

**Jefferson County Industrial Development Agency**  
800 Starbuck Avenue, Suite 800  
Watertown, New York 13601  
Telephone: (315) 782-5865 or (800) 553-4111 Facsimile (315) 782-7915  
[www.jcida.com](http://www.jcida.com)

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**Notice of Board Meeting**

**Date:** November 21, 2023

**To:** William Johnson  
David Converse  
W. Edward Walldroff  
Paul Warneck  
Lisa L'Huillier  
John Condino

**From:** Chairman Robert Aliasso

**Re:** Notice of Board of Directors' Meeting

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The Jefferson County Industrial Development Agency will hold their Board Meeting on **Thursday, December 7, 2023 at 8:30 a.m.** in the board room at 800 Starbuck Avenue, Watertown, NY.

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

**Zoom:**  
<https://us02web.zoom.us/j/84355250468?pwd=R0t4VjRPdGJBZDJrL2JQYVVVjKytDdz09>  
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  
Joy Nuffer  
Robin Stephenson  
Christine Powers  
Greg Gardner  
Kent Burto  
Rob Aiken  
Justin Miller, Esq.  
Media

**BOARD MEETING AGENDA**  
**Thursday, December 7, 2023 - 8:30 a.m.**

- I. Call to Order**
- II. Pledge of Allegiance**
- III. Privilege of the Floor**
- IV. Minutes – November 2, 2023**
- V. Treasurer’s Report – November 30, 2023**
- VI. Committee Reports**
  - a. Nominating Committee**
    - i. Resolution No. 12.07.2023.01 to Elect Officers for CY 2024**
  - b. Loan Review Committee**
    - i. Resolution No. 12.07.2023.02 for LCO Destiny, LLC (loan modification)**
    - ii. Resolution No. 12.07.2023.03 for Sackets Harbor Brew Pub LLC d/b/a 1812 Brewing Company (RLF)**
  - c. Alternative Energy Ad Hoc Committee**
  - d. Corporate Park Ad Hoc Committee**
- VII. Unfinished Business**
  - 1. 146 Arsenal Street update**
- VIII. New Business**
- IX. Counsel**
- X. Adjournment**

**Jefferson County Industrial Development Agency  
Board Meeting Minutes  
November 2, 2023**

**DRAFT**

The Jefferson County Industrial Development Agency held their board meeting on Thursday, November 2, 2023 in the board room at 800 Starbuck Avenue, Watertown, NY.

**Present:** Robert E. Aliasso, Jr., Paul Warneck, David Converse, W. Edward Walldroff, John Condino, William Johnson, Lisa L'Huillier

**Excused:** None

**Absent:** None

**Also Present:** Christine Powers, Zach Grady (Channel 7 News), Craig Fox (Watertown Daily Times)  
**Zoom:** Justin Miller, Esq. (Harris Beach)

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

- I. Call to Order:** Chairman Aliasso called the meeting to order at 8:26 a.m.
- II. Privilege of the Floor:** Guests were invited to speak. No one spoke.
- III. Minutes:** Minutes of the meeting held October 5, 2023 were presented. A motion to approve the minutes as presented was made by Mr. Johnson, seconded by Mr. Condino. Minutes of the special meeting held October 11, 2023 were presented. A motion was made by Mr. Condino to approve the special minutes as presented was made by Mr. Condino, seconded by Mr. Walldroff. All in favor. Carried.
- IV. Treasurer's Report:** Mr. Warneck reviewed the financials for the period ending October 31, 2023. Mr. Warneck reviewed the delinquent loans. LCO Destiny is two months behind. After discussion, a motion was made by Mr. Warneck to accept the financial statement as presented, seconded by Mr. Condino. All in favor. Carried.
- V. Committee Reports:**
  - a. Loan Review Committee -** Mr. Converse said the committee met with Tom Scozzafava (Sackets Harbor Brew Pub, LLC d/b/a 1812 Brewing Company) for his proposed project. The committee requested more financial information. Ms. Stephenson said the information was received yesterday and will be presented at next month's loan review meeting.
    - i. Proposed Lending/Collection Policy and Procedures –** The Loan Review Committee is recommending the following changes to the policy:
      - Change the word 'will' to 'may' in Section 6 when referring to including a balloon payment at the end of a five (5) year period.
      - Add 'or ten (10) year period' after the 5-year period.The changes will also be made to the program description pages.

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

- b. **Alternative Energy Ad Hoc Committee** – Mr. Warneck said that the AES proposed project in the towns of Lyme and Brownville was granted an award from NYSERDA. He noted that they have not submitted an application to us yet.

Mr. Warneck said that he recently attended a meeting in Lewis County and learned that several companies plan to build support to challenge the state's approval of the final model and sue them. He said that he hears the struggles of solar projects across the state.

- c. **Corporate Park Ad Hoc Committee** – No report.

**VI. Unfinished Business:**

- 1. **146 Arsenal Street update** – Mr. Zembiec said the grand opening will be held on December 11, 2023. He noted that the JCLDC will be processing the \$400,000 grant to the YMCA this month.
- 2. **Three Mile Bay Ventures, LLC** – A request to waive the keyman life insurance policy for the RLF participation loan (with NCA) commitment. Mr. Bennett is a veteran which makes it harder to obtain insurance and if able to obtain will cost an astronomical amount of money each month. A motion was made by Mr. Converse to approve the request and waive the life insurance requirement for the listed circumstances (not conditioned on NCA's approval), seconded by Mr. Condino. All in favor. Carried.

**VII. New Business:** None.

**VIII. Counsel:**

- 1. **Authorizing Resolution No. 11.02.2023.01 for Convalt Energy, Inc. and Convalt Manufacturing, LLC (LDA renewal and loan extension)** – A request from Convalt to extend the Land Development Agreement and working capital loan until June 1, 2024. Chairman Aliasso read the purpose of the resolution. A motion was made by Mr. Converse to approve the resolution, seconded by Mr. Condino. Mr. Walldroff asked why the survey map shows several parcels and asked if they would be combined. Attorney Miller said they will be combined once filed and the property is transferred. Roll call vote. Mr. Aliasso – Yea, Mr. Converse – Yea, Mr. Condino – Yea, Mr. Johnson – Yea, Ms. L'Huillier – Yea, Mr. Walldroff – Yea, and Mr. Warneck – Yea. Carried.
- 2. **Supplemental Authorizing Resolution No. 11.02.2023.02 for North American Tapes, LLC** – North American Tapes, LLC updated parts of their application to include minor site modifications to the project. The increased project construction costs require adjustment to the amount of sales and use tax exemptions. Attorney Miller noted that the project is scheduled to close on November 6, 2023 and commented that it was good to receive and adjust the information prior to closing. A motion was made by Mr. Warneck to approve the resolution, seconded by Mr. Johnson. Roll call vote. Mr. Aliasso – Yea, Mr. Converse – Yea, Mr. Condino – Yea, Mr. Johnson – Yea, Ms. L'Huillier – Yea, Mr. Walldroff – Yea, and Mr. Warneck – Yea. Carried.

Jefferson County Industrial Development Agency  
Board Meeting Minutes  
November 2, 2023

DRAFT

**Executive Session**

At 8:45 a.m., a motion was made by Mr. Warneck to enter into executive session to discuss the potential sale of real estate and to seek advice of counsel, seconded by Mr. Condino. All in favor. Board Members including LDC Board Member Powers, Staff, and Counsel remained.

At 9:24 a.m., a motion was made by Mr. Warneck to leave executive session, seconded by Mr. Condino. All in favor. No action was taken.

- IX. Adjournment:** With no further business before the board, a motion to adjourn was made by Mr. Condino, seconded by Mr. Warneck. All in favor. The meeting was adjourned at 9:24 a.m.

Respectfully submitted,

*Peggy Sampson*

**JEFFERSON COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

Prepared by Joy Nuffer, November 29, 2023

UNRECONCILED

**Income Statement for the Eleven Month Period Ending November 30, 2023**

	Current Year Budget	Year-to-Dat e Total	Current Month	Previous Month	Balance Remaining
<b>Revenues</b>					
Application & Process Fees	\$ 12,000.00	9,802.00	\$ 250.00	2,200.00	2,198.00
Bond Admin Fee	3,000.00	3,000.00	0.00	0.00	0.00
PILOT/Sale Leaseback Fees	1,200,963.00	208,260.00	102,370.00	23,390.00	992,703.00
Fee Income - RLF Program	43,422.00	39,803.50	3,618.50	3,618.50	3,618.50
Fee Income - Micro Program	24,087.00	22,179.75	2,007.25	2,007.25	1,907.25
Interest Income	1,000.00	218.36	0.00	22.28	781.64
Interest Income - RLF Program	32,000.00	29,684.89	2,125.00	2,125.00	2,315.11
Interest Income - Micro Prog.	9,000.00	6,582.71	401.23	592.52	2,417.29
Late Payment Penalty - Micro	300.00	234.31	0.00	33.30	65.69
Miscellaneous Income	0.00	56,354.81	11,394.50	0.00	(56,354.81)
Misc. Income - MICRO Program	0.00	25.00	0.00	0.00	(25.00)
YMCA Income	0.00	50,004.36	10,584.41	0.00	(50,004.36)
YMCA Grant Income	0.00	3,341,566.72	0.00	0.00	(3,341,566.72)
<b>Total Revenues</b>	<b>1,325,772.00</b>	<b>3,767,716.41</b>	<b>132,750.89</b>	<b>33,988.85</b>	<b>(2,441,944.41)</b>
<b>Operations</b>					
Public Works Fund	0.00	2,000.04	0.00	0.00	(2,000.04)
Office Expense	5,000.00	3,965.11	324.81	260.07	1,034.89
Admin Services Exp	707,275.00	648,335.38	58,939.58	58,939.58	58,939.62
Depreciation Expense - Siding	17,607.00	14,937.56	1,357.96	1,357.96	2,669.44
D&O Insurance	15,127.00	13,073.78	1,334.25	1,334.25	2,053.22
Commercial Insurance	29,600.00	7,345.09	811.85	811.85	22,254.91
FTZ Expense	1,200.00	0.00	0.00	0.00	1,200.00
Legal- Retainer	18,000.00	16,500.00	1,500.00	1,500.00	1,500.00
Legal - Unrestricted	40,000.00	11,511.69	11,230.50	0.00	28,488.31
Legal - Micro Program	0.00	1,125.00	0.00	0.00	(1,125.00)
Legal YMCA	10,000.00	658.29	0.00	0.00	9,341.71
Accounting & Auditing	15,000.00	21,900.00	0.00	0.00	(6,900.00)
Corporate Park Expense	0.00	5,947.60	0.00	1,400.00	(5,947.60)
Coffeen Park Taxes	2,000.00	2,166.92	0.00	0.00	(166.92)
Airport Park Taxes	2,000.00	1,071.02	0.00	0.00	928.98
Fees Expense	1,000.00	2,439.60	0.00	0.00	(1,439.60)
Grant Expense YMCA	0.00	3,341,566.72	0.00	0.00	(3,341,566.72)
Bad Debt--RLF	190,000.00	132,998.34	0.00	0.00	57,001.66
Bad Debt--Micro	90,000.00	0.00	0.00	0.00	90,000.00
RLF Program Expense	43,422.00	39,836.50	3,618.50	3,618.50	3,585.50
Microenterprise Program Exp	24,087.00	22,112.75	2,007.25	2,007.25	1,974.25
RLF Audit Expense	800.00	0.00	0.00	0.00	800.00
IDA 146 Arsenal Bldg Expense	113,404.00	2,387.27	67.64	85.64	111,016.73
Building Depreciation- 146 Ars	0.00	88,843.04	8,076.64	8,076.64	(88,843.04)
146 Arsenal Gas	0.00	7,001.18	0.00	81.47	(7,001.18)
146 Arsenal Electric	0.00	33,050.79	0.00	5,471.44	(33,050.79)
146 Arsenal Water	0.00	3,278.85	0.00	343.50	(3,278.85)
Miscellaneous - Unrestricted	200.00	0.00	0.00	0.00	200.00
<b>Total Operations</b>	<b>1,325,722.00</b>	<b>4,424,052.52</b>	<b>89,268.98</b>	<b>85,288.15</b>	<b>(3,098,330.52)</b>
<b>Total Revenue</b>	<b>1,325,772.00</b>	<b>3,767,716.41</b>	<b>132,750.89</b>	<b>33,988.85</b>	<b>(2,441,944.41)</b>
<b>Total Expenses</b>	<b>1,325,722.00</b>	<b>4,424,052.52</b>	<b>89,268.98</b>	<b>85,288.15</b>	<b>(3,098,330.52)</b>
<b>Net Income Over Expenditures</b>	<b>\$ 50.00</b>	<b>(656,336.11)</b>	<b>\$ 43,481.91</b>	<b>(51,299.30)</b>	<b>656,386.11</b>

For Internal Use Only

Jefferson County IDA  
Balance Sheet  
November 30, 2023

ASSETS

Current Assets		
General Checking	\$	1,334,201.06
Savings Account		258,690.06
Microenterprise Account		90,748.38
City Loan Account		287,872.59
Revolving Loan Fund Account		2,516,447.50
Miscellaneous Receivable		30,140.80
Acct Receivable - Rogers		17,519.31
RLF Loans Receivable		1,781,555.47
Microenterprise Loans Rec.		136,304.44
Allowance for Bad Debt-RLF		(190,000.00)
Allow. for Bad Debts-MICRO		(45,779.90)
Prepaid Expense		21,911.24
		<hr/>
Total Current Assets		6,239,610.95
Property and Equipment		
Accum Depr - Building		(1,163,827.48)
Accum Depr. Equipment		(52,269.66)
Accumulated Depreciation Sidin		(42,096.76)
		<hr/>
Tctal Property and Equipment		(1,258,193.90)
Other Assets		
IT Server		6,050.00
Equipment		13,366.00
Corp. Park Improvements		209,995.14
Airport Property		884,326.02
Intangible Asset		53,195.00
WIP Airport		392,701.18
WIP Intersection		244,973.52
Woolworth Building		505,000.00
Rail Siding CCIP		244,434.00
Land 146 Arsenal		126,577.50
146 Ars Building Improvements		3,264,556.08
		<hr/>
Total Other Assets		5,945,174.44
Total Assets	\$	<u><u>10,926,591.49</u></u>

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable - Unrestricte	\$	246,988.82
RLF Loan Payable		700,000.00
Due HUD - RLF Interest		216.79
Due HUD - MICRO Interest		0.76
Due HUD - CITY Loan Interest		2.45
ARPA Airport Sewer		1,208,000.00
Car Freshner Signage		11,000.00
		<hr/>
Total Current Liabilities		2,166,208.82
Long-Term Liabilities		
Due NYS/IAP L.T.		180,159.78
Deferred Revenue - Rogers		18,000.51
		<hr/>

Jefferson County IDA  
Balance Sheet  
November 30, 2023

Total Long-Term Liabilities		<u>198,160.29</u>
Total Liabilities		2,364,369.11
Capital		
General Fund Bal - Unrestrict.	3,142,348.91	
Fund Bal - RLF Restricted	4,419,309.27	
Fund Bal - Micro Restricted	414,850.76	
Fund Bal - City Restricted	262,489.22	
Cap. Impr. Convergys	979,560.33	
Net Income	<u>(656,336.11)</u>	
Total Capital		<u>8,562,222.38</u>
Total Liabilities & Capital	\$	<u><u>10,926,591.49</u></u>



**Jefferson County IDA**  
**General Checking Cash Receipts Journal**  
**For the Period From Nov 1, 2023 to Nov 30, 2023**

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

Date	Account ID	Transaction	Line Description	Debit Amnt	Credit Amnt
11/8/23	205602 202702 100001	ACH	11/23 DUE SHLDC 11/23 DUE RLF CONVALT ENERGY. LLC	2,625.00	500.00 2,125.00
11/8/23	125001 100001	7607	Invoice: 3908 SACKETS HARBOR BREW PUB, LLC	250.00	250.00
11/8/23	125001 100001	2212	Invoice: 3818 JEFFERSON COUNTY INDUSTRIAL	3,618.50	3,618.50
11/8/23	125001 100001	1264	Invoice: 3806 JEFFERSON COUNTY INDUSTRIAL	2,007.25	2,007.25
11/13/23	207005 205602 100001	CASH	DUE MICRO DUE SHLDC PAINFULL ACRES	2,000.00	1,151.96 848.04
11/28/23	125001 125001 125001 125001 100001	ACH	Invoice: 3833 Invoice: 3849 Invoice: 3847 Invoice: 3855 CONVALT ENERGY. LLC	5,878.20	1,330.60 2,426.50 1,741.60 379.50
11/30/23	425001 100001	20752905	REFUND-SELECTIVE INSURANCE	164.00	164.00
11/30/23	125001 100001	31327	Invoice: 3907 NORTH AMERICAN TAPES LLC	102,370.00	102,370.00
11/30/23	125001 100001	0871	Invoice: 3909 YMCA	10,584.41	10,584.41
				<u>129,497.36</u>	<u>129,497.36</u>

**Jefferson County IDA**  
**Miscellaneous Receivables**  
**As of Nov 30, 2023**

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/CM	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
CONVALT	3669				27,486.30	27,486.30
CONVALT ENERGY. LLC	3911	11,230.50				11,230.50
CONVALT		11,230.50			27,486.30	38,716.80
CONVALT ENERGY. LLC						
NORTH AMERICAN						
NORTH AMERICAN TAPES LLC						
YMCA						
YMCA						
Report Total		11,230.50			27,486.30	38,716.80

Jefferson County Industrial Development Agency  
Revolving Loan Fund Receivables  
November 30, 2023

	Recipient	Date Issued	Loan Amount	Current Balance	Payment Amount	Current Status	Purpose of Loan
1	Convalt	07/13/22	850,000.00	850,000.00	\$2,625.00	Current	Participation (SHLDC) Bridge loan
2	JCIDA	08/01/21	2,000,000.00	700,000.00	\$0.00	Current	146 Arsenal Remediation
3	LCO Destiny	02/06/23	250,000.00	231,465.47	\$7,178.24	3 months	Working Capital
	<b>Total RLF Receivables</b>		<b>\$3,100,000.00</b>	<b>\$1,781,465.47</b>	<b>\$9,803.24</b>	<b>-</b>	

Jefferson County Industrial Development Agency  
MICRO Loan Fund Receivables  
November 30, 2023

Recipient	Date Issued	Loan Amount	Current Balance	Payment Amount	Current Status	Purpose of Loan
Colleens Cherry Tree inn	5/1/2019	\$40,000.00	21,702.70	\$250.60	2 Months	Expand Restaurant - Ice Ceram Shop
R. L. Gould & Son, LLC	3/1/2019	\$40,000.00	5,891.24	\$750.30	Current	Open UPS Store
Clayton Island Tours	3/31/2023	\$40,000.00	35,926.12	\$773.31	Current	Working Capital
Painfull Acres	3/1/2018	\$40,000.00	11,855.43	\$565.35	Current	Amish Furniture Store
Pink Kettle	2/23/2022	\$24,800.00	17,210.41	\$468.01	Current	Retail Beverages
Taste of Design	4/1/2007	\$40,000.00	11,586.05	\$277.54	1 Month	Coffee Shop
Therartpy	7/1/2021	\$10,102.00	5,699.99	\$190.64	Current	Art Therapy
Willowbrook	7/28/2021	\$40,000.00	26,432.50	\$754.85	Current	Purchase Golf Club
<b>Total MICRO Receivables</b>		<b>\$274,902.00</b>	<b>\$136,304.44</b>	<b>\$4,030.60</b>	<b>-</b>	

**Jefferson County IDA**  
**Cash Disbursements Journal**  
**For the Period From Nov 1, 2023 to Nov 30, 2023**

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

Date	Check #	Account ID	Line Description	Debit Amount	Credit Amount
11/1/23	8014	200001 100001	Invoice: 23-1119 BERNIER, CARR & ASSOCIATES, P.C.	3,657.50	3,657.50
11/8/23	8015	200001 100001	Invoice: 8-293-03366 FEDERAL EXPRESS CORP.	40.07	40.07
11/8/23	8016	200001 100001	Invoice: 11/23 CONVALT JEFFERSON COUNTY INDUSTRIAL	2,125.00	2,125.00
11/8/23	8017	200001 200001 200001 200001 100001	Invoice: 17024-10/23 Invoice: 45150-10/23 Invoice: 45147-10/23 Invoice: 45157-10/23 NATIONAL GRID	4,989.54 405.05 81.47 76.85	5,552.91
11/8/23	8018	200001 100001	Invoice: 11/23 CONVALT SACKETS HARBOR LDC	500.00	500.00
11/8/23	8019	200001 200001 100001	Invoice: 0000011-10/23 Invoice: 0001851-10/23 CITY OF WATERTOWN COMPTROLLER	295.78 47.72	343.50
11/21/23	8020	200001 100001	Invoice: 8-308-12759 FEDERAL EXPRESS CORP.	124.81	124.81
11/21/23	8021	200001 100001	Invoice: 10/23,11/23 PAINFULL JEFFERSON COUNTY INDUSTRIAL	1,151.96	1,151.96
11/21/23	8022	200001 200001 100001	Invoice: 2387 Invoice: 2388 JEFF COUNTY LDC	58,939.58 58,939.58	117,879.16
11/21/23	8023	200001 100001	Invoice: 10/23 & 11/23 SACKETS HARBOR LDC	838.04	838.04
11/21/23	8024	200001 100001	Invoice: 54086 WESTELCOM	67.64	67.64
11/28/23	8025	200001 100001	Invoice: 23-1284 BERNIER, CARR & ASSOCIATES, P.C.	4,607.00	4,607.00
11/28/23	8026	200001 100001	Invoice: 8946692 HARRIS BEACH	1,500.00	1,500.00
<b>Total</b>				<b>138,387.59</b>	<b>138,387.59</b>

**Jefferson County IDA**  
**Unrestricted Aged Payables**  
**As of Nov 30, 2023**

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

Vendor	Invoice/CM #	Date	Net To Pay
HARRIS BEACH	8946635	11/30/23	11,230.50
HARRIS BEACH			11,230.50
JEFF COUNTY LDC	2389	8/1/23	58,939.58
	2390	9/1/23	58,939.58
	2391	10/1/23	58,939.58
	2392	11/1/23	58,939.58
JEFF COUNTY LDC			235,758.32
			246,988.82

**Jefferson County Industrial Development Agency  
Nominating Committee Meeting Minutes  
November 29, 2023**

The Jefferson County Industrial Development Agency held a nominating committee meeting on Wednesday, November 29, 2023.

**Present:** Chairwoman Lisa L'Huillier, Bill Johnson, Kent Burto

**Absent:** Ed Walldroff

**Also Present:** David Zembiec, Marshall Weir, Peggy Sampson, Christine Powers

- I. **Call to Order:** Chairwoman L'Huillier called the meeting to order at 9:32 a.m.
- II. **Nominate Officers for 2024 CY –** Chairwoman L'Huillier indicated that the purpose of the meeting is to nominate officers for the 2024 calendar year. The Committee is recommending the current slate of officers to serve another year. They are as follows: Chairman – Robert E. Aliasso, Jr., Vice Chairman – William Johnson, Treasurer – Paul Warneck, Secretary – W. Edward Walldroff.

A motion was made by Ms. L'Huillier to recommend the current slate of officers to the full board of directors, seconded by Mr. Johnson. All in favor.

Ms. L'Huillier indicated that the Jefferson County Board of Legislators will consider reappointing board members Rob Aliasso and Bill Johnson at an upcoming meeting.

- III. **Adjournment:** With no further business before the committee, a motion to adjourn the meeting was made by Ms. L'Huillier, seconded by Mr. Johnson. The meeting adjourned at 9:34 a.m.

Respectfully submitted,

*Peggy Sampson*

**JEFFERSON COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**Resolution Number 12.07.2023.01**  
**For Election of Officers**

**WHEREAS**, the Nominating Committee met on November 29, 2023 and recommended the following slate of officers for the 2024 calendar year:

Chairman	Robert E. Aliasso, Jr.
Vice Chairman	William W. Johnson
Treasurer	Paul J. Warneck
Secretary	W. Edward Walldroff, and

**NOW, THEREFORE, BE IT RESOLVED**, by the Board of Directors of the Jefferson County Industrial Development Agency that it herein approves the slate of officers as set forth in this Resolution, and be it further,

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

---

W. Edward Walldroff  
Secretary



**Jefferson County Industrial Development Agency  
Loan Review Committee Meeting Minutes  
November 29, 2023**

**Present:** David Converse (Chair), Christine Powers, Kent Burto, John Condino

**Excused:** Rob Aliasso

**Also Present:** Paul Warneck, Bill, Johnson, David Zembiec, Marshall Weir, Lyle Eaton, Peggy Sampson, Joy Nuffer  
**Zoom:** Justin Miller, Esq.

**I. Call to Order:** Chair Converse called the meeting to order at 8:00 a.m.

**II. Pledge of Allegiance**

**III. Loan Modification Request**

1. **LCO Destiny, LLC** – A request to restructure the current RLF participation loan as a 10-year amortization with a 5-year balloon due to cash flow issues with some new customers (i.e., they are waiting 60 to 90 days to be paid in some instances). The current loan term is a 5-year amortization. Mr. Zembiec said that NCA will also consider the request at their upcoming meeting.

At 8:01 a.m., a motion was made by Mr. Condino to enter into executive session to discuss the financials of a particular person or corporation, seconded by Mr. Burto. All in favor. All attendees remained.

At 8:40 a.m., a motion was made by Ms. Powers to leave the executive session, seconded by Mr. Condino. All in favor.

A motion was made by Mr. Condino to send the request to the full board of directors for their consideration, seconded by Ms. Powers. All in favor.

**IV. Other/Unfinished Business –**

1. **Sackets Harbor Brew Pub, LLC d/b/a 1812 Brewing Company** – A request for a \$150,000 RLF to purchase Maggie's on the River located at 500 Newell Street, Watertown, NY to expand the retail side of business for 1812 Brewing Company. Staff reviewed this request and recommended approval of a loan in the amount of \$150,000 for a fifteen-year amortization with a 10-year balloon at a rate of 6%. They will retain 2 FT and 55 hourly employees with a projection to create another 17 jobs over the next three years. Collateral will be secured with a second co-proportional position mortgage with the Watertown Local Development (WLDC) and the North Country Alliance (NCA) subordinate to Watertown Savings Bank (WSB) on real

**Jefferson County Industrial Development Agency  
Loan Review Committee Meeting Minutes  
November 29, 2023**

estate located at 500 Newell Street, Watertown, NY, a second co-proportional position with the WLDC and NCA on all assets of the business, personal guaranty of Thomas W. Scozzafava as well as key man life insurance up to the amount of the loan, and a business guaranty of Maggie's on the River. The loan will be contingent upon approval of the WLDC, NCA and WSB loans. The Loan Review Committee intends to add contingencies for a lien on Mr. Scozzafava's personal residence located at 251 Rowley Street, Gouverneur, NY and the Sackets Harbor Brew Pub located at 212 W. Main Street, Sackets Harbor, NY.

A motion was made by Mr. Burto to send the request to the full board of directors for their consideration with the intent to get the additional collateral, seconded by Mr. Condino. All in favor.

2. **Marzano Excavating, LLC** – Mr. Zembiec said that Jeffrey Garland (co-owner) called yesterday. He said that Mr. Garland indicated that the seller is getting antsy and would like to close on the property soon. Mr. Garland said that he and Mr. Marzano have reached out to their insurance companies about getting the required life insurance and were both told that it will take some time to get the policies in place. He is requesting a waiver to close the loan in the meantime.

Ms. Powers asked if staff has a copy of the life insurance application as proof that they have started the process. Staff said no.

Mr. Warneck asked if they have existing life insurance policies. Staff did not know. If they have existing policies, they can assign the policies to the IDA in the interim, and then substitute the keyman life insurance once it is in place. Staff will check back with the owners.

- V. **Adjournment:** With no further business before the committee, Mr. Condino made a motion to adjourn the meeting, seconded by Mr. Burto. The meeting was adjourned at 8:46 a.m.

Respectfully submitted,  
*Peggy Sampson*

**JEFFERSON COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**Resolution Number 12.07.2023.02**

**RESOLUTION FOR AUTHORIZING A MODIFICATION TO THE RLF LOAN TO  
LCO Destiny, LLC d/b/a Timeless Frames**

**Whereas**, LCO Destiny, LLC d/b/a Timeless Frames has requested by written correspondence, a modification to the loan by requesting the JCIDA restructure the participation loan as a 10-year amortization with a 5-year balloon payment. The current loan term is a 5-year amortization, and

**Whereas**, Staff recommended approval of the request with an effective date of January 1, 2024, and

**Whereas**, on November 29, 2023, the Loan Review Committee of the Jefferson County Industrial Development Agency reviewed the request and recommended approval to the full board of directors, and

**Now, Therefore Be It Resolved**, by the Board of Directors of the Jefferson County Industrial Development Agency that the above modification is approved, and that all other terms and conditions of the original loan remain in effect, and be it further,

**Resolved**, that the Chairman, Vice Chairman or Secretary and/or Chief Executive Officer 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.

\_\_\_\_\_  
W. Edward Walldroff  
Secretary

**Jefferson County Industrial Development Agency  
Loan Review Committee**

**Date:** 11/29/2023 Revised

**Borrower:** Sackets Harbor Brew Pub LLC DBA 1812 Brewing Company  
Thomas W. Scozzafava - 100% owner

**Amount:** \$150,000.00

**Project:** Purchase Maggie's on the River to expand  
the retail side of business for 1812 Brewing Company

**Details:**

1812 Brewing Company moved their 7 barrel brewing operations from Sackets Harbor to Watertown in 2020 with significant investment over the last 3 years to build production brewery and packaging plant. The 1812 Brewing Company has won numerous awards over the years for its beer not only in the US but worldwide as well. The expansion has definitely been a major asset to the increased production but the site is not appealing for retail, thus the reason to purchase Maggie's on the River. Maggie's is the only waterside restaurant in Watertown and will allow 1812 Brewing Co to showcase their products with its "beer-forward" restaurant. The prior owners had done major renovations to the 2<sup>nd</sup> and 3<sup>rd</sup> floors for additional dining space, special events and/or private parties. They also put in a 12-tap "bottoms up" beer system and a wood fired brick oven opening up new revenue streams for pizza and offering food deliveries along with packaged 1812 products. Purchasing this business will save 57 jobs and create a total of 17 new jobs over the next 3 years.

<b>Personnel:</b>	Current	57	hourly
	Jobs Created	17	(over 3 years)

**Sources and Uses:**

Personal Equity	\$378,000	Purchase of property	\$1,000,000
WSB Loan	\$622,000	Maggie's Business Assests	\$400,000
WLDC Loan	\$300,000	Working Captial	\$150,000
JCIDA Loan	\$150,000		
NCA Loan	\$100,000		
Total Project	<u>\$1,550,000</u>	Total Expenses	<u>\$1,550,000</u>

**Terms:**

10 year amort. loan with a 5 year call,  
at 6% interest

**Financials:**

Financial statements provided show ability to repay  
this JCIDA RLF loan.

**Collateral:**

Loan will be secured with a second co-proportional position mortgage with WLDC (Subordinate to WSB) on commercial property located at Maggie's on the River, Newell Street, Watertown, NY. A second co-proportional position lien with WLDC on all assests of the business and personal guaranty of Thomas W. Scozzafava as well as key person life insurance up to the amount of the loan.

**Proforma- 1812 Brewing Company & Maggie's on the River**

Proforma Sales	2024	2025	2026
Sales	\$ 3,140,634	\$ 3,460,814	\$ 3,866,284
COG	\$ 1,000,283	\$ 1,109,306	\$ 1,252,299
Gross Profit	\$ 2,140,351	\$ 2,351,508	\$ 2,613,985
Expenses	\$ 1,644,516	\$ 1,756,325	\$ 1,867,230
Net Profit	\$ 495,835	\$ 595,183	\$ 746,755
Depreciation	\$ 25,641	\$ 25,641	\$ 25,641
Net Available	\$ 521,476	\$ 620,824	\$ 772,396
Debt Service (existing)	\$ 77,026	\$ 77,026	\$ 77,026
Debt Service (new)	\$ 138,167	\$ 138,167	\$ 138,167
Excess Cash	\$ 306,283	\$ 482,657	\$ 634,229

**Monthly Debe Svc (new)**

WSB Loan	\$ 5,766
WLDC Loan	\$ 2,149
JCIDA Loan	\$ 1,665
NCA Loan	\$ 1,933
Total Monthly	\$ 11,514

**JEFFERSON COUNTY INDUSTRIAL DEVELOPMENT AGENCY**  
**Resolution Number 12.07.2023.03**

**RESOLUTION FOR AUTHORIZING A  
REVOLVING LOAN TO  
SACKETS HARBOR BREW PUB LLC D/B/A 1812 BREWING COMPANY**

**WHEREAS**, Sackets Harbor Brew Pub LLC d/b/a 1812 Brewing Company has requested a Revolving Loan in the amount of One Hundred Fifty Thousand Dollars (\$150,000) to be used to purchase Maggie's on the River located at 500 Newell Street, Watertown, NY, to expand the retail side of business for 1812 Brewing Company, and

**WHEREAS**, Staff reviewed the request and recommended approval of a loan in the amount of \$150,000 for a 15-year amortization with a 10-year balloon at a rate of 6%. Retention of 55 hourly employees and 2 full-time employees with a projection to create another 17 new jobs over the next three years. Collateral will be secured with a second co-proportional position mortgage with the Watertown Local Development Corporation (WLDC) and the North Country Alliance (NCA) subordinate to Watertown Savings Bank (WSB) on real estate located at 500 Newell Street, Watertown, NY, a second co-proportional position with the WLDC and NCA on all assets of the business, personal guaranty of Thomas W. Scozzafava as well as key man life insurance up to the amount of the loan, and a business guaranty of Maggie's on the River. The loan will be contingent upon approval of the WLDC, NCA and WSB loans, and

**WHEREAS**, on November 29, 2023, the Loan Review Committee of the Jefferson County Industrial Development Agency reviewed the request. The Loan Review Committee added a contingency for a lien on Mr. Scozzafava's personal residence located at 251 Rowley Street, Gouverneur, NY and the Sackets Harbor Brew Pub located at 212 W. Main Street, Sackets Harbor, NY. They recommended approval of the loan and terms to the full Board of Directors, and

**NOW, THEREFORE, BE IT RESOLVED**, by the Board of Directors of the Jefferson County Industrial Development Agency that it herein approves the request for a One Hundred Fifty Thousand Dollar (\$150,000) loan to Sackets Harbor Brew Pub LLC d/b/a 1812 Brewing Company with all terms and conditions as set forth in this Resolution, and be it further,

**RESOLVED**, that the Chairman, Vice Chairman, Secretary and/or Chief Executive Officer 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.

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W. Edward Walldroff  
Secretary

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

2023 Board Attendance

Name	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	9/12	Oct	10/11	Nov	Dec
Aliasso, Robert	P	P	Zoom	P	P	P	P	P	E	P	P	P	P	
Condino, John	P	P	P	E	P	P	P	P	P	P	P	P	P	
Converse, David	P	P	P	P	P	P	P	P	P	P	P	P	P	
Johnson, William	E	P	P	E	P	P	P	P	P	P	P	P	P	
L'Huillier, Lisa	P	P	P	P	P	P	P	P	P	P	E	P	P	
Walldroff, W. Edward	P	P	P	P	P	P	P	P	P	P	P	P	P	
Warneck, Paul	P	P	P	P	P	P	P	P	P	P	P	P	P	
Totals:	6	7	6	5	7	7	7	7	6	7	6	7	7	
P - Present														
E - Excused														
A - Absent														