

## **Notice of Board Meeting**

**Date:** June 23, 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, July 7, 2022 at 8:00 a.m.** in the board room at 800 Starbuck Avenue, Watertown, NY.

The live stream link is available at [www.jcida.com](http://www.jcida.com).

**Zoom:**  
<https://us02web.zoom.us/j/84355250468?pwd=R0t4VjRPdGJBZDJrL2JQYVVjKytDdz09>  
Meeting ID: 843 5525 0468  
Passcode: 011440  
1-929-205-6099 US (New York)

Please confirm your attendance with Peggy Sampson [pssampson@jcida.com](mailto: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, July 7, 2022 – 8:00 a.m.**

- I. Call to Order**
- II. Pledge of Allegiance**
- III. Privilege of the Floor**
- IV. Minutes – June 2, 2022**
- V. Treasurer’s Report – June 30, 2022**
- VI. Committee Reports**
- VII. Council Reports**
  - a. Jefferson County Agricultural Development**
  - b. Manufacturing**
  - c. Marketing**
- VIII. Unfinished Business**
  - 1. Small Business Productivity Improvement Grants (ARPA) added to end of packet**
  - 2. Incumbent Worker Training Grants (ARPA) added to end of packet**
- IX. Counsel**
- X. New Business**
  - 1. County Budget Request**
- XI. Adjournment**

**Jefferson County Local Development Corporation  
Board Meeting Minutes  
June 2, 2022**

**DRAFT**

The Jefferson County Local Development Corporation held their board meeting on Thursday, June 2, 2022 in the board room at 800 Starbuck Avenue, Watertown, NY.

**Present:** Robert E. Aliasso, Jr., William Johnson, Paul Warneck, David Converse, John Jennings, W. Edward Walldroff, Lisa L'Huillier  
**Zoom:** Christine Powers, Gregory Gardner

**Excused:** Rob Aiken, Kent Burto

**Absent:** None

**Also Present:** Craig Fox (Watertown Daily Times)

**Zoom:** Justin Miller, Esq., [Nick Kamphaus, Paul Anderson, Kevin McAuliffe, Karen D'Antonio at 8:31 a.m.]

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

- 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 meeting held May 5, 2022 were presented. A motion to approve the minutes as presented was made by Mr. Converse, seconded by Mr. Jennings. All in favor. Carried.
- V. Treasurer's Report:** Mr. Warneck reviewed the financials for the period ending May 31, 2022. He indicated that there is not a lot of significant changes from the previous month. He reported that the increase in miscellaneous revenue was the transfer of \$79,000 from the JCCFDC. Chairman Aliasso asked if it is still the intention of LCO Destiny to pay off their loan. Mr. Eaton said yes and indicated that he hasn't heard of any changes. He said the closing should occur in July. A motion was made by Mr. Warneck to accept the financial report as presented, seconded by Mr. Johnson. All in favor. Carried.
- VI. Committee Reports:** None.
- VII. Council Reports:**
  - a. Ag –** Mr. Matteson said the dairy parade will be held tomorrow at 7 p.m. He said that he has 55 entries. Mr. Matteson said that he continues to work with businesses who want to expand and with CWT Farms on their project.

- b. **Manufacturing** – Mr. Zembiec reported that career jam was held last week. He said that 26 schools (over 2,000 children) participated. He said that he helped arrange a meeting held at Fort Drum to discuss healthcare worker recruitments and to try to figure out how to get training/credit for those leaving the Fort and enter into the healthcare community. Mr. Zembiec said that the manufacturing committee is reviving Manufacturing Day that will be held in October now that schools are taking field trips and manufacturing companies are welcoming tours again.
- c. **Marketing** – Mr. Weir announced that a press release went out yesterday for the small business productivity improvement program.

Mr. Weir said that he attended the NYS EDC meeting in Cooperstown last week. He said the most vibrant and well attended agenda item was related to the cannabis discussion. Mr. Matteson commented that there is money to be made, but he feels that there will be an initial boom and then will become a commodity crop.

Mr. Weir said that he participated in a roundtable discussion at the meeting and noted that NYS is following the Convalt project very closely.

#### **VIII. Unfinished Business:**

- 1. **Food Resiliency Grants** – Mr. Matteson said the grant application deadline was April 15<sup>th</sup>. He said that the County Board of Legislators allocated \$400,000 from the ARPA funds that was split into three sectors: 1) \$150,000 for dairy processing, 2) \$150,000 for meat processing, and 3) \$100,000 for other local foods. He said that we received 30 applications with a total project value of \$752,699.38. Mr. Matteson said that the applications were reviewed by himself, Mike Nuckols, Abbey Jantzi and Amanda Bickford from Cornell Cooperative Extension. He said the review included phone conversations and field visits.

Mr. Matteson noted that we did not require a match for this particular grant program. Mr. Warneck asked if the applicant has to spend the money first and then we reimburse them. Mr. Matteson said yes. Mr. Warneck asked if we will track the projects after payment and continue to work with them to get USDA approval. Mr. Matteson said yes.

##### Recommendations:

##### Meat Processing

Cedar Dell Angus Meats	\$50,000
Ebersols Custom Cutting	\$50,000
Wise Choice Cuts LLC	<u>\$50,000</u>
TOTAL	\$150,000

##### Dairy Processing

Bechaz Dairy	\$40,000
North Harbor Dairy/Old McDonald's Farm	<u>\$50,000</u>
TOTAL	\$90,000



Jefferson County Local Development Corporation  
Board Meeting Minutes  
June 2, 2022

**DRAFT**

Local Food Production and Processing

Euro Farms	\$1,450
Alteri's La Bella Dolce	\$10,000
Running Wild Maple	\$9,000
Zoar Tapatree	\$10,000
Beese Apiaries	\$9,000
Luff Farms	\$10,000
Sticky Dicks Honey Products	\$9,000
Riverside Farm LLC	\$3,936
Maplewood Sweets	\$9,000
Cross Roads Fruits and Flowers	\$880
Grimshaw Dairy Farm	\$10,000
Elmer Creek Farm	\$10,000
Churchill Farms Honey	\$9,000
Red Wing Farm	\$7,643.49
Thousand Islands Sauces	\$1,202.51
North Harbor Beef/Old McDonald's Farm	\$5,888
White Caps Winery	\$9,000
Busted Grapes Winery	\$9,000
Thousand Islands Winery	\$7,000
NNY Windy Acres Nursery	\$10,000
Maple Chase Farm	<u>\$9,000</u>
TOTAL	\$160,000

**GRAND TOTAL \$400,000**

A motion was made by Ms. L'Huillier to approve the recommendations as presented, seconded by Ms. Powers. All in favor. Carried.

Mr. Johnson indicated that the County Board of Legislators are in the process of discussing the second round of ARPA grant funds. Mr. Matteson said that he would like to request funds for Phase II which would be for production.

Mr. Zembiec said next steps include working with Attorney Miller to create an agreement that we will send out to the recipients.

**IX. Counsel:** None.

**X. New Business:**

- 1. Resolution No. 06.02.2022.01 for authorization to apply for grant funding from the Northern Border Regional Commission Economic & Infrastructure Development Investment Program** – A resolution requesting approval for the JCLDC to apply for \$350,000 in funding from the grant program to begin remediation and pre-development work at the former paper mill site in the Village of Deferiet. This will set the stage for solar and possibly compatible commercial development to get the property back on the tax rolls. The project cost is \$1,150,000 with match coming from NYSERDA, Town of Wilna, Jefferson County, and JCIDA/JCLDC.

**Jefferson County Local Development Corporation  
Board Meeting Minutes  
June 2, 2022**

**DRAFT**

A motion was made by Mr. Warneck to approve the resolution, seconded by Mr. Gardner.  
All in favor. Carried.

- XI. Adjournment:** With no further business before the board, a motion to adjourn was made by Ms. L'Huillier, seconded by Mr. Johnson. All in favor. The meeting adjourned at 8:38 a.m.

Respectfully submitted,

*Peggy Sampson*

**JEFFERSON COUNTY LOCAL DEVELOPMENT CORPORATION****Income Statement for the Six Month Period Ending June 30, 2022**

Prepared by Joy Nuffer, June 29, 2022

**UNRECONCILED**

	<b>Current Year Budget</b>	<b>Year-to-Date Total</b>	<b>Current Month</b>	<b>Previous Month</b>	<b>Balance Remaining</b>
<b>Revenues</b>					
Admin Fees	\$ 792,260.00	438,346.00	\$ 58,985.00	58,985.00	353,914.00
JC Grant Marketing	352,512.00	206,550.00	22,950.00	22,950.00	145,962.00
JC Grant Ag Program	173,400.00	104,040.00	11,560.00	11,560.00	69,360.00
RLF Interest Income	35,613.00	17,112.21	1,138.42	1,487.30	18,500.79
Interest Income	1,468.00	992.75	0.00	130.19	475.25
Late Fee	0.00	376.35	10.78	24.56	(376.35)
Miscellaneous Income	250.00	79,267.99	18.00	79,000.00	(79,017.99)
AG Conference	0.00	3,500.00	0.00	0.00	(3,500.00)
<b>Total Revenues</b>	<b>1,355,503.00</b>	<b>850,185.30</b>	<b>94,662.20</b>	<b>174,137.05</b>	<b>505,317.70</b>
<b>Expenses</b>					
Salaries	661,620.00	346,623.48	37,413.94	37,413.94	314,996.52
Benefits	293,639.00	147,163.93	19,547.81	15,091.81	146,475.07
Operations					
Marketing Program	389,017.00	197,804.74	18,868.99	20,783.05	191,212.26
AG Program	260,068.00	156,050.48	14,919.68	14,929.69	104,017.52
Office Expense	22,385.00	7,707.50	303.92	626.43	14,677.50
Payroll Processing	4,311.00	2,734.10	284.22	270.28	1,576.90
Office Rent	22,243.00	13,469.22	1,496.58	1,496.58	8,773.78
Project Loan Rent	69,929.00	41,956.83	4,661.87	4,661.87	27,972.17
Office Cleaning	13,631.00	8,213.98	992.30	971.08	5,417.02
Telephone	8,928.00	4,836.73	365.64	459.58	4,091.27
Equipment Rental	4,520.00	3,062.43	340.07	340.47	1,457.57
Equipment Maintenance	5,106.00	1,930.90	0.00	441.00	3,175.10
System Maintenance	3,143.00	857.80	0.00	0.00	2,285.20
Electric Service	5,164.00	3,455.24	0.00	358.05	1,708.76
Gas Service	3,686.00	2,198.71	0.00	85.82	1,487.29
Business Support	7,500.00	6,519.00	0.00	0.00	981.00
Safety Training	280.00	280.00	0.00	0.00	0.00
Travel/Promotion/Meals	8,787.00	1,629.72	0.00	96.53	7,157.28
Staff Training & Seminars	3,000.00	675.00	0.00	0.00	2,325.00
Depreciation F&F	18,770.00	11,569.78	1,361.18	1,334.20	7,200.22
Dues & Publications	13,446.00	9,609.00	143.00	520.00	3,837.00
Commercial Insurance	0.00	3,378.46	3,378.46	0.00	(3,378.46)
Legal Unrestricted	1,000.00	0.00	0.00	0.00	1,000.00
Accounting & Auditing	13,500.00	6,500.00	0.00	0.00	7,000.00
CEDS Update	7,500.00	7,500.00	0.00	0.00	0.00
Fees Expense	575.00	780.00	0.00	0.00	(205.00)
Covid Grant	10,000.00	8,750.00	0.00	2,500.00	1,250.00
Reallocated Program Expenses	(500,245.00)	(297,226.99)	(32,486.68)	(32,486.69)	(203,018.01)
Miscellaneous - Unrestricted	500.00	0.00	0.00	0.00	500.00
<b>Total Operations</b>	<b>1,352,003.00</b>	<b>698,030.04</b>	<b>71,590.98</b>	<b>69,893.69</b>	<b>653,972.96</b>
<b>Total Revenue</b>	<b>1,355,503.00</b>	<b>850,185.30</b>	<b>94,662.20</b>	<b>174,137.05</b>	<b>505,317.70</b>
<b>Total Expenses</b>	<b>1,352,003.00</b>	<b>698,030.04</b>	<b>71,590.98</b>	<b>69,893.69</b>	<b>653,972.96</b>
<b>Net Income Over Expenditures</b>	<b>\$ 3,500.00</b>	<b>152,155.26</b>	<b>\$ 23,071.22</b>	<b>104,243.36</b>	<b>(148,655.26)</b>

**For Intern-7-Jse Only**

**JEFFERSON COUNTY LOCAL DEVELOPMENT CORPORATION****AG Program Expense Statement for the Six Month Period Ending June 30, 2022**

Prepared by Joy Nuffer, June 29, 2022

UNRECONCILED

	Current Year Budget	Year-to-Date Total	Current Month	Previous Month	Balance Remaining
<b>Operations</b>					
AG Annual Meeting	\$ 5,000.00	8,470.91	\$ 0.00	0.00	(3,470.91)
AG Office Expense	1,216.00	1,712.13	0.00	0.00	(496.13)
AG Advertising	6,560.00	3,460.00	0.00	400.00	3,100.00
AG Printed Material	1,000.00	0.00	0.00	0.00	1,000.00
AG Membership/Dues	499.00	99.00	0.00	0.00	400.00
AG Business Attraction	3,800.00	300.00	0.00	0.00	3,500.00
AG Subscriptions	320.00	254.88	0.00	0.00	65.12
AG Travel/Meals/Lodging	4,051.00	51.16	0.00	0.00	3,999.84
Dairy Parade	0.00	790.00	390.00	0.00	(790.00)
AG Web Site Development	2,000.00	285.12	0.00	0.00	1,714.88
AG Misc Program Expenses	1,000.00	0.00	0.00	0.00	1,000.00
AG Development	497.00	497.05	0.00	0.00	(0.05)
Local Food Guide	1,600.00	1,600.00	0.00	0.00	0.00
Salary Overhead	116,605.00	69,219.69	7,290.10	7,290.10	47,385.31
FICA Overhead	6,752.00	3,843.32	427.24	427.25	2,908.68
Medicare Overhead	1,626.00	1,167.54	99.92	99.92	458.46
Health/Dental Ins Overhead	36,985.00	22,530.75	2,503.02	2,503.02	14,454.25
Retirement Overhead	14,017.00	8,112.74	437.40	437.40	5,904.26
Indirect Labor Allocation	49,917.00	29,597.52	3,345.00	3,345.00	20,319.48
Non Labor Allocated Overhead	6,623.00	4,058.67	427.00	427.00	2,564.33
<b>Total Operations</b>	<b>260,068.00</b>	<b>156,050.48</b>	<b>14,919.68</b>	<b>14,929.69</b>	<b>104,017.52</b>

**JEFFERSON COUNTY LOCAL DEVELOPMENT CORPORATION****Manuf. & Business Support Expense Statement for the Six Month Period Ending June 30, 2022**

Prepared by Joy Nuffer, June 29, 2022

UNRECONCILED

	Current Year Budget	Year-to-Date Total	Current Month	Previous Month	Balance Remaining
<b>Operations</b>					
Business Support	\$ 7,500.00	6,519.00	\$ 0.00	0.00	981.00
Safety Training	<u>280.00</u>	<u>280.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Total Operations</b>	<u>7,780.00</u>	<u>6,799.00</u>	<u>0.00</u>	<u>0.00</u>	<u>981.00</u>

**JEFFERSON COUNTY LOCAL DEVELOPMENT CORPORATION****Marketing Program Expense Statement for the Six Month Period Ending June 30, 2022**

Prepared by Joy Nuffer, June 29, 2022

UNRECONCILED

	Current Year Budget	Year-to-Date Total	Current Month	Previous Month	Balance Remaining
<b>Operations</b>					
Advertising Expense	\$ 54,698.00	20,007.10	\$ 557.00	2,551.05	34,690.90
Canadian Marketing	15,000.00	0.00	0.00	0.00	15,000.00
Printed Material	2,000.00	974.71	0.00	0.00	1,025.29
Seminars Workshops Publicatio	2,526.00	525.80	0.00	0.00	2,000.20
Business Awards	2,000.00	0.00	0.00	0.00	2,000.00
Travel/Meals/Promotion	6,037.00	162.35	0.00	125.00	5,874.65
Public Relations	3,000.00	0.00	0.00	0.00	3,000.00
Web Site Dev & Promo Design	10,735.00	2,259.99	354.99	150.00	8,475.01
Events Sponsorship	14,928.00	10,178.03	0.00	0.00	4,749.97
FDRLO MEMBERSHIP	5,000.00	0.00	0.00	0.00	5,000.00
Survey Monkey	200.00	0.00	0.00	0.00	200.00
Drum Country Business	5,000.00	5,000.00	0.00	0.00	0.00
Allocated Overhead	267,893.00	158,696.76	17,957.00	17,957.00	109,196.24
<b>Total Operations</b>	<b>389,017.00</b>	<b>197,804.74</b>	<b>18,868.99</b>	<b>20,783.05</b>	<b>191,212.26</b>

Jefferson County Local Development Corp  
Balance Sheet  
June 30, 2022

ASSETS

Current Assets		
General Checking	\$	23,847.16
Savings Account		1,321,028.10
RLF Savings		1,724,466.14
Grant Rec. ARPA Child Care		67,000.00
RLF Loans Receivable		349,162.74
N Grid Mkt Grant European		12,500.00
COVID Accounts Receivable		170,259.00
Clayton Loans Receivable		9,534.80
Miscellaneous Recievable		7,500.00
Due YMCA		400,000.00
LHI Records Storage		87,029.51
Prepaid Expense		999.30
		<hr/>
Total Current Assets		4,173,326.75
Property and Equipment		
Accumulated Depreciation		(71,797.88)
		<hr/>
Total Property and Equipment		(71,797.88)
Other Assets		
Furniture & Fixtures		77,387.89
		<hr/>
Total Other Assets		77,387.89
		<hr/>
Total Assets	\$	<u><u>4,178,916.76</u></u>

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable - Unrestr	\$	0.03
Grants Payable YMCA		400,000.00
JC Grant-Marketing		68,850.00
Deferred Mkt. Grant European		12,500.00
		<hr/>
Total Current Liabilities		481,350.03
Long-Term Liabilities		
		<hr/>
Total Long-Term Liabilities		0.00
		<hr/>
Total Liabilities		481,350.03
Capital		
General Fund Bal - Unrestr.		3,545,411.47
Net Income		152,155.26
		<hr/>
Total Capital		3,697,566.73
		<hr/>
Total Liabilities & Capital	\$	<u><u>4,178,916.76</u></u>

# Jefferson County Local Development Corp

## Receivables

As of June 30, 2022

Customer	Orig Loan	Balance	Issued	Maturity	Terms	Status	Payment
JAY CANZONIER	100,000.00	35,395.40	4/26/17	7/1/2026	3%- 84 Months	Current	726.73
CLAYTON ISLAND TOURS	40,000.00	32,155.50	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
DIPRINZIO'S KITCHEN	5,000.00	4,767.40	1/22/21	2/1/2027	3%, 60 Months	Current	89.84
DIPRINZIO'S MARKET	5,000.00	4,767.40	1/22/21	2/1/2027	3%, 60 Months	Current	89.84
LCO DESTINY, LLC	600,000.00	73,752.12	9/29/15	7/1/2022	5%, 60 Months	60 Days	2,000.00
WICLDC	200,000.00	100,011.07	12/1/10	1/1/2031	3%, 240 Months	Current	1,109.20
WICLDC-JAIN	98,082.50	27,853.19	9/10/18	10/1/2023	3.5% 60 Months	Current	1,784.29
<b>Report Total</b>		<b>358,697.54</b>					



**Jefferson County Local Development Corp**  
**RLF Aged Receivables**  
**As of Jun 30, 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	Amount Due
CANZONIER JAY CANZONIER D/B/A NORTH BRANCH FARMS	2086	35,395.40
CANZONIER JAY CANZONIER D/B/A NORTH BRANCH FARMS		35,395.40
CLAYTON ISLAND CLAYTON ISLAND TOURS	2242	32,155.50
CLAYTON ISLAND CLAYTON ISLAND TOURS		32,155.50
CLAYTON YACHT CLAYTON YACHT CLUB, INC.	2344	40,000.00
CLAYTON YACHT CLAYTON YACHT CLUB, INC.		40,000.00
CRESCENT YACHT CLUB CRESCENT YACHT CLUB	2350	39,995.46
CRESCENT YACHT CLUB CRESCENT YACHT CLUB		39,995.46
LCO LCO DESTINY, LLC	2013	73,752.12
LCO LCO DESTINY, LLC		73,752.12
WIC WICLDC	1907 RLF L	100,011.07 27,853.19

**Jefferson County Local Development Corp**  
**RLF Aged Receivables**  
**As of Jun 30, 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	Amount Due
WIC WICLDC		127,864.26
Report Total		349,162.74

**Jefferson County Local Development Corp**  
**Clayton Loan Aged Receivables**  
**As of Jun 30, 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	Amount Due
DIPRINZIO KITCHEN DIPRINZIO'S KITCHEN	2309	4,767.40
DIPRINZIO KITCHEN DIPRINZIO'S KITCHEN		4,767.40
DIPRINZIO MARKET DIPRINZIO'S MARKET	2310	4,767.40
DIPRINZIO MARKET DIPRINZIO'S MARKET		4,767.40
Report Total		9,534.80

**Jefferson County Local Development Corp**  
**COVID Loans Aged Receivables**  
**As of Jun 30, 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	Amount Due
AUBREYS AUBREYS SHOPPING CENTER	2241	7,958.59
AUBREYS AUBREYS SHOPPING CENTER		7,958.59
BROTHERTON STEVEN BROTHERTON	2252	6,577.69
BROTHERTON STEVEN BROTHERTON		6,577.69
CCTI COLLEENS CHERRY TREE INN	2238	7,959.36
CCTI COLLEENS CHERRY TREE INN		7,959.36
CORNELIA LAURIE A. CORNELIA	2240	7,949.06
CORNELIA LAURIE A. CORNELIA		7,949.06
DEMAR AMY S. DEMAR	2237	7,958.59
DEMAR AMY S. DEMAR		7,958.59
ELMER KATHLEEN ELMER	2253	8,130.44

**Jefferson County Local Development Corp**  
**COVID Loans Aged Receivables**  
**As of Jun 30, 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	Amount Due
ELMER KATHLEEN ELMER		8,130.44
FIELD FIELD OF DREAMS, LLC	2267	8,593.80
FIELD FIELD OF DREAMS, LLC		8,593.80
GOULD ROBERT L. GOULD	2234	7,958.59
GOULD ROBERT L. GOULD		7,958.59
GRAPES BUSTED GRAPES, LLC	2250	7,888.08
GRAPES BUSTED GRAPES, LLC		7,888.08
HERMAN BONNIE HERMAN	2235	7,958.59
HERMAN BONNIE HERMAN		7,958.59
MILLER GAIL W. MILLER	2236	7,798.80
MILLER GAIL W. MILLER		7,798.80

**Jefferson County Local Development Corp**  
**COVID Loans Aged Receivables**  
**As of Jun 30, 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	Amount Due
MORGIA MORGIA MASONRY	2264	8,117.99
MORGIA MORGIA MASONRY		8,117.99
NORTH BRANCH NORTH BRANCH FARMS	2262	8,117.99
NORTH BRANCH NORTH BRANCH FARMS		8,117.99
NORTHERN NORTHERN COMMERCIAL CLEANING	2263	7,768.42
NORTHERN NORTHERN COMMERCIAL CLEANING		7,768.42
NORTHROP MICHAEL NORTHROP	2245	7,798.80
NORTHROP MICHAEL NORTHROP		7,798.80
PAINFULL PAINFULL ACRES	2255	3,655.05
PAINFULL PAINFULL ACRES		3,655.05
RHODES RHODES GREENHOUSES, INC	2261	8,117.99

**Jefferson County Local Development Corp**  
**COVID Loans Aged Receivables**  
**As of Jun 30, 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	Amount Due
RHODES RHODES GREENHOUSES, INC		8,117.99
SAMPSON-MELISSA MELISSA SAMPSON	2254	8,117.99
SAMPSON-MELISSA MELISSA SAMPSON		8,117.99
SKINNER SCOTT P. SKINNER	2248	7,958.59
SKINNER SCOTT P. SKINNER		7,958.59
TILLSON ALISHA TILLSON	2249	7,798.80
TILLSON ALISHA TILLSON		7,798.80
WILLS GREG WILLS	2246	7,798.80
WILLS GREG WILLS		7,798.80
ZERO ZERO DOCK STREET, LLC	2280	8,276.99
ZERO ZERO DOCK STREET, LLC		8,276.99





**Jefferson County Local Development Corp**  
**Cash Receipts Journal**  
**For the Period From Jun 1, 2022 to Jun 30, 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
6/3/22	122250 407501 112501	50466	Invoice: 2248 6/22 INTEREST SCOTT P. SKINNER	179.69	159.40 20.29
6/3/22	122250 407501 112501	2021	Invoice: 2237 6/22 INTEREST AMY S. DEMAR	179.69	159.40 20.29
6/3/22	122250 407501 112501	6019	Invoice: 2252 INTEREST STEVEN BROTHERTON	200.00	183.11 16.89
6/3/22	122250 407501 112501	8670	Invoice: 2240 6/22 INTEREST LAURIE A. CORNELIA	179.69	159.40 20.29
6/3/22	122250 407501 112501	1207	Invoice: 2263 8/22 INTEREST NORTHERN COMMERCIAL CLEANING	180.00	160.19 19.81
6/3/22	122250 407501 112501	1958	Invoice: 2241 6/22 INTEREST AUBREYS SHOPPING CENTER	179.69	159.40 20.29
6/3/22	125001 100001	7772	Invoice: 2366 JEFF COUNTY IDA	58,985.00	58,985.00
6/3/22	425001 100001	VV1228	FTZ SUBPOENA JCLDC	18.00	18.00
6/9/22	122025 407501 112501	5175	Invoice: 2086 6/22 INTEREST JAY CANZONIER D/B/A NORTH BRANCH FARMS	726.73	636.65 90.08
6/9/22	122025 407501 112501	995025	Invoice: 2242 6/22 INTEREST CLAYTON ISLAND TOURS	754.85	618.28 136.57
6/9/22	122250 407501 112501	4111	Invoice: 2236 6/22 & 7/22 INTEREST GAIL W. MILLER	359.38	319.19 40.19
6/9/22	122250 407501 112501	56913229	Invoice: 2253 6/22 INTEREST KATHLEEN ELMER	180.00	159.31 20.69
6/9/22	122250 407501 112501	4160	Invoice: 2264 6/22 INTEREST MORGIA MASONRY	179.69	159.00 20.69
6/9/22	122250 407501 112501	7000301	Invoice: 2245 7/22 INTEREST MICHAEL NORTHROP	179.69	159.79 19.90
6/9/22	122250 407501 112501	6662	Invoice: 2235 6/22 INTEREST BONNIE HERMAN	179.69	159.40 20.29
6/9/22	122250 407501 112501	5176	Invoice: 2262 6/22 INTEREST NC BRANCH FARMS	179.69	159.00 20.69

**Jefferson County Local Development Corp**  
**Cash Receipts Journal**  
**For the Period From Jun 1, 2022 to Jun 30, 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
6/9/22	122250 407501 112501	3694954	Invoice: 2280 6/22 INTEREST ZERO DOCK STREET, LLC	179.69	158.60 21.09
6/9/22	122250 407501 112501	1036	Invoice: 2249 6/22 & 7/22 INTEREST ALISHA TILLSON	359.38	319.19 40.19
6/16/22	407501 112501	16585	6/22 INTEREST CRESCENT YACHT CLUB	100.00	100.00
6/16/22	122250 407501 412502 112501	1121	Invoice: 2238 5/22 & 6/22 INTEREST 5/22 LATE FEE COLLEENS CHERRY TREE INN	370.16	318.40 40.98 10.78
6/16/22	202401 202501 100001	19540	DUE JCLDC DUE SHLDC PAINFULL ACRES	179.69	89.85 89.84
6/23/22	122025 407501 112501	163893	Invoice: RLF LOAN 6/22 INTEREST WICLDC	1,784.29	1,698.10 86.19
6/23/22	122025 407501 112501	3887	Invoice: 1907 6/22 INTEREST WICLDC	1,109.20	855.53 253.67
6/23/22	122250 407501 112501	6156	Invoice: 2255 10/22 INTEREST PAINFULL ACRES	89.85	80.51 9.34
6/23/22	407501 112501	5033	7/22 INTEREST CLAYTON YACHT CLUB, INC.	100.00	100.00
				<u>67,113.74</u>	<u>67,113.74</u>

**Jefferson County Local Development Corp**  
**Check Register**  
**For the Period From Jun 1, 2022 to Jun 30, 2022**

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
6128	6/1/22	EXCELLUS BC/BS	100001	408.01
6129	6/1/22	FP MAILING SOLUTIONS	100001	156.00
6130	6/1/22	THE HARTFORD	100001	256.91
6131	6/1/22	HM LIFE OF NY	100001	88.13
6132	6/1/22	NORTHERN COMPUTERS	100001	441.00
6133	6/1/22	WATERTOWN LOCAL DEVELOPMENT CO	100001	4,661.87
6134	6/1/22	EXCELLUS BC/BS	100001	567.50
6135	6/1/22	EXCELLUS BC/BS	100001	11,037.12
6136	6/9/22	BLUE MOUNTAIN SPRING WATER, INC.	100001	44.00
6137	6/9/22	CINTAS	100001	63.65
6138	6/9/22	KEY BANK	100001	332.33
6139	6/9/22	NATIONAL GRID	100001	443.87
6140	6/9/22	PROSHRED SECURITY	100001	22.01
6141	6/9/22	RBC WEALTH MANAGEMENT	100001	2,668.14
6142	6/9/22	STEVENS MEDIA GROUP-WATERTOWN, L	100001	400.00
6143	6/9/22	UNITED WAY OF NNY	100001	116.50
6144	6/9/22	VERIZON WIRELESS	100001	94.43
6145	6/9/22	WICLDC	100001	1,496.58
6146	6/9/22	WPBS	100001	557.00
6147	6/16/22	BPAS	100001	1,000.00
6148	6/16/22	MACNY	100001	125.00
6149	6/16/22	NORTHERN COMPUTERS	100001	490.00
6150	6/16/22	RIVERSIDE MEDIA LLC	100001	354.99
6151	6/16/22	SAM'S CLUB	100001	243.92
6152	6/17/22	CINTAS	100001	63.65
6153	6/17/22	EWTI	100001	50.00
6154	6/17/22	INFORMNNY.COM	100001	265.00
6155	6/17/22	JEFFERSON COUNTY CLERK	100001	60.00
6156	6/17/22	JCLDC	100001	89.85
6157	6/17/22	NORTHERN COMMERCIAL CLEANING	100001	865.00
6158	6/17/22	WATERTOWN ROTARY CLUB	100001	143.00
6159	6/17/22	SACKETS HARBOR LDC	100001	89.84

**Jefferson County Local Development Corp**  
**Check Register**  
**For the Period From Jun 1, 2022 to Jun 30, 2022**

Filter Criteria includes: Report order is by Date.

Check #	Date	Payee	Cash Account	Amount
6160	6/17/22	WESTELCOM	100001	365.64
6161	6/17/22	WWTI	100001	300.00
6162	6/23/22	RBC WEALTH MANAGEMENT	100001	2,668.14
6163	6/23/22	UNITED WAY OF NNY	100001	116.50
6164	6/30/22	NBC WATERTOWN	100001	390.00
6165	6/30/22	SPECTRUM REACH	100001	1,379.05
6166	6/30/22	WELLS FARGO FINANCIAL SERVICES	100001	340.07
<b>Total</b>				<b>33,254.70</b>

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	P	P	P	P	E						
Aliasso, Robert	P	P	P	P	P	P						
Burto, Kent	P	P	P	P	E	E						
Converse, David	P	P	E	P	P	P						
Gardner, Gregory	P	P	E	P	E	P						
Jennings, John	P	P	E	A	P	P						
Johnson, William	P	P	P	P	P	P						
L'Huillier, Lisa	P	P	P	P	P	P						
Powers, Christine	P	P	E	P	P	P						
Walldroff, W. Edward	P	P	P	A	P	P						
Warneck, Paul	P	P	P	P	P	P						
Totals:	11	11	7	9	9	9						
P - Present												
E - Excused												
A - Absent												

## Jefferson County Local Development Corporation

### Small Business Productivity Improvement (ARPA)

Grant recommendations:

Business Name	Summary of Project	Total Project Amount	Total amount requested	Funding Recommendation
Joshua Overton Inc.	Tennant t300 20" automatic walk behind scrubber 6k without tax. Tennant cs5 walk behind 2700 without tax.	\$6,000-7,000	\$5,000	Up to: \$5,000
Gary Trucking LLC	I run a power only trucking business. I haul other people trailers in Syracuse Ny. I'm looking to use money to purchase a flatbed semi trailer to do local work in Watertown.	\$12,000	\$10,000	Up to: \$10,000
The Cape Vincent Brewing Co., Inc	Lincoln Impinger Conveyor Pizza Oven, plus tax and shipping	\$10,800	\$8,000	\$5,000
Sail Ontario, LLC	\$1,200 for office automation (printer/scanner/computer) \$4,400 for vessel autopilot (3,250 for equipment and \$1,150 installation) \$3,000 for electronic navigation/safety equipment (self-installation)	\$8,700	\$6,960	\$3,520
Chrissy Beanz	\$1789 - Fume/Heat removal hood; \$354.99 - Faucet/sprayer for 3-bay sink; \$98.99 - Hand wash sink; \$739 - 3-bay sink; \$138.78 - table to accompany our dishwasher; \$1336.30 - 36" commercial griddle; \$2484 - Refrigerated chef's base; \$562.35 - 2-burner gas range; \$19.99/\$18.99 - 2 x dishwasher racks; \$2458.10 - labor for installation (total labor	\$22,541.90	\$10,000	\$7,000

# Jefferson County Local Development Corporation

## Small Business Productivity Improvement (ARPA)

	\$15,000, but this exceeds the \$10,000 maximum)			
Rhodes Greenhouses	The costs for the project are for the purchase of Ebb and Flo watering tables for 4.5 inch pots. Also called Flood Benches, the money would be used to purchase the trays and the steel tables that hold the trays, and for some plumbing to bring water to them.	\$13,500	\$10,000	\$10,000
St.Elmo Island Inc.	Purchase a Toro 75742 TC4225. 22.5HP 42" ride on lawn mower.	\$3,671	\$3,671	\$2,000
Robbins Family Grain	Computer and printer+ 2000.00; Grain accounting software = 15000.00; scale integration= 3000.00: These are vendor estimates, still waiting on final quotes!	\$20,000	\$10,000	\$10,000
MSPEN Consulting	Constant Contact 1 Year - 120.00 InDesign 1 Year - 251.88 Microsoft 365 Business Standard 1 Year - 150.00 RFP Procurement Software Subscription (USA Reach): - 810.00 MacBook Air Laptops = 2,100 iPhone 13 Pro Max - 1099 Canon - EOS Rebel T7 DSLR Video Camera - 500.00 5,030 plus tax = 5,432	\$5,432	\$4,346	\$2,380
White Caps Winery, LLC	The grant application is to cover 80% of the cost of two jacketed, variable capacity stainless steel tanks for use at our	\$12,286	\$9,828.80	\$7,000

# Jefferson County Local Development Corporation

## Small Business Productivity Improvement (ARPA)

	facility; the price quote will be sent in an additional e-mail.			
The Little Book Store	<p><b>COSTS:</b>  Point of Sale System upgrades  iPad/Digital Design Pen \$ 599  Receipt Printer \$ 448  In-House Design  MacBook Pro \$ 1,399  Adobe Creative Suite \$ 239  Chocolate Tempering Machine \$ 2,999  Chocolate Silicone Molds  Custom Designed Molds \$ 450.  Standard bar molds \$ 105.  Specialty coin molds \$ 450.  Dry storage rack \$ 350.  Commercial Kitchen Upgrades:  3-Bin Wash sink \$ 500  Fruit Vegetable sink \$ 250  Handwash sink \$ 100  Mop sink \$ 100  Misc. Plumbing \$ 1,500  Misc. Remodeling \$ 2,011  Misc. \$ 1,000</p> <p><b>TOTAL PROJECT COST \$12,500</b></p> <p>(More details can be provided when needed.)</p>	\$12,500	\$10,000	\$3,000
RBM Franchising Corp	<p>The development plan calls for the creation or improvement of the following features:</p> <p>1. Build redundancy and bandwidth into the messaging portion of the software that will allow us to increase the software's ability to handle contracts</p>	\$23,000	\$10,000	\$10,000



# Jefferson County Local Development Corporation

## Small Business Productivity Improvement (ARPA)

	<p>per DAV from 3 to 31.</p> <p>2. Add the ability to automatically publish and schedule advertising to each DAV.</p> <p>3. Enhance the process for loading graphics into the software to streamline the efficiency of the entire network.</p> <p>4. Create a customer facing portal that will allow the customer to purchase airtime online. This will be integrated into the Velocity software and enhance inventory management and efficiency in getting ads on DAV.</p> <p>We expect the cost of these development plans to be as follows:</p> <ul style="list-style-type: none"> <li>• Third party consulting – \$10,000</li> <li>• Internal Labor of 200 hours – 10,000</li> <li>• Incidental costs (equipment and consumables) – 3,000</li> </ul> <p>\$ 23,000</p>			
Coaching With Grace LLC	We would like to rebuild our website and marketing to the area. This involves new software, hiring someone with website design expertise (would like to be local) and increase our SEO presence	\$8,000	\$8,000	declined
Cerow Agency, INC	Upgrade to our Agency Management System. Moved to an online Web Based version	\$30,000	\$10,000	\$10,000

# Jefferson County Local Development Corporation

## Small Business Productivity Improvement (ARPA)

Black River Drive-In, inc	4 Partner tech 15" POS monitors, 5 Printers, 1 Mobil tablet, 1 Mobil label printer, 1 dock w/4 usb ports, 5 emv compitable readers. . Quote from Ready Thatre Systems \$10,520.00 am waiting for quote from World Pay credit card processors for the compatible emv readers. I will provide written quotations as soon as I have everything.	Approx. \$13,000	\$10,000 +/-	\$10,000
THOUSAND ISLANDS ARTS CENTER HOME OF THE HANDWEAVING MUSEUM	Four new computers, point-of-sale system, and upgrades to software programs PastPerfect and Photoshop.	\$12,000 – 12,500	\$10,000	\$5,000
Telly's Inn	POS Systems for Restaurant, Tablet for outdoor menu orders. 10 Monitors. Tablet for Motel for check ins and reservations. WIFI Linksys Systems for motel and restaurant. WIFI High Speed. Tap to serve credit card readers. Hand Helds server ordering for restaurant (6). High efficiency commercial washers and dryers. Commercial vacuum cleaners (self-acting) Commercial Carpet Cleaners. Commercial hardwood floor cleaner. Ear Pod communication system. Phone systems that will link to all computers.	\$23,000	\$20,000	\$8,000
Antique Boat Museum	Hardware Bundle per POS Station (\$900) X 2 Stations=\$1800 Tower System per POS Station (\$1179) X 2	\$12,500	\$9,998	\$10,000

# Jefferson County Local Development Corporation

## Small Business Productivity Improvement (ARPA)

	Stations=\$2358 Pin Pad X (1) Station=\$389 Wireless Scanner (\$409) X 2 Stations=\$818 Tablet for each Station (\$900) X 2 Stations=\$1800 Tablet Stand (\$119) X 2 Stations=\$238 Software Update for 2 Stations=\$2595 TOTAL COSTS=\$9998.00			
Taylor Concrete Products, Inc.	Purchase 6 replacement desktops that due or past due for upgrade. Some are starting to malfunction physically and others are slowing processing on our sales counter and accounting department	\$11,550	\$11,500	\$5,000
Spec-Rite LLC	Software Platform Annual Fee: \$12,000	\$12,000	\$10,000	\$6,000
Stewart Signs & Apparel, LLC	2 workstations intel corei7 10th gen. intelUHD Graphics 630 windows 11 pro (\$2250 ea.)\$4500 Gig Geforce Eagle OC 8G Graphics card, video card2 (520 ea) \$1040 Synology DS220j Disk station with 8TB 1 @ \$840 HDMI 10'video cables 4 at \$27 \$108 /ASUS 24" Monitors \$900 Set up of all equipment, move of data to Network Storage devise \$980 Perform network cyber- security assessment and remediation \$2400	\$11,629.44	\$11,629.44	\$4,000
Quality Inn and Suites	We would like to purchase a commercial dryer for our guest linen. The current one keep breaking down and can not keep up with the demand.	\$12,000	\$10,000	declined

# Jefferson County Local Development Corporation

## Small Business Productivity Improvement (ARPA)

Franklin Street Dairy Market	Register and scanning unit \$10,000	\$10,000	\$10,000	\$8,000
Hutchinson's Boat Works	Panasonic Tough Book - \$3,869, Diacom Marine Software - \$1,249, Malwarebyte Antivirus - \$39.99, Dell Latitude 5520 (1920 x 1080 display required for our software) - \$1, 579	\$6,697	\$5,337.60	\$5,337.60
Royal Inn Motel	Roughly 7500 for commercial washer and 2500 for wifi system.	\$10,000		declined
Mart Art Inc, dba Michael Ringer St.Lawrence Galleries	- New desktop iMac to run POS \$1,334 -upload to run POS Lightspeed online (includes credit card transaction hardware) \$925 -barcode hardware and supplies compatible with new Lightspeed POS \$556.	\$2,815	\$2,815	\$2,252
Sunkissed Tanning Salon of Adams	We would like to add another tanning bed for the small business. The bed we would like to purchase is the Wolf Tanning Bed- Solar Storm 48ST Commercial Vertical Tanning Bed.	\$7,346	\$6,000	declined
Lala hair braiding	Equipment	\$10,000	\$10,000	declined
Anchor Marina	\$12,000 for new equipment plus \$4,000 for labor and parts to modify existing pumps	\$16,000	\$10,000	\$10,000
Monthly Boxer	Global Industrial™ Semi-Automatic Stretch Wrap Machine For 20"W Rolls For \$7995 Global Industrial™ Stretch Wrap Machine Ramp For	\$10,829.89	\$8,663.92	\$7,000

# Jefferson County Local Development Corporation

## Small Business Productivity Improvement (ARPA)

	412409, 59-1/16"Lx39-3/8"W for \$854 Global Industrial™ Machine Length Stretch Wrap, Cast, 80 Gauge, 20"Wx5000'L, Clear \$82 Global Industrial™ "Do Not Stack" Printed Pallet Cones, White, 50/Pack \$81.95 Extended Service Plan. 2yr Replacement \$656.95 Shipping \$1,159.99			
			<b>Total</b>	<b>\$165,489.60</b>

## Jefferson County Local Development Corporation

### Incumbent Worker Training (ARPA)

Grant recommendations:

Business Name	Summary of Project	Total Project Amount	Funding Recommendation
LCO Destiny, LLC	Enhancements to our milling equipment to increase productivity. Enhancements will including a 2 part training. Part 1, our manager travels to Georgia for onsite training at equipment manufacturer. Part 2, technician from manufacturer travels to Watertown to thoroughly tune equipment while brining another moulder online. Technician will then train our team on the most efficient way to do machine set ups and how we can template, produce and grind our own knives.	\$15,000 estimated	\$12,000
Renzi Foodservice	<p>We would like to invest in our Operations management team by providing them with a development/leadership program. The training is done monthly for one year and is delivered in person and also online. (23,995)</p> <p>In addition, we would like to enroll two of our Transportation management staff to a Smith System DOT Compliance seminar which trains Transportation Compliance, Safety and Accountability methodology. (\$1200)</p> <p>More information is available for each of these projects upon request.</p>	\$25,195	\$20,000

# Jefferson County Local Development Corporation

## Incumbent Worker Training (ARPA)

Max Solar INC	Solar Energy International gives a course to produce Solar professionals that qualify to take the NABCEP PV professional exam. This will output highly skilled project managers and workers.	\$28,000	Declined
T.F. Wright & Sons Granite Foundry, LLC	For an employee to obtain a CDL license	\$5000-\$7000	\$5,600.00
Morgia Wealth Management	This training will enable the team to pull more detailed information from our Salesforce implementation and then customize that information into professional looking presentations. Salesforce's standard data output is clunky and requires significant manipulation in order to make the output presentable to clients. That work takes considerable time by internal resources, keeping them from doing higher value work. This project is a combination of training and software that automates the data pull and then presents the data in a clear, customized and highly attractive, presentable form. This project will allow to create customized financial reports for our clients that go deeper and broader than our past reporting. We believe this content will be highly value added for our clients, make our clients sticker and help us drive referral business.	\$2,400.00	\$1,920.00
		<b>TOTAL</b>	<b>\$39,520</b>