

# 2007 Annual Report

(October 1, 2006 to September 30, 2007)

## Jefferson County Agricultural Development Corporation

*Assisting in the retention, growth and promotion of Jefferson County's Agricultural Industry.*



**Jefferson County Agricultural Development Corporation**

**P.O. Box 838, 21170 NYS Rte. 232**

**Watertown, NY 13601**

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# Providing Leadership and Direction...

## 2007 JCADC Board of Directors

### Appointed Voting Directors

Douglas Murray, Murcrest Farms – Dairy Farmer-  
Nancy Robbins, North Harbor Farms – Dairy Farmer  
Elizabeth Lassen, Cloverdale Farm – Dairy Farmer  
Deborah Johnston, Goatenbacque Farm - Livestock Farmer  
Robert Laisdell, Brown's Feeds – Ag Business Rep.  
Jan Martusewicz, Leray Sealed Storage – Ag Business Rep.  
Aaron Kimmich<sup>1</sup>, First Pioneer Farm Credit, ACA – Ag Banking Rep.  
John Jennings, Great Lakes Cheese Co. – Member at Large –**Vice President**  
Member at Large – Vacant

### Ex-officio Voting Members

Darryl Murrock<sup>2</sup>, Murrock Farms - Jefferson County Farm Bureau  
Douglas Shelmidine, Sheland Farms – Jefferson County Agriculture and Farmland Protection Board – **President**  
James Fayle, Jefferson County Job Development Corporation - **Secretary**  
Honorable Barry Ormsby – County Legislature Rep.

### Advisory Agencies

Harry Potter/Brian Wohnsiedler, Jefferson County Soil and Water Conservation District  
Bruce Hazen<sup>3</sup>/ Dr. Richard Halpin, Cornell Cooperative Extension of Jefferson County Board of Directors  
Elizabeth Lassen also serves as representative of USDA Farm Service Agency County Committee  
Kevin Jordan, Development Authority of the North Country  
Katie Malinowski, NYS Tug Hill Commission  
Ron Stanton, Empire State Development North Country Regional Office  
Robert F. Hagemann III, Jefferson County Administrator  
Corey Reed, South Jefferson FFA Student Representative

<sup>1</sup> Aaron Kimmich was replaced by Kathryn Canzonier, First Pioneer Farm Credit, ACA

<sup>2</sup> Darryl Murrock is replaced by Kurt Gehrke as Jefferson County Farm Bureau Representative

<sup>3</sup> Kevin Jordan was elected President of Cornell Cooperative Extension's Board of Directors and replaces Bruce Hazen as an advisory agency representative

## ***Our Members Support Agriculture...***

### ***Individual Members:***

P. William Albrecht  
Jay Canzonier  
Hester Chase  
Walt Cooper  
Clifford Davis  
Richard Farr  
Joe Fults  
Steve Harter  
Deb Johnston  
  
Mike Kiechle  
Bob Laisdell Jr.  
Rick Lawrence  
James Matthews  
Dee McConnell  
Jim Nabywaniec  
Barry Ormsby  
John Peck  
Harry Potter  
  
Lee Shimel  
William Stowell  
Nick Surdo  
Donald Votra  
John Wagner  
Stephen Watson  
Roy Williams  
Larry Woodruff Jr

### ***Large Business Members:***

Doubledale Farm  
First Pioneer Farm Credit, ACA  
NYS Small Business Development Center at JCC  
Sheland Farms

### ***Corporate Business Members:***

Crowley Foods, LLC  
Great Lakes Cheese of NY, Inc.  
North Country Insurance Co.  
Richer Feeds  
Northern Federal Credit Union

### ***Lifetime Members:***

Robert A. Boice, Briar Crest Farm  
Jefferson County Job Development Corporation  
Porterdale Farms, Inc.

***Thank you for your membership!***

### ***Small Business Members:***

Behling's Spookhill Farms  
B.E.L. Associates, LTD  
Burnham's Pure Maple Syrup  
Stephen Eisel  
Haggerty Farms  
Horton Family Farms  
Jefferson Bulk Milk Co-Op  
Jefferson County Farm Bureau  
Jefferson-Lewis Board of Realtors  
LeRay Sealed Storage  
Locust Hill Farm  
Matthews Farm  
Murcrest Farm  
NYS Tug Hill Commission

NNY Agricultural Historical Society  
Reed Haven Farm  
Rhode's Greenhouses  
Ruddman Farm  
Sawyer Enterprises  
Seaway Cold Hardy Grapevines and Vineyard  
Sourwine Farms  
The Animal Doctors  
Thousand Islands Winery  
United Country Atkinson Real Estate, Michael Corbine  
Valley Stock Farm  
Windswept Farm  
WPBS TV

## *A Message from the Jefferson County Agricultural Coordinator...*

### **Excitement, Opportunity, Growth Jefferson County's Agricultural Industry in 2008**

This is the theme for Jefferson County's agricultural industry in 2008. In 2006, when milk prices were at record lows and farms were trying to figure out who to pay and who could wait, no one would predict excitement, growth, and opportunity as a theme for two years later. However, as one large animal veterinarian in the County said recently, "I've never heard the excitement that there is on our farms right now."

What is there to be excited about? Record high milk prices, construction of a new dairy manufacturing plant by Great Lakes Cheese of New York Inc., and early success with the Jefferson and Madison Counties Dairy Profit Teams project are part of the reason for excitement. Include rapid growth in our North Country wine and grape industry, improving markets for value added producers of fruits, vegetables and agricultural products, and increasing focus on agriculture as an important part of our economy and the reason for excitement becomes more evident.

The excitement does get tempered by reality. Along with rising milk prices received by farmers, the cost of production is skyrocketing. Recent local reports indicate the cost of inputs, products needed by the farm to help produce their product, have risen as much as 75% over costs last year. It is important to keep in mind that because milk prices rose impressively and are predicted to stay high, doesn't mean making milk will make you wealthy. However, there is good reason for the excitement, and that's increased opportunity.

For the first time in decades, a dairy manufacturer is breaking ground on a major dairy plant expansion east of the Mississippi River. In addition, smaller manufacturing plants are either under construction or planned for other parts of New York State. Does this represent a reversal in the trend of dairy manufacturers moving west? Based on increasing transportation costs and that most of the consumers of dairy products live on the East Coast of the U.S., that may be the case. This creates opportunity for Jefferson County. Opportunity to put more land into production to help meet the demand for feed for livestock. Opportunity for farms to improve their facilities and improve their production per cow, because now we know that we have a stable market for the next few decades for the milk we produce. But opportunity is not only within the dairy industry.

The work of our three wineries and those who are starting vineyards in Jefferson County creates opportunity that must be capitalized on. For the first time in many years, Jefferson County has something new to offer tourists. Eighty seven miles of wine trail were created in 2007 thanks to the wineries, grape growers, and NYS Senator James W. Wright, NYS Assemblyman Darrel Aubertine, and NYS Assemblywoman Dede Scozzafava. The creation of the Thousand Islands – Seaway Wine Trail drew in 1000 people in 2007, that we know of, in the short time it existed.

One of our wineries reported that since they opened in April of 2007, people from 21 states visited their winery. Another established winery indicated nearly 30,000 people entered their establishment in 2007. This success creates opportunity not only for those looking to make wine or grow grapes. Anywhere along the wine trail, as it traverses Jefferson County from south to north to east, new opportunity exists to take advantage of new faces and new spending coming to our area. Growth occurs as a result.

So how will our garden grow in 2008? Our garden is Jefferson County and in order to have a great garden that produces well, you need great soil, lots of water and sunlight, and people who will tend it well. Jefferson County has the soil, plenty of moisture, enough sunlight and many good “gardeners”. If we add the right seed in the right areas, we’ll see Jefferson County’s garden grow.

Growth has started. Great Lakes Cheese will spend 2008 building their new plant. Once completed, Great Lakes needs 6,000 more loads of milk a year to meet their demand of 400 million pounds. That’s 6,000 more truck deliveries to the plant. How much economic ripple will that cause?

Some of our dairy farms will look at how they can improve their milk production per cow, how many pounds of milk each cow produces on average, to improve the amount of milk they ship to Great Lakes and other manufacturing operations. Other farms will improve their facilities, build new facilities and potentially add on cows. Our dairy industry, already worth nearly \$500 million a year to our economy, will grow stronger.

Our wineries and vineyards will grow. The big question is will they meet the demand for their products. The second year of the wine trail will see greater numbers of people traveling its route, taking advantage of everything Jefferson County has to offer. A new chicken hatchery will open its doors, soon afterwards exporting 30,000 chicks a week northward into Canada. Yeah! The expansion of Ft. Drum offers greater opportunity for smaller scale fruit and vegetable growers, value added product makers and others to tap into a potentially larger market. 2008 will be marked by growth in a number of sectors of Jefferson County’s agricultural industry.

Excitement, opportunity and growth, tempered by rising cost of production, will be the theme for 2008. Agriculture is a thriving and growing industry across not only our County, but the North Country region. Our focus on the industry should intensify proportionately, helping our agricultural entrepreneurs remove barriers and access needed resources to take advantage of the opportunities at hand and bring true growth from within to our economy.

With my best regards,

Jay M. Matteson  
Jefferson County Agricultural Coordinator

***Special Report to the Members of the Jefferson County Agricultural  
Development Corporation  
Tuesday, February 26, 2008***

Tuesday, December 11, 2007 marked the seventh anniversary of the day I started as the new Jefferson County Agricultural Coordinator. It also marked the 5<sup>th</sup> anniversary of the first meeting of the Jefferson County Agricultural Development Corporation Board of Directors. It is appropriate to mark this anniversary with a special report on the successes we've experienced since that moment. Let me set the stage for this report:

***Opportunity, Excitement, Growth***

Together we've come a long way and achieved many successes. Thank you for the opportunity to serve you and our agricultural industry and the support you have provided along the way. As this report unfolds, our theme above prevails.

***Where Did We Come From?***

In 1998, The Jefferson County Agriculture and Natural Resources Conference proceedings, organized under the leadership of then County Board of Legislators Chairman Darrel Aubertine, called for, among others:

1. An agricultural point person to provide leadership and act as a spokesman for agricultural issues in Jefferson County.
2. Advertising the quality of our natural and man made resource and infrastructure base to attract new investment into the County's agricultural sector
3. Establish a Jefferson County agricultural website
4. Make better use of the news media to inform the public on agricultural issues
5. Give agriculture a focus among government, JCJDC, and other agencies enjoyed by other agencies
6. Develop new agricultural products and markets for Jefferson County farmers
7. Establish a local development corporation for agriculture
8. Find better ways to increase positive media coverage of agriculture in the County.

Under the leadership of County Board of Legislators Chairman Mike Behling, an ad-hoc committee was formed, led by Legislator Jan Martusewicz as chairperson, Legislator Bob Boice and Legislator Darrel Aubertine, to evaluate the need and feasibility of creating an Agricultural Coordinator position and a local development corporation for agriculture. Members of the ad-hoc Committee were Doug Shelmidine (dairy farmer), Greg Gardner (Center for Community Studies), Jim Edmonson (JCJDC), Doug Murray (Dairy Farmer), Bob Laisdell (agribusiness), Steve Harter (agrifinance), Ken Mix (city interests), Nancy Robbins (agritourism), and Bob Hagemann ( County Administrator). A few key findings of the ad-hoc committee follow:

1. The County Board of Legislators should fund the position of Agricultural Coordinator.
2. The position would be assigned to the Jefferson County Job Development Corporation only until a local development corporation for agriculture could be formed, then the position would be brought under the Corporation.
3. A local development corporation for agriculture should be formed closely mirroring the JCJDC but providing a direct focus on agriculture.

4. The county provides funds to help attract investors and grow local manufacturing industries, as well as providing bed tax funds to support the regions tourism industry. Agriculture should receive at least as large an economic contribution as either of these two industries from county taxpayers.
5. After examining a variety of funding options, strong concerns were raised that seeking significant outside funding for the position would risk diluting the focus and obligate the new Ag Coordinator to serve too many masters.
6. The adhoc committee considered it appropriate that the lions share of the position should be funded through the County. Opportunities to partner with other funding agencies should be explored, but never at the cost of the loss of autonomy/focus by the position.
7. Other options were examined by the Committee including an administrative assignment as a county employee, as part of the Soil and Water Conservation District, as part of Jefferson Community College, or as an employee of Cornell Cooperative Extension. None of the choices were found to offer the appropriate level of support and “fit” with the new positions requirements.
8. The Ad-hoc committee developed a job description for the ag coordinator position and provided it with their recommendations to the County.

The County Board of Legislators voted to approve the recommendations of the ad-hoc committee and directed that the Committee begin an extensive search process to hire the Jefferson County Agricultural Coordinator.

The ad-hoc Committee performed the search, and with approval of the Jefferson County Board of Legislators, hired me. I started in my new position on December 11, 2000.

In December of 2002, the first Board of Directors of the Jefferson County Agricultural Development Corporation was seated and the Agricultural Coordinator position was transferred from JCJDC to JCADC

So now that we’ve discussed our origins and some of the thoughts and concerns of the ad-hoc committee and the people participating in the ’98 Ag conference, lets’ go back to our theme:

## ***Opportunity, Excitement, Growth***

We’ll start with a discussion on placing a greater focus on agriculture and improving positive media relations and news coverage. To summarize what we’ve accomplished regarding focus, I think this next observation suffices.

At the December 5, 2007 meeting of the Watertown Rotary Club, to which I belong representing agriculture, NYS Senator James Wright was our scheduled speaker. The Watertown Rotary Club membership is lawyers, elected officials, hospital administrators, college administrators, and many “movers and shakers” within the City of Watertown. In a room filled with 50 or more people, I am the lone agricultural person in the audience. County Legislator Carolyn Fitzpatrick was providing the introduction to the Senator for the audience. During her introduction, as she scanned the audience, she made eye contact with me and then included the Senators agricultural work in her statements. In an audience filled with “non-agricultural” people, our one lone person impacted her enough to include agriculture in her introduction. And then, during the Senators

presentation, he also made note of agriculture and the good things happening in the industry and his work to support those efforts.

Another recent example of what has been accomplished is worth citing. While interviewing with Nathan Lehman, a reporter for 790 WTNY for their Community Perspective Show, Nathan brought up the ongoing campaign for the Senate District vacated by James W. Wright. Nathan noted that it seemed unusual that agriculture was predominating the imagery and issues being expressed by the candidates. Obviously, part of the reason is that Assemblyman Darrel Aubertine is a former dairy farmer, but as I replied to Nathan on the air, it is also because the awareness of agriculture has been raised in our community dramatically, to the point where it has been a centerpiece of this political campaign between Assemblyman Aubertine and Assemblyman Barclay.

I firmly offer that seven years ago, even though both all of the elected officials are good supporters of agriculture, they would not have made mention of agriculture as dramatically as I've noted, given the audience they were speaking to. We are, in large part, responsible for giving agriculture that focus throughout our community.

In addition, having been working in agriculture in Jefferson County since 1995, agriculture has never enjoyed the quantity of positive media coverage that it enjoys today. Through our constant contact with the media, phone calls ranging from "Jay, have you got any stories I can cover today?" to "Who do I call if I want to do a story on...?", we have created a very good relationship with the press. Our Jefferson County Agricultural News Flash Network is now watched by the press across NYS for potential stories and more and more agencies and organizations are taking advantage of it as a tool to get the word out. The News Flash network has the potential to reach anywhere from 350 to 1,000,000 people on any given day. Credit is shared with Cornell Cooperative Extension of Jefferson County, Jefferson County Soil and Water Conservation District and some of the USDA agencies for their work in improving media coverage of agriculture.

***This is part of the excitement about agriculture we now enjoy.***

Here are some of the major projects we've played a critical role in, since our creation:

1. Getting Empire Zone Designation for Great Lakes Cheese and Crowley Foods. JCADC worked with Deb McAtee, former Empire Zone Coordinator, to make sure that when the small window of opportunity arose to get Empire Zone designation for both manufacturers, they were included. This effort has resulted in tremendous economic benefit to our manufacturers and community, especially Great Lakes Cheese.
2. Power for Jobs for Great Lakes Cheese – we contacted Senator Wright's office when their designation expired to make sure they were included again.
3. We assisted Richer Feeds with looking for a site for their manufacturing operation in Jefferson County.
4. We worked with the Jefferson County Industrial Development Agency to open up their revolving loan fund for production agriculture loans. We were the first county in New York State to do so. Two farms have taken advantage of this new resource since then.
5. Through our regional Come Farm With Us program we've attracted over \$3 million in farm purchases

6. Over 12,000 acres of farmland have been placed in agricultural districts protection because of our efforts and the work of the County Ag & Farmland Protection Board and the County Planning Department.
7. We analyzed electric bills from a number of farms in the County and found simple ways they could save money on their electricity, since then our effort has been duplicated elsewhere, saving farms across the region money.
8. We've assisted value added producers with sending their products to metropolitan markets to increase sales.
9. We created the highly valued ag website, [www.comefarmwithus.com](http://www.comefarmwithus.com) and .org and provide the .org website to the regional come farm with us program as an in-kind service.
10. We've served as a strong spokesperson for agriculture in times when our industry needed a voice to make everyone aware of the concerns and needs of our industry.
11. We've kicked off the Dairy Profit Team project in Jefferson County and NYS, helping to make farms more profitable and increase milk production.
12. We've administered grants on behalf of organizations like Cornell Cooperative Extension of Jefferson County and the Lewis County Maple Syrup Producers Association when our organizational structure best allowed them to access financial resources to do the important work they do.
13. We've helped grow our agritourism industry by helping them access grants and improve their marketing capability. Our constant marketing and promotional efforts have helped improve their business.
14. JCADC has also helped our grape growers and wine makers gain recognition in Albany, helping them get "a chair at the table".
15. Our industry is becoming more diverse because of our efforts, the new Morris Northstar Chicken Hatchery serves as our biggest example.
16. Sheland Farms now generates electricity and creates their own bedding supply, partially with our assistance.
17. JCADC has provided critical assistance in keeping Great Lakes Cheese located and expanding in Jefferson County.
18. and the list continues

To place a dollar value on our work and evaluate the use of county tax dollars, we include those projects above and a few others not mentioned. These are projects that have a true dollar value, not assumed values placed on our work. These figures do not include all of our work, much of which cannot be quantified.

Since 2001, Jefferson County has allocated a total of \$805,000 to JCADC. The value of the projects to which we can establish a direct quantifiable amount that we have performed a critical role to its success is \$20,000,000. In other words:

**\$1 = \$25**

**\$1 of taxpayer funding has brought in \$25 of investment in agriculture in Jefferson County.**

Not a bad return on investment for the taxpayers dollars. But it is actually better than that! In 2007 Great Lakes Cheese made the announcement that they would make an investment into by

Jefferson County by building a brand new cheese manufacturing facility. The Jefferson County Agricultural development Corporation, along with the other economic development agencies in our county, played a very critical role in helping make this project happen. JCADC continues to play a critical role in bringing this project to success. If you add the investment by Great Lakes Cheese into our return on investment it brings the total to \$100,000,000. In other words, the taxpayer money invested in JCADC \$805,000 over seven years, has returned \$100,000,000 to Jefferson County in the way of direct investment in our community.

**\$805,000 = \$100,000,000**

**\$1 of investment in JCADC has returned \$124 to Jefferson County.**

Finally, we should discuss partnerships. As you read above in the vision the participants in the 1998 Ag & Natural Resources Conference, the ad-hoc committee and the County Board of Legislators had in forming JCADC and the Ag Coordinator position, they saw that autonomy and flexibility was needed to be responsive to the needs of the industry and to avoid the weight of a bureaucracy dampening the programs impact. JCADC deals with “politics” constantly but because of our somewhat autonomy, has the ability to respond effectively and efficiently to “politics” when necessary. With that said, the partnerships we have with Cornell Cooperative Extension of Jefferson County, JCJDC, the USDA agencies, County agencies, the County Board of Legislators, Jefferson County and New York Farm Bureau and others have played an important role in our success and credit should be given where due. To support and grow our industry could not, and should not, be done or expected of one or two agencies alone. It takes flexibility and diversity to deal with the range of issues that confront our agricultural industry. Each of our agencies offers special talents and services necessary to support agriculture. JCADC will continue to be a voice of support for the success of our sister agricultural agencies and those who support our industry.

### ***Excitement, Opportunity, Growth***

While we’ve achieved success in delivering what was envisioned by agricultural and community leaders since 1998, there is a lot of work ahead and we will continue to assist in the retention, growth and promotion of Jefferson County’s agricultural industry.

# Financial Report

## Fiscal Year 2006/2007

JCADC operates on a cash basis

	ACTUAL YEAR END	APPROVED BUDGET
<b>Remaining Funds</b>		
Fiscal Year Beginning Balance (10-01-06)	47,940.50	47,940.50
<b>Revenue</b>		
Jefferson County Allocation	135,000.00	135,000.00
Membership Dues	3,750.00	4,000.00
Annual Meeting	1,640.00	1,750.00
Other	1,572.96	
Interest	1,668.09	
North Country Branding	0.00	300.00
Website/Radio Advertising	400.00	500.00
Website Job Listings	30.00	150.00
Grants/Reimbursements	655.00	655.00
<b>Total Revenue</b>	<b>144,716.05</b>	<b>142,355.00</b>
<b><u>PERSONAL SERVICES</u></b>		
Salary and benefits for Agricultural Coordinator and Administrative Assistant		
<b>Total Personal Services</b>	<b>93,368.05</b>	<b>91,310.00</b>
<b><u>OFFICE EXPENSES</u></b>		
Office Rent	4,000.00	4,000.00
Utilities	2,230.83	3,000.00
JCJDC Admin Fees	5,500.00	5,500.00
Office Expenses	8,972.80	7,500.00
Legal/Liability Insurance	1,438.00	9,000.00
Annual Meeting	2,043.75	1,750.00
Other/Reimbursable	1,300.94	
Travel	2,993.40	5,000.00
<b>Total Office Expenses</b>	<b>28,479.72</b>	<b>35,750.00</b>
<b><u>PROGRAM SERVICES</u></b>		
Ag Development/Marketing	2,179.58	10,300.00
Website Const/Main	953.75	4,000.00
Ag Labor Recruitment	0.00	1,500.00
<b>Total Program Services</b>	<b>3,133.33</b>	<b>15,800.00</b>
<b>TOTAL EXPENDITURES</b>	<b>124,981.10</b>	<b>142,860.00</b>
<b>FUND BALANCE</b>		
<b>Budget Surplus/Deficit</b>	<b>67,675.45</b>	<b>47,435.50</b>

# Approved JCADC Budget

## Fiscal Year 2007/2008

	APPROVED BUDGET
<b>Remaining Funds</b>	
Fiscal Year Beginning Balance (10-01-07)	67,675.45
<b>Revenue</b>	
Jefferson County Allocation	135,000.00
Membership Dues	4,000.00
Annual Meeting	2,000.00
Grants Reimbursements	4,255.00
Website/Radio Advertising	500.00
<u>Interest</u>	<u>1,000.00</u>
Total Revenue	146,755.00
<u>PERSONAL SERVICES</u>	
Total Personal Services	99,770.00
<u>OFFICE EXPENSES</u>	
Office Rent	4,300.00
Utilities	2,500.00
JCJDC Admin Fees	5,500.00
Office Expenses	7,500.00
Legal/Liability Insurance	9,000.00
Annual Meeting	2,000.00
<u>Travel</u>	<u>5,000.00</u>
Total Office Expenses	35,800.00
<u>PROGRAM SERVICES</u>	
Ag Development/Marketing	10,300.00
Website Const/Main	4,000.00
<u>Ag Labor Recruitment</u>	<u>0.00</u>
Total Program Services	14,300.00
<b>TOTAL EXPENDITURES</b>	<b>149,870.00</b>
<b>FUND BALANCE</b>	<b>64560.45</b>
<b>Budget Surplus/Deficit</b>	

## ***Thank you to these donors who supported JCADC in 2007...***

*Support was given to JCADC in memory of departed loved ones,*

- *In memory of LaVerne Parker by D&D Spray Service in Adams, NY*
- *In memory of Bruce Ormsby by Barry Ormsby in Adams, NY*

*The support of JCADC was given by these individuals and businesses:*

- *Peck Dairy Farm in Champion, NY owned by John E. and Helen Peck.*
- *Lakeside Auto Inc. in Bernhards Bay, NY.*
- *Joseph Rich in Watertown, NY.*
- *Seaway Coldhardy Grapevines and Vineyard in Evans Mills, NY, owned by Duane and Denise Smith.*
- *Richard F. Company in Alexandria Bay, NY*
- *Garden of Eden Dairy Farm in Philadelphia, NY owned by Mike and Jean Kiechle*
- *The Animal Doctors Veterinary Clinic in Watertown, NY*
- *Reed Haven Farms Adams Center, NY, owned by Alan, Dan, Mason and Joann Reed*
- *North Country Insurance Company in Watertown, NY*
- *Valley Stock Farm Adams Center, NY, owned by Wenzell and Susan Hayes*
- *Lawrence Dairy Farms in Cape Vincent, NY, owned by Rick & Sheila Lawrence*
- *Deer Run Dairy in Adams, NY owned by Michael & Kristina Burger*
- *Butterville Farms in Adams, NY owned by Howard and Dona Barney*
- *Morris Northstar Hatchery in Watertown, NY*
- *Richer Feeds in Adams Center, NY*
- *Barry Ormsby in Adams, NY*
- *Aspinwall Motel in Henderson, NY owned by Gary Bowman*
- *The NYS Small Business Development Center*
- *Mr. and Mrs. Stephen M. Washer in Belleville, NY*
- *River Haven Farm in Cape Vincent, NY, owned by The Mason Family*
- *D&D Spray Service*
- *Yellow Barn Winery Watertown, NY, owned by Nick Surdo*
- *Watson Dairy Farm in Philadelphia, NY owned by Steve and Cynthia Watson*

*Thank you for your generosity*