |
| Total Long-Term Liabilities | | 0.00 |
| | | <hr/> |
| Total Liabilities | | 196,100.00 |
| Capital | | |
| General Fund Bal - Unrestrict. | | 3,545,411.47 |
| Net Income | | 30,094.40 |
| | | <hr/> |
| Total Capital | | 3,575,505.87 |
| | | <hr/> |
| Total Liabilities & Capital | \$ | <u><u>3,771,605.87</u></u> |

Jefferson County Local Development Corp

Receivables

As of January 31, 2022

| Customer | Orig Loan | Balance | Issued | Maturity | Terms | Status | Payment |
|----------------------|------------|-------------------|----------|-----------|----------------|-------------------|----------|
| JAY CANZONIER | 100,000.00 | 38,562.81 | 4/26/17 | 7/1/2026 | 3%- 84 Months | Current | 726.73 |
| CLAYTON ISLAND TOURS | 40,000.00 | 35,221.34 | 4/29/20 | 5/1/2026 | 5%-73 Months | Current | 754.85 |
| CLAYTON YACHT CLUB | 40,000.00 | 40,000.00 | 8/4/21 | 8/1/2027 | 3%-73 Months | Current-Int. only | 100.00 |
| CRESCENT YACHT CLUB | 40,000.00 | 39,995.46 | 9/8/21 | 9/1/2027 | 3%-73 Months | Current-Int. only | 100.00 |
| CURRENT APPS | 187,500.00 | 117,581.56 | 12/14/11 | 1/1/2032 | 5% 240 Months | Current | 1,237.42 |
| DIPRINZIO'S KITCHEN | 5,000.00 | 5,000.00 | 1/22/21 | 2/1/2027 | 3%, 60 Months | Current-Int only | 12.50 |
| DIPRINZIO'S MARKET | 5,000.00 | 5,000.00 | 1/22/21 | 2/1/2027 | 3%, 60 Months | Current-Int only | 12.50 |
| LCO DESTINY, LLC | 600,000.00 | 78,788.20 | 9/29/15 | 7/1/2022 | 5%, 60 Months | 30 Days | 2,000.00 |
| WICLDC | 200,000.00 | 104,267.45 | 12/1/10 | 1/1/2031 | 3%, 240 Months | Current | 1,109.20 |
| WICLDC-JAIN | 98,082.50 | 37,968.00 | 9/10/18 | 10/1/2023 | 3.5% 60 Months | Current | 1,784.29 |
| Report Total | | 502,384.82 | | | | | |
| | | | | | | | |
| | | | | | | | |

**Jefferson County Local Development Corp
RLF RECEIVABLES
As of Jan 31, 2022**

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

| Customer ID Customer Bill To Contact Telephone 1 | Invoice/C | Amount Due |
|---|-----------|-------------------------|
| CANZONIER JAY CANZONIER D/B/A NORTH BRANCH FARMS | 2086 | 38,562.81 |
| | | <hr/> 38,562.81 |
| CANZONIER JAY CANZONIER D/B/A NORTH BRANCH FARMS | | |
| CLAYTON ISLAND CLAYTON ISLAND TOURS | 2242 | 35,221.34 |
| | | <hr/> 35,221.34 |
| CLAYTON ISLAND CLAYTON ISLAND TOURS | | |
| CLAYTON YACHT CLAYTON YACHT CLUB, INC. | 2344 | 40,000.00 |
| | | <hr/> 40,000.00 |
| CLAYTON YACHT CLAYTON YACHT CLUB, INC. | | |
| CRESCENT YACHT CLUB CRESCENT YACHT CLUB | 2350 | 39,995.46 |
| | | <hr/> 39,995.46 |
| CRESCENT YACHT CLUB CRESCENT YACHT CLUB | | |
| CURRENT CURRENT APPLICATIONS | 11-30-11 | 117,581.56 |
| | | <hr/> 117,581.56 |
| CURRENT CURRENT APPLICATIONS | | |
| LCO LCO DESTINY, LLC | 2013 | 78,788.20 |

Jefferson County Local Development Corp
RLF RECEIVABLES
As of Jan 31, 2022

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

| Customer ID Customer Bill To Contact Telephone 1 | Invoice/C | Amount Due |
|---|------------------|-------------------------|
| LCO LCO DESTINY, LLC | | 78,788.20 |
| WIC WICLDC | 1907 RLF LOA | 104,267.45 37,968.00 |
| WIC WICLDC | | 142,235.45 |
| Report Total | | 492,384.82 |

Jefferson County Local Development Corp
COVID RECEIVABLES
As of Jan 31, 2022

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

| Customer ID Customer Bill To Contact Telephone 1 | Invoice/C | Amount Due |
|--|-----------|-----------------|
| AUBREYS AUBREYS SHOPPING CENTER | 2241 | 8,751.61 |
| AUBREYS AUBREYS SHOPPING CENTER | | 8,751.61 |
| BROTHERTON STEVEN BROTHERTON | 2252 | 7,488.67 |
| BROTHERTON STEVEN BROTHERTON | | 7,488.67 |
| CCTI COLLEENS CHERRY TREE INN | 2238 | 9,157.01 |
| CCTI COLLEENS CHERRY TREE INN | | 9,157.01 |
| CORNELIA LAURIE A. CORNELIA | 2240 | 8,742.08 |
| CORNELIA LAURIE A. CORNELIA | | 8,742.08 |
| CRAFTS & DRAFTS MAIN STREET CRAFTS & DRAFTS | 2256 | 4,454.54 |
| CRAFTS & DRAFTS MAIN STREET CRAFTS & DRAFTS | | 4,454.54 |
| DEMAR AMY S. DEMAR | 2237 | 8,751.61 |

**Jefferson County Local Development Corp
 COVID RECEIVABLES
 As of Jan 31, 2022**

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

| Customer ID Customer Bill To Contact Telephone 1 | Invoice/C | Amount Due |
|---|-----------|------------|
| DEMAR AMY S. DEMAR | | 8,751.61 |
| ELMER KATHLEEN ELMER | 2253 | 8,931.72 |
| ELMER KATHLEEN ELMER | | 8,931.72 |
| FIELD FIELD OF DREAMS, LLC | 2267 | 9,222.68 |
| FIELD FIELD OF DREAMS, LLC | | 9,222.68 |
| GOULD ROBERT L. GOULD | 2234 | 8,593.80 |
| GOULD ROBERT L. GOULD | | 8,593.80 |
| GRAPES BUSTED GRAPES,LLC | 2250 | 8,838.52 |
| GRAPES BUSTED GRAPES,LLC | | 8,838.52 |
| HERMAN BONNIE HERMAN | 2235 | 8,751.61 |
| HERMAN BONNIE HERMAN | | 8,751.61 |

**Jefferson County Local Development Corp
 COVID RECEIVABLES
 As of Jan 31, 2022**

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

| Customer ID Customer Bill To Contact Telephone 1 | Invoice/C | Amount Due |
|---|-----------|------------|
| MILLER GAIL W. MILLER | 2236 | 8,751.61 |
| MILLER GAIL W. MILLER | | 8,751.61 |
| MORGIA MORGIA MASONRY | 2264 | 8,909.03 |
| MORGIA MORGIA MASONRY | | 8,909.03 |
| NORTH BRANCH NORTH BRANCH FARMS | 2262 | 8,909.03 |
| NORTH BRANCH NORTH BRANCH FARMS | | 8,909.03 |
| NORTHERN NORTHERN COMMERCIAL CLEANING | 2263 | 8,565.38 |
| NORTHERN NORTHERN COMMERCIAL CLEANING | | 8,565.38 |
| NORTHROP MICHAEL NORTHROP | 2245 | 8,593.80 |
| NORTHROP MICHAEL NORTHROP | | 8,593.80 |
| PAINFULL PAINFULL ACRES | 2255 | 4,055.60 |

**Jefferson County Local Development Corp
 COVID RECEIVABLES
 As of Jan 31, 2022**

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

| Customer ID Customer Bill To Contact Telephone 1 | Invoice/C | Amount Due |
|---|-----------|------------|
| PAINFULL PAINFULL ACRES | | 4,055.60 |
| RHODES RHODES GREENHOUSES, INC | 2261 | 8,909.03 |
| RHODES RHODES GREENHOUSES, INC | | 8,909.03 |
| SAMPSON-MELISSA MELISSA SAMPSON | 2254 | 9,066.05 |
| SAMPSON-MELISSA MELISSA SAMPSON | | 9,066.05 |
| SKINNER SCOTT P. SKINNER | 2248 | 8,751.61 |
| SKINNER SCOTT P. SKINNER | | 8,751.61 |
| THOMAS CAROL THOMAS | 2243 | 8,593.80 |
| THOMAS CAROL THOMAS | | 8,593.80 |
| TILLSON ALISHA TILLSON | 2249 | 8,435.59 |
| TILLSON ALISHA TILLSON | | 8,435.59 |

**Jefferson County Local Development Corp
 COVID RECEIVABLES
 As of Jan 31, 2022**

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

| Customer ID Customer Bill To Contact Telephone 1 | Invoice/C | Amount Due |
|---|-----------|-------------------|
| WILLS GREG WILLS | 2246 | 8,276.99 |
| WILLS GREG WILLS | | 8,276.99 |
| WINKLER STEPHEN WINKLER | 2268 | 6,677.42 |
| WINKLER STEPHEN WINKLER | | 6,677.42 |
| ZERO ZERO DOCK STREET, LLC | 2280 | 9,066.05 |
| ZERO ZERO DOCK STREET, LLC | | 9,066.05 |
| Report Total | | 207,244.84 |

Jefferson County Local Development Corp
CLAYTON LOAN FUND RECEIVABLES
As of Jan 31, 2022

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

| Customer ID Customer Bill To Contact Telephone 1 | Invoice/C | Amount Due |
|---|------------------|-------------------|
| DIPRINZIO KITCHEN DIPRINZIO'S KITCHEN | 2309 | 5,000.00 |
| | | <hr/> |
| DIPRINZIO KITCHEN DIPRINZIO'S KITCHEN | | 5,000.00 |
| | | <hr/> |
| DIPRINZIO MARKET DIPRINZIO'S MARKET | 2310 | 5,000.00 |
| | | <hr/> |
| DIPRINZIO MARKET DIPRINZIO'S MARKET | | 5,000.00 |
| | | <hr/> |
| Report Total | | 10,000.00 |
| | | <hr/> <hr/> |

Jefferson County Local Development Corp
Cash Receipts Journal
For the Period From Jan 1, 2022 to Jan 31, 2022

Filter Criteria includes: Report order is by Check Date. Report is printed in Detail Format.

| Date | Account ID | Transaction Ref | Line Description | Debit Amnt | Credit Amnt |
|--------|--------------------------------------|-----------------|---|------------|------------------------------|
| 1/6/22 | 202401 202501 100001 | 19369 | DUE JCLDC DUE SHLDC PAINFULL ACRES | 179.69 | 89.85 89.84 |
| 1/6/22 | 122025 407501 112501 | 995001 | Invoice: 2242 1/22 INTEREST CLAYTON ISLAND TOURS | 754.85 | 605.55 149.30 |
| 1/6/22 | 122025 407501 412502 112501 | 47619 | Invoice: 2013 11/21 INTEREST 11/21 LATE FEE LCO DESTINY, LLC | 2,120.00 | 1,657.87 342.13 120.00 |
| 1/6/22 | 122025 407501 112501 | 47618 | Invoice: 2013 12/21 INTEREST LCO DESTINY, LLC | 2,000.00 | 1,664.78 335.22 |
| 1/6/22 | 122025 407501 112501 | 5151 | Invoice: 2086 1/22 INTEREST JAY CANZONIER D/B/A NORTH BRANCH FARMS | 726.73 | 628.75 97.98 |
| 1/6/22 | 122250 407501 112501 | 007728 | Invoice: 2243 1/22 INTEREST CAROL THOMAS | 179.69 | 157.42 22.27 |
| 1/6/22 | 122250 407501 112501 | 48741 | Invoice: 2248 1/22 INTEREST SCOTT P. SKINNER | 179.69 | 157.42 22.27 |
| 1/6/22 | 122250 407501 112501 | 1940 | Invoice: 2237 1/22 INTEREST AMY S. DEMAR | 179.69 | 157.42 22.27 |
| 1/6/22 | 122250 407501 112501 | 8614 | Invoice: 2240 1/22 INTEREST LAURIE A. CORNELIA | 179.69 | 157.42 22.27 |
| 1/6/22 | 122250 407501 112501 | 5152 | Invoice: 2262 1/22 INTEREST NORTH BRANCH FARMS | 179.69 | 157.02 22.67 |
| 1/6/22 | 122250 407501 112501 | 1694 | Invoice: 2241 1/22 INTEREST AUBREYS SHOPPING CENTER | 179.69 | 157.42 22.27 |
| 1/6/22 | 122250 407501 112501 | 1034 | Invoice: 2249 1/22, 2/22, 3/22 INTEREST ALISHA TILLSON | 539.07 | 473.44 65.63 |
| 1/6/22 | 122250 407501 112501 | 1194 | Invoice: 2263 3/22 INTEREST NORTHERN COMMERCIAL CLEANING | 180.00 | 158.20 21.80 |
| 1/6/22 | 122250 407501 112501 | 6241 | Invoice: 2233 INTEREST RBM MANUFACRURING | 6,588.72 | 6,566.05 22.67 |
| 1/6/22 | 122250 721901 | COVID GRANT | Invoice: 2233 RBM MANUFACRURING | 2,500.00 | 2,500.00 |
| 1/6/22 | 122250 | 55735290 | Invo_-19_-253 | | 148.02 |

Jefferson County Local Development Corp Cash Receipts Journal For the Period From Jan 1, 2022 to Jan 31, 2022

Filter Criteria includes: Report order is by Check Date. Report is printed in Detail Format.

| Date | Account ID | Transaction Ref | Line Description | Debit Amnt | Credit Amnt |
|---------|--------------------------------------|-----------------|--|------------|--------------------------|
| | 407501 112501 | | 1/22 INTEREST KATHLEEN ELMER | 170.69 | 22.67 |
| 1/6/22 | 122250 407501 412502 112501 | CASH | Invoice: 2250 11/21 & 12/21 INTEREST 11/21 & 12/21 LATE BUSTED GRAPES,LLC | 390.00 | 322.71 45.73 21.56 |
| 1/6/22 | 122250 407501 112501 | 6153 | Invoice: 2252 INTEREST STEVEN BROTHERTON | 200.00 | 180.38 19.62 |
| 1/6/22 | 122250 407501 112501 | 1395 | Invoice: 2234 1/22 INTEREST ROBERT L. GOULD | 179.69 | 157.42 22.27 |
| 1/6/22 | 407501 112501 | 4943 | 1/22 INTEREST CLAYTON YACHT CLUB, INC. | 100.00 | 100.00 |
| 1/6/22 | 122025 407501 112501 | 3695 | Invoice: 11-30-11 LDCRLF 12/21 INTEREST CURRENT APPLICATIONS | 1,237.42 | 745.09 492.33 |
| 1/6/22 | 122250 407501 112501 | 1033 | Invoice: 2238 11/21 INTEREST COLLEENS CHERRY TREE INN | 180.00 | 156.94 23.06 |
| 1/13/22 | 122025 407501 112501 | 161517 | Invoice: RLF LOAN 12/21 INTEREST WICLDC | 1,784.30 | 1,668.69 115.61 |
| 1/13/22 | 407501 112501 | 1654 | 1/22 INTEREST CRESCENT YACHT CLUB | 100.00 | 100.00 |
| 1/13/22 | 122250 407501 112501 | 1790 | Invoice: 2280 1/22 INTEREST ZERO DOCK STREET, LLC | 179.69 | 156.63 23.06 |
| 1/13/22 | 122250 407501 112501 | 7000118 | Invoice: 2268 INTEREST STEPHEN WINKLER | 1,000.00 | 980.86 19.14 |
| 1/13/22 | 122250 407501 112501 | 7000273 | Invoice: 2245 2/22 INTEREST MICHAEL NORTHROP | 179.69 | 157.81 21.88 |
| 1/13/22 | 122250 407501 112501 | 6427 | Invoice: 2235 1/22 INTEREST BONNIE HERMAN | 179.69 | 157.42 22.27 |
| 1/13/22 | 122250 407501 112501 | 5918 | Invoice: 2255 4/22 INTEREST PAINFULL ACRES | 89.85 | 79.32 10.53 |
| 1/13/22 | 202401 202501 100001 | 1420 | DUE JCLDC DUE SHLDC MAIN STREET CRAFTS & DRAFTS | 179.69 | 89.84 89.85 |
| 1/13/22 | 125001 100001 | 7690 | Invoice: 2355 JEFF COUNTY IDA | 45,768.00 | 45,768.00 |
| 1/20/22 | 122025 | 3711 | Invo -20-307 | | 844.92 |

**Jefferson County Local Development Corp
Cash Receipts Journal
For the Period From Jan 1, 2022 to Jan 31, 2022**

Filter Criteria includes: Report order is by Check Date. Report is printed in Detail Format.

| Date | Account ID | Transaction Ref | Line Description | Debit Amnt | Credit Amnt |
|---------|----------------------------|-----------------|--|------------------|------------------|
| | 407501 112501 | | 1/22 INTEREST WICLDC | 1,109.20 | 264.28 |
| 1/20/22 | 122250 407501 112501 | 7741 | Invoice: 2243 2/22 INTEREST CAROL THOMAS | 179.69 | 157.81 21.88 |
| 1/20/22 | 122250 407501 112501 | 4013 | Invoice: 2264 1/22 INTEREST MORGIA MASONRY | 179.69 | 157.02 22.67 |
| 1/20/22 | 122250 407501 112501 | 2219 | Invoice: 2261 1/22 INTEREST RHODES GREENHOUSES, INC | 179.69 | 157.02 22.67 |
| 1/20/22 | 122250 407501 112501 | 5937 | Invoice: 2256 1/22 INTEREST MAIN STREET CRAFTS & DRAFTS | 89.84 | 78.51 11.33 |
| 1/20/22 | 202401 202501 100001 | 19400 | DUE JCLDC DUE SHLDC PAINFULL ACRES | 179.69 | 89.85 89.84 |
| 1/27/22 | 122250 407501 112501 | 5954 | Invoice: 2255 5/22 INTEREST PAINFULL ACRES | 89.85 | 79.52 10.33 |
| 1/27/22 | 407501 112501 | 4948 | 2/22 INTEREST CLAYTON YACHT CLUB, INC. | 100.00 | 100.00 |
| 1/27/22 | 122250 407501 112501 | 3234 | Invoice: 2246 2/22, 3/22, 4/22 INTEREST GREG WILLS | 539.07 | 474.62 64.45 |
| 1/27/22 | 122250 407501 112501 | 6170 | Invoice: 2252 11/22 INTEREST STEVEN BROTHERTON | 200.00 | 180.83 19.17 |
| 1/27/22 | 122250 407501 112501 | 1405 | Invoice: 2234 2/22 INTEREST ROBERT L. GOULD | 179.69 | 157.81 21.88 |
| | | | | <u>71,612.32</u> | <u>71,612.32</u> |

Jefferson County Local Development Corp
Check Register
For the Period From Jan 1, 2022 to Jan 31, 2022

Filter Criteria includes: Report order is by Date.

| Check # | Date | Payee | Cash Account | Amount |
|---------|---------|------------------|--------------|-----------|
| 5912 | 1/6/22 | ADVANCED BUSINE | 100001 | 34.75 |
| 5913 | 1/6/22 | BLUE MOUNTAIN S | 100001 | 27.90 |
| 5914 | 1/6/22 | CINTAS | 100001 | 53.04 |
| 5915 | 1/6/22 | EXCELLUS BC/BS | 100001 | 11,037.12 |
| 5916 | 1/6/22 | THE HARTFORD | 100001 | 256.91 |
| 5917 | 1/6/22 | HM LIFE OF NY | 100001 | 88.13 |
| 5918 | 1/6/22 | JCLDC | 100001 | 89.85 |
| 5919 | 1/6/22 | COUNTY OF LEWIS | 100001 | 4,128.03 |
| 5920 | 1/6/22 | NNY ONLINE | 100001 | 214.45 |
| 5921 | 1/6/22 | NYS ECONOMIC DE | 100001 | 2,000.00 |
| 5922 | 1/6/22 | PROSHRED | 100001 | 22.01 |
| 5923 | 1/6/22 | RBC WEALTH MAN | 100001 | 3,014.28 |
| 5924 | 1/6/22 | WATERTOWN ROT | 100001 | 143.00 |
| 5925 | 1/6/22 | SACKETS HARBOR | 100001 | 89.84 |
| 5926 | 1/6/22 | UNITED WAY OF NN | 100001 | 116.50 |
| 5927 | 1/6/22 | VERIZON WIRELES | 100001 | 90.92 |
| 5928 | 1/6/22 | MARSHALL WEIR | 100001 | 37.35 |
| 5929 | 1/6/22 | WELLS FARGO FIN | 100001 | 340.27 |
| 5930 | 1/6/22 | WICLDC | 100001 | 1,496.58 |
| 5931 | 1/6/22 | WATERTOWN LOC | 100001 | 4,661.87 |
| 5932 | 1/6/22 | WPBS | 100001 | 557.00 |
| 5933 | 1/6/22 | DAVID ZEMBIEC | 100001 | 270.27 |
| 5934 | 1/6/22 | EXCELLUS BC/BS | 100001 | 567.50 |
| 5935 | 1/6/22 | EXCELLUS BC/BS | 100001 | 408.01 |
| 5936 | 1/13/22 | CINTAS | 100001 | 53.04 |
| 5937 | 1/13/22 | JCLDC | 100001 | 89.84 |
| 5938 | 1/13/22 | KEY BANK | 100001 | 1,737.38 |
| 5939 | 1/13/22 | NATIONAL GRID | 100001 | 750.43 |
| 5940 | 1/13/22 | SHELTERPOINT LIF | 100001 | 2,563.02 |
| 5941 | 1/13/22 | SACKETS HARBOR | 100001 | 89.85 |
| 5942 | 1/13/22 | SPECTRUM REACH | 100001 | 1,195.90 |
| 5943 | 1/20/22 | ATLAS INTEGRATE | 100001 | 285.00 |

Jefferson County Local Development Corp
Check Register
For the Period From Jan 1, 2022 to Jan 31, 2022

Filter Criteria includes: Report order is by Date.

| Check # | Date | Payee | Cash Account | Amount |
|--------------|---------|------------------|--------------|-------------------------|
| 5944 | 1/20/22 | JEFFERSON COUN | 100001 | 300.00 |
| 5945 | 1/20/22 | NORTHERN COMME | 100001 | 765.00 |
| 5946 | 1/20/22 | RBC WEALTH MAN | 100001 | 3,014.28 |
| 5947 | 1/20/22 | SAM'S CLUB | 100001 | 28.24 |
| 5948 | 1/20/22 | STATEBOOK INTER | 100001 | 150.00 |
| 5949 | 1/20/22 | UNITED WAY OF NN | 100001 | 116.50 |
| 5950 | 1/20/22 | WB MASON CO INC. | 100001 | 78.91 |
| 5951 | 1/20/22 | WESTELCOM | 100001 | 453.52 |
| 5952 | 1/27/22 | EWTI | 100001 | 50.00 |
| 5953 | 1/27/22 | INFORMNNY.COM | 100001 | 265.00 |
| 5954 | 1/27/22 | JCLDC | 100001 | 89.85 |
| 5955 | 1/27/22 | PROSHRED | 100001 | 42.53 |
| 5957 | 1/27/22 | WELLS FARGO FIN | 100001 | 340.27 |
| 5958 | 1/27/22 | WWTI | 100001 | 300.00 |
| 5959 | 1/27/22 | SACKETS HARBOR | 100001 | 89.84 |
| Total | | | | <u>42,593.98</u> |

JEFFERSON COUNTY LOCAL DEVELOPMENT CORPORATION
Resolution Number 02.03.2022.01

RESOLUTION TO APPROVE CONTRACT FOR AG CONFERENCE SPEAKER

WHEREAS, A request to approve a \$3,000 contract with a maximum amount of \$2,000 for expenses for the Ag Annual Meeting to be held on April 8, 2022 at the Hilton Garden Inn, and

NOW, THEREFORE, BE IT RESOLVED, by the Board of Directors of the Jefferson County Local Development Corporation that it herein approves the request, and be it further,

RESOLVED, that the Chairman, Vice Chairman, Secretary and/or Chief Executive Officer or his designee are authorized and directed to execute any and all documents necessary to carry out the purposes of this Resolution.

This resolution shall take effect immediately.

David J. Zembiec
CEO



Industry Thought Leadership
Speaking Engagement Proposal

January 2022



AimpointResearch.com



It is a privilege to offer the following proposal to Jefferson County, New York.

For over two decades, Aimpoint researchers have provided leaders with the actionable insights they require to make better, more informed decisions that reduce risk, optimize resources and maximize success. Aimpoint Research offers your organization a competitive advantage by blending best practices from the Military Intelligence disciplines with innovative research methodologies, superior analysis and inspired presentations to provide unprecedented insight into the marketplace dynamics most impacting your success.

We believe that the ability to achieve goals, solve problems and overcome challenges begins with understanding. Aimpoint's FUSION approach to research is designed to provide leaders not only with clarity about ground truth, but the ability to be predictive so that they can take definitive action.

Thank you for taking time to consider our proposal. If you have any questions about our company or our services, please do not hesitate to give us a call.

Respectfully,

Brett A. Sciotto
CEO
Aimpoint Research, LLC



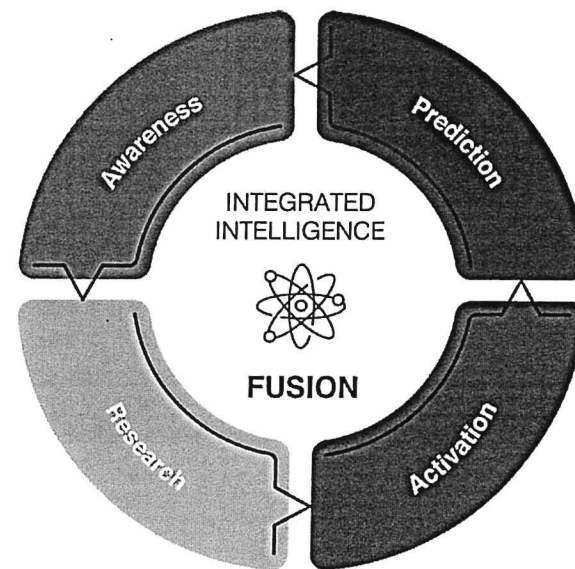
CONFIDENTIAL



A global strategic intelligence firm specializing in agri-food.

Driven by the core belief that the success of agri-food is essential to national security, we blend military intelligence techniques and cutting-edge market research to discover:

- What's really happening in your marketplace.
- What's going to happen in the future.
- What you can do to ensure organizational success.



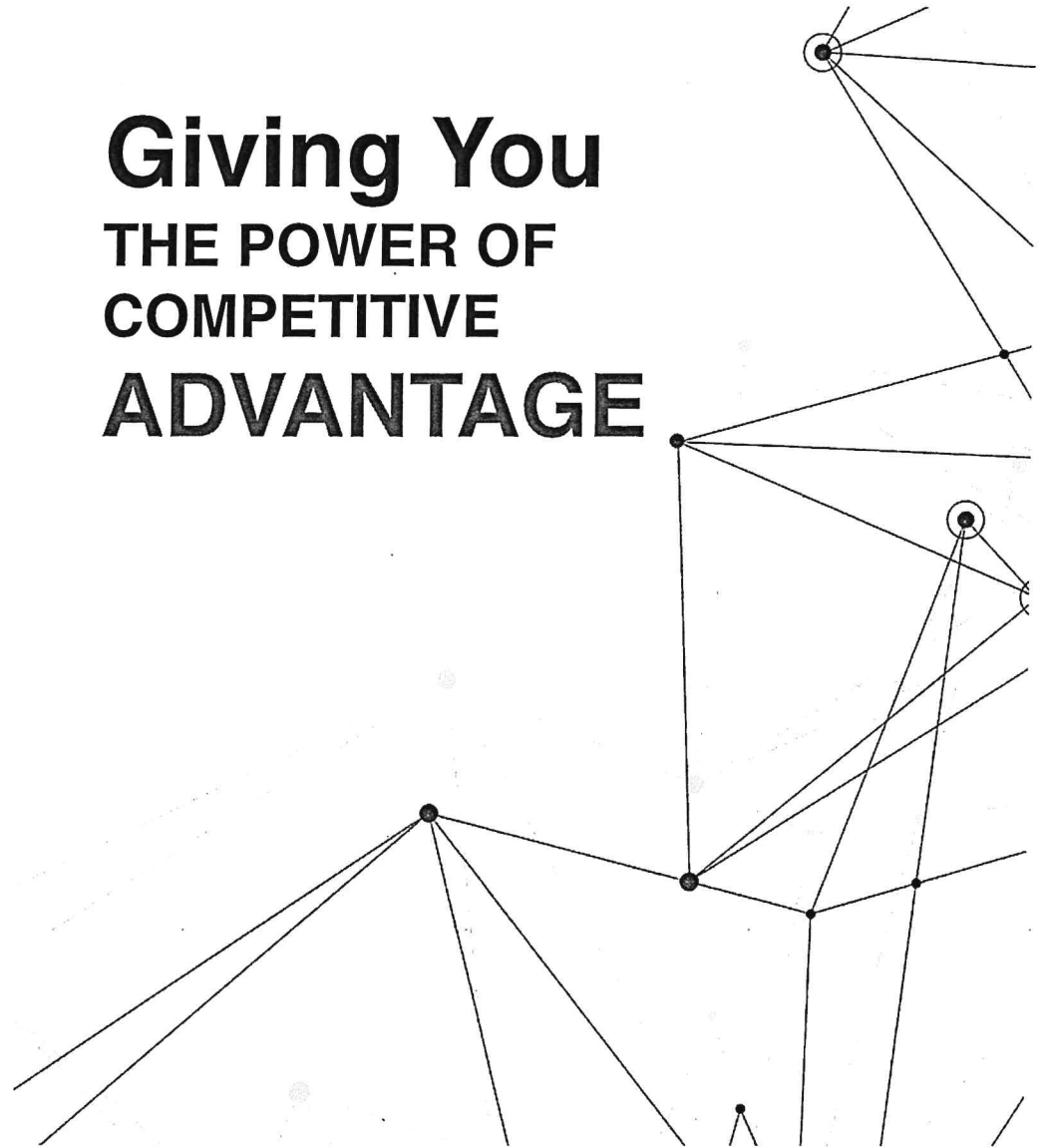


Empowering Intelligence-Driven Organizations

We are built on the foundational principals of military intelligence, as well as the understanding that **food power is essential to national security.**

Our team brings **Tenacity, Drive and Commitment** to our clients so they can accomplish their own unique missions.

Giving You THE POWER OF COMPETITIVE ADVANTAGE



COMPANY LEADERSHIP



Brett Sciotto

CEO

A graduate of the United States Military Academy at West Point and a former Army Intelligence Officer, President & CEO Brett Sciotto brings a practical, results-oriented approach to the civilian business world. His training in and emphasis on mission-critical information gathering and targeted research methodology make him unique in his approach to problem solving in a corporate environment. Sciotto's disciplined, vetted approach to research is coupled with his military precision in detailed analysis and final presentation to his clients. With nearly two decades of research expertise, Brett has had tremendous success advising corporate leaders, government officials and state and national organizations at all levels.

COLUMBUSCEO

Small Business Spotlight: Aimpoint Research

By Melissa Kossler Dutton
Posted Jul 31, 2017 at 10:25 AM

When Brett Sciotto worked as an intelligence officer for the US Army, the difference between good information and bad could mean life or death. The job taught him the value of not only having solid information but also the importance of understanding it in order to make sound decisions.

"One of the things that struck me was the power of good information to really determine the outcome of a situation," says Sciotto, who now serves as president and CEO of Aimpoint Research in Columbus. "Good intelligence leads to good outcomes."

When Sciotto left the armed services, he felt strongly that he could use his skills to help others make informed decisions and achieve success. He decided that his abilities suited him to market research, but he couldn't find a firm that shared his approach to the work.

"No one was doing it the way I thought it should be done," he said.

He started his own company in 2001. He focused on using an array of resources to gather intelligence and analyze it to provide companies the insights needed to achieve their goals.

Initially, he did a lot of work in public affairs, but he rebranded the company in 2012 to reflect his diverse client base and growing number of international clients. Today, clients range from food and beverage companies to agricultural and retail leaders.

Sciotto also purchased an Italian firm in 2015 to serve as a base for European clients. Aimpoint helps clients with market research, brand equity, product testing, customer research and more.



BRETT SCIOTTO BUILT A GLOBAL MARKET RESEARCH FIRM WITH SKILLS HE LEARNED FROM THE US ARMY.

Because of his military background, Sciotto employs a unique mix of tools to help clients understand customers and their actions. Aimpoint will use facial coding, which analyzes emotional reactions, to better understand a person's answers and attitudes. The firm uses heat mapping to determine customer patterns in a retail store.

"Technology plays an important role, as well as traditional methods," he says.

For a recent retail client, Aimpoint gathered information through heat mapping, mystery shopping, point-of-sale data, interviews and other techniques to make recommendations about a change in store design. "By making a few relatively easy changes, they increased traffic flow, increased engagement and sales," Sciotto says.

A differentiator in market research that he appreciates is the ability to interview existing customers and would-be buyers. It wasn't something he was able to do in the military. "When we were studying an enemy force, we did not have the luxury of interviewing them. We had to rely pretty heavily on technology to observe a force or a commander."

Still, Sciotto says, the firm works hard to determine whether what people say they will do is truly reflective of their actions. His team puts a lot of effort into determining what other forces might compel them to act differently. It's all part of delivering clients the right details to inform their decisions, he adds.

The focus on providing clients with actionable information is one of the reasons why the Columbus consulting, marketing and communications company FLM+ routinely works with Aimpoint, says CEO and President

Rob McClelland.

"Their philosophy and culture is that they sincerely want to help leaders make better decisions," he says.

The company routinely goes the extra mile by offering advice on how to use the data it has collected or calling back to see if it can do more to help, McClelland says.

The analysis that Sciotto and his team provide is invaluable, agrees Jennifer Coleman, director of communications for the Ohio Soybean Council in Columbus.

The company helps the council with an annual survey of growers. Sciotto works alongside the council to ensure that the questions are carefully crafted in order to get at the information the council needs, Coleman says.

When the results are in, Sciotto helps the organization hone in on opportunities to pursue or address concerns that the survey has brought to light, she says.

"I appreciate that it's a dialogue," Coleman says. "He's focused on actionable intelligence."

Aimpoint prioritizes creating relationships with clients, Sciotto says. "We are very immersive," he says. "We go beyond insights. Traditional marketing firms stop at insights. We go further and make recommendations."

Melissa Kossler Dutton is a freelance writer.

The Columbus Dispatch

Aimpoint Research makes use of CEO's military intelligence background

By Melissa Kossler Dutton For Columbus CEO Magazine
Posted Aug 6, 2017 at 5:28 AM

Brett Sciotto believes that actionable market research is essential to any organization seeking to be profitable. The president and CEO of Aimpoint Research learned the value of good information after graduating from West Point and serving as a military intelligence officer in the Army.

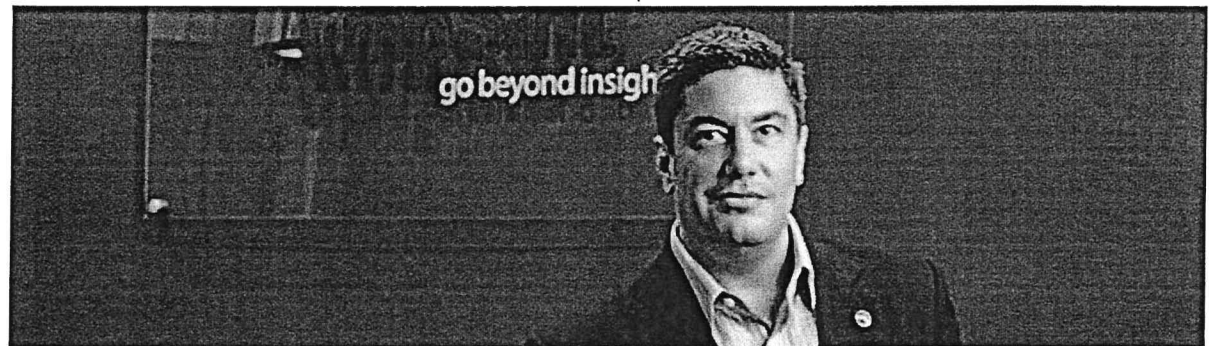
Today, he uses those skills to help companies determine how they are perceived in the marketplace, what their competitors are doing and what customer needs they can meet.

Q: What led you to create Aimpoint?

A: As an intel officer, I had to collaborate with cross-functional teams to provide timely, accurate and often predictive insights that would give our units a competitive advantage. When I left active duty, I wanted to continue to empower leaders with the insights they require to achieve their goals. The market-research industry was a logical place for me to land, but no one was doing it quite the way I thought it should be done. I built Aimpoint Research to serve as a civilian version of an intelligence agency, using a blend of best practices from the intelligence disciplines and innovative methodologies from civilian market research.

Q: How does your military background shape your services and the end product?

A: The best practices we took for granted in the intelligence community seem to be elusive in the civilian market-research industry. Aimpoint is built from the ground up around those best practices, so my time in the military completely shaped the construct and DNA of the firm.



In the Army, the first question was always the easiest to answer: What is the situation? The second — what will happen next in response to our actions? — was always much harder to answer and required a lot more collaboration, collection and analysis. To answer the second question, you had to be predictive and fully immerse yourself in understanding the situation, context, doctrine, historical patterns and psychology of all the actors in our area of influence.

Today, Aimpoint is built around this same fusion approach to research collection and analysis. We utilize multiple research methodologies and technologies to explore topics from multiple vantage points and ensure our insights are accurate, properly contextualized and actionable. This requires us to be highly collaborative and consider rational, emotional and functional drivers that allow us to fully understand and predict behavior. We provide our clients with a competitive advantage through unprecedented insight into the minds of those who most impact their success.

Q: What has been the biggest challenge the business has faced?

A: Multi-national growth and scale. Aimpoint is growing very quickly here in the United States and in Europe. Finding the best talent, ensuring we stay true to our process and conducting increasingly innovative and complex research for multiple industries around the world has been both exciting and challenging.

Q: How has your ability to serve a global market impacted your success?

A: Most companies and organizations we serve have global interests ...

or are at least impacted by global competition and marketplace dynamics. We have conducted research in most developed countries in the world and even some developing countries. In every case, we get smarter. We learn new techniques, cultures and innovations that allow us to bring more value to our clients. The world is a small place and we are all interconnected. It is critical for Aimpoint to have global reach and to be able to access even the most remote markets in the world to gain insights that help our clients achieve their goals.

Q: How does your company's ability to marry traditional market research techniques with innovative information-gathering practices impact your clients?

A: At the end of the day, our clients want to gain a competitive advantage. They want to ensure they are meeting or exceeding customer expectations, communicating effectively and bringing innovative products and services to market that meet needs. Misinformation is even more dangerous than no information. Confidently drawing incorrect or incomplete conclusions from flawed research or intelligence can be catastrophic.

Aimpoint's processes to include collection planning, execution and analysis are built around the same processes we used in the intelligence world. They are built to provide the most accurate and actionable insights available. Thankfully, technology is advancing so quickly that it allows us to constantly innovate and find new ways to observe and learn. I may not have access to the same sources and methods I once did, but technology has bridged the gap and changed the game.

DEEP EXPERIENCE SERVING THE AGRI-FOOD VALUE CHAIN





PROPOSED SERVICES

Presentation: **Farmer of the Future**

SPEAKER'S INFORMATION:

Sarah Tveidt

575 W. First Avenue, Suite 100

Columbus, OH 43215

614-225-6300

SarahTveidt@AimpointResearch.com

CLIENT'S INFORMATION:

Jay Matteson

Jefferson County Agricultural Coordinator

Jefferson County Local Development Corporation

Economic Development

800 Starbuck Avenue

Watertown, NY 13601

Email: coordinator@comefarmwithus.com

PROGRAM INFORMATION:

Contact person at event: Jay Matteson – 315-783-2251 – Mobile

Date of event: April 8, 2022

Presentation Time: TBD for 60-90 minutes

Location: **Watertown, NY – Hilton Garden Inn, Watertown**

Aimpoint
RESEARCH



EQUIPMENT & ROOM SET-UP SPECIFICATIONS:

Speaker will require one podium, projector/screen, lavalier microphone, and HDMI connection for a computer.

Presentation will be prepared in the following format: 16:9 ratio and will be provided by speaker on a flash drive.

RECORDINGS

Client may record Speaker's presentation via audio & video for promotional use only, and must receive prior approval from Speaker.

RELEASE

Client may not use Speaker's likeness, name, voice, &/or words in the presentation in any form without the prior permission of the Speaker.

All slides and presentation materials are confidential, and client may not release without permission from Speaker.

Speaker agrees to allow Client to promote his name and/or affiliation in connection with online, print and/or digital media.



SPEAKER'S FEE:

Client shall pay to Aimpoint Research, LLC \$3,000 within 15 days of the Speaker's presentation.

EXPENSES:

The Client shall reimburse Speaker for one round trip airline ticket from the Speaker's airport to the venue's airport for the Speaker; ground transportation for the Speaker between the venue's airport and the Speaker's hotel; hotel accommodations for the Speaker; and all other reasonable, documented expenses necessary to the Speaker's conduct of the presentation during the time of the event (with a maximum amount of \$2,000).

The Speaker shall submit receipts and an itemized invoice for expenses to the Client within 7 (seven) days of the event's end date. The Client shall reimburse the Speaker within 15 days of receiving receipts and invoice.

CONFIDENTIALITY: All provisions of this agreement are confidential.

CANCELLATION POLICY: If the event is cancelled by the Client and re-booked on a mutually convenient date within one year, no penalty. If the program is canceled and not rescheduled, one half of the total fee will be invoiced to Client. If the speakers attend the event and do not speak due to event schedule conflicts, then full payment will still be required.

Speaker and client reserve the right to cancel travel and the speaking engagement due to travel restrictions or health concerns related to COVID-19. If Speaker cancels, the speaking fee will not be charged to the Client. If client cancels, the cancellation policy noted above goes into affect.

Both parties agree to the terms of this proposal and understand that a signature affixed hereto provides authorization for Aimpoint Research, LLC and the designated speaker to execute the activities described herein. In witness whereof, the parties have herewith set their seal this 21st day of January, 2022.

Aimpoint
RESEARCH

Client

Jefferson County Local Development Corporation

Signature _____

Print Name _____

Date _____

Contractor

Directions Research, Inc. DBA Aimpoint Research

Signature _____

Print Name Brice Civiello

Date January 21, 2022

The information contained in this proposal is considered to be of a confidential and proprietary nature, the rights of which belong to Directions Research, Inc. DBA Aimpoint Research and are protected under the copyright laws. This information is being furnished to the purchaser to enable the purchaser to evaluate the proposal and, if need be, authorize the proposal as it stands. If a separate contract is awarded to Aimpoint Research based on this proposal, then this information is to be included in whole or in part in the contract. Neither this proposal nor any information contained therein, nor any proprietary information furnished pursuant thereto, shall be disclosed to others or used for any purpose other than that set forth above, without prior written approval of Aimpoint Research.

©Copyright 2022, Aimpoint Research An unpublished work. All rights reserved.

575 W. 1ST AVE SUITE 100, COLUMBUS OHIO 43215 • 614.225.3600



Customized Education and Training Agreement

MEMORANDUM OF AGREEMENT BETWEEN

**Jefferson Community College
Community Action Planning Council
County of Lewis
And**

**Jefferson County Local Development Corporation
January 5, 2021**

Introduction:

In response to the need for improved access to child care services in the Counties of Jefferson and Lewis, Jefferson Community College and the Community Action Planning Council are proud to provide the following educational opportunity:

Regulated Home Day Care Training Program

This agreement defines the responsibilities of Jefferson Community College (the College), the Community Action Planning Council (the CAPC) and the County of Lewis and Jefferson County Local Development Corporation.

This agreement shall be in force from the signature date to May 31, 2023.

Jefferson Community College agrees to:

- Provide project management oversight of the *Home-Based Child Care Training Program (Program)*;
- Lead Program recruitment and marketing efforts;
- Provide program components lead by Jefferson Community College faculty for program participants (up to 30);
- Provide a program coordinator to offer one-on-one mentorship for program participants (up to 30);
- Liaise with the Small Business Development Center to provide entrepreneurship training for eligible program participants (up to 30);
- Coordinate and host program partner implementation meetings;
- Make available up to 15 seats within ECD 101 in spring 2023 for the *Program* participants;
- To the extent possible, schedule the credential course and all program elements at the Lewis County Education Center; and
- Provide the program participants (up to 15) with the textbooks for ECD 101.

The Community Action Planning Council agrees to:

- Provide the required Health and Safety training for up to 30 participants;
- Provide the First Aid training for up to 30 participants;
- Participate in program partner implementation meetings as scheduled and coordinated by the College;
- To the extent possible, schedule CAPC training at the Lewis County Education Center; and

- Manage and distribute childcare stipends and supply incentives, as appropriate, to program participants.

The County of Lewis agrees to:

- Provide up to a total of \$26,379.90 to Jefferson Community College (College) for the Program;
- Provide up to a total of \$8,620.10 to the Community Action Planning Council (CAPC) for the Program;
- Provide timely reimbursement to the College and the CAPC for invoiced expenses as outlined in this agreement;
- Support program implementation, including marketing and recruitment, as appropriate; and,
- Remit the full eligible reimbursement to the College and the CAPC by July 30, 2023.

The Jefferson County Local Development Corporation agrees to:

- Provide up to a total of \$26,379.90 to Jefferson Community College (College) for the Program;
- Provide up to a total of \$8,620.10 to the Community Action Planning Council (CAPC) for the Program;
- Provide timely reimbursement to the College and the CAPC for invoiced expenses as outlined in this agreement;
- Support program implementation, including marketing and recruitment, as appropriate; and,
- Remit the full eligible reimbursement to the College and the CAPC by July 30, 2023.

General Considerations:

- Tuition and fees are set annually by the College Board of Trustees and the State University of New York and no differential tuition will be offered to the program participants.
- Sponsored program participants who enroll in the college are subject to all college policies.
- The College reserves the right to fill all credential courses up to 35 students per class.
- Either party may terminate this agreement by notifying the other party by January 18, 2023.
- The maximum cost to run the program, for 30 students, is \$70,000. Upon permission of the County of Lewis and JCLDC, additional students will be charged at a rate of \$1,000 per participant to cover tuition, textbooks, and additional variable expenses.

Confidentiality Statement:

The training materials remain the property of Jefferson Community College and may not be used without the College's consent. The information transmitted, which may include PowerPoint presentations, handouts, and recordings, is intended only for the participants. No recordings of the training are allowable. The training may contain confidential and/or privileged material that is protected from disclosure. Jefferson Community College prohibits any dissemination, manipulation, or reuse of the training materials (physical or digital) without prior permission.

Governing Law: This Agreement shall be governed by the laws of the State of New York. Jefferson Community College and its staff performing the services herein shall render all services under this Agreement in accordance with applicable provisions of all federal, state and local laws, rules and regulations as are in effect at the time such Services are rendered.

No Arbitration: Any and all disputes involving this Agreement, including the breach or alleged breach thereof, may not be submitted to arbitration unless specifically agreed thereto in writing by the Board of Trustees of JCC and the Governing Body of LCIDA, but must instead only be heard in the Supreme Court of the State of New York, with venue in Jefferson County or if appropriate, in the Federal District Court with venue in the Northern District of New York.

Non-Assignment: Neither party shall assign any of its rights, interests or obligations under this Agreement, without the prior express written consent of the other.

Notices: Any notice, request, demand, approval, consent or other communication which JCC or LCIDA is required or permitted to give to the other party shall be in writing and mailed to the parties address at the beginning of this agreement or to such other address that either party has designated by notice to the other. Such notice shall be deemed mailed when it is deposited in the United States mail, postage prepaid, by certified mail, return receipt requested.

Relationship of Parties: Nothing contained in this agreement shall be deemed or construed to create the relationship of principal and agent, partnership, or joint venture.

Modification: No changes, amendments or modifications of any of the terms and/or conditions of this Agreement shall be valid unless reduced to writing and signed by both parties.

Severability: If any term or provision of this agreement or its application to any person or circumstances to any extent invalid or unenforceable, the remainder of this agreement, or the application of such term or provision to person or circumstance other than those as to which it is held invalid or unenforceable, should not be affected thereby, and each term and provision shall be valid and enforced to the fullest extent permitted by law.

The College respectfully requests a signature by February 4, 2022.

*All questions can be directed to: Joanna Habermann
Director of Community Service
jhabermann@sunyjefferson.edu
(315) 786-2438*

JEFFERSON COMMUNITY COLLEGE

Ty Stone
President
Jefferson Community College

Date

COMMUNITY ACTION PLANNING COUNCIL

Name: _____ Date _____

Title:
Community Action Planning Council

COUNTY OF LEWIS

Name: _____ Date _____

Title:
County of Lewis

JEFFERSON COUNTY LOCAL DEVELOPMENT CORPORATION

Name: _____ Date _____

Title:
Jefferson County Local Development Corporation

Jefferson County Local Development Corporation
 800 Starbuck Avenue, Suite 800
 Watertown, NY 13601
 (315) 782-5865

2022 Board Attendance

| Name | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|----------------------|-----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Aiken, Robert | P | | | | | | | | | | | |
| Aliasso, Robert | P | | | | | | | | | | | |
| Burto, Kent | P | | | | | | | | | | | |
| Converse, David | P | | | | | | | | | | | |
| Gardner, Gregory | P | | | | | | | | | | | |
| Jennings, John | P | | | | | | | | | | | |
| Johnson, William | P | | | | | | | | | | | |
| L'Huillier, Lisa | P | | | | | | | | | | | |
| Powers, Christine | P | | | | | | | | | | | |
| Walldroff, W. Edward | P | | | | | | | | | | | |
| Warneck, Paul | P | | | | | | | | | | | |
| Totals: | 11 | | | | | | | | | | | |
| P - Present | | | | | | | | | | | | |
| E - Excused | | | | | | | | | | | | |
| A - Absent | | | | | | | | | | | | |