

Mission: The mission of the County of Lewis IDA is to stabilize, strengthen and grow communities through strategic community partnerships, innovative incentive programs, responsible leverage of our financial resources and thoughtful policy development to advance economic growth and a brighter and more inclusive future for all.

- I. Call to Order - Introductions 8:30am
- II. Privilege of the Floor
- III. Minutes
 - a. Minutes from February 5, 2026, Board Meeting
 - b. Minutes from February 18, 2026, Special Board Meeting
- IV. Financial Reports
- V. Items for Approval 8:45am
 - a. MPI Equipment leaseback Lien on Property
 - b. IDA Revolving Loan Fund to LCDC
- VI. Executive Director's Report
 - a. Board Member recruitment
 - b. 2025 Annual Report
- VII. Correspondence
- VIII. Items for Discussion
 - a. Site Identification for Business Park
 - b. MPI PILOT has been filed
 - c. Community Bank Money Market
 - d. Redemption Center
 - e. EIP Battery Storage Conversation
 - f. Naturally Lewis Building/DRI
 - g. Second Place Brewing



County of Lewis IDA
Regular Board Meeting **Agenda**
March 5, 2026 | 8:30am – 9:45am
Lewis County JCC Education Center | Lowville, NY

IX. Adjournment

9:45am

Next Meeting: LCIDA Regular Board Meeting – April 2, 2026 – 8:30am – LCJCC
Education Center (Conference Room)

Mission: The mission of the County of Lewis IDA is to stabilize, strengthen and grow communities through strategic community partnerships, innovative incentive programs, responsible leverage of our financial resources and thoughtful policy development to advance economic growth and a brighter and more inclusive future for all.

Board Members Present: Herb Frost, Darlene Rowsam, Joe Lawrence, Jerry Haenlin, Jessica Moser, Gagan Singh

Others Present: Joanne Witt, Jenna Lauraine, Amy Hawthorne, Tim Hunt, Casandra Buell, Megan Marolf

- I. Call to Order
 - a. The meeting was called to order at 8:31 am by Board President Joe Lawrence, followed by the reading of the mission statement by Joe Lawrence.

- II. Minutes
 - a. **A motion to approve the minutes from the January 8, 2026, Board Meeting** was made by Jerry Haenlin and seconded by Darlene Rowsam. All present voted in favor and the motion carried.

- III. Financial Reports
 - a. A presentation of the financial reports was given by Megan Marolf. No major changes to the receivables. CDs are up for renewal in June. We may consider moving them into a different area to accrue more interest. Vendor payment review.
 - i. **A motion to approve the Financial Reports** was made by Jerry Haenlin and seconded by Gagan Singh. All present voted in favor and the motion carried.

- IV. Items for Approval
 - a. Harrisville Bank Property, resolution to sell to LaRock Holdings, LLC
 - i. Resolution to sell to LaRock Holdings. Jessica Moser states that there was a contract misunderstanding - this Board did not make a formal resolution in the past because we had not reviewed and approved the property sale as a Board.

 - ii. Roll Call Vote for the sale moved into Resolution:
 1. Darlene Rowsam YES
 2. Joseph Lawrence YES
 3. Jessica Moser YES
 4. Herb Frost YES
 5. Gerald Haenlin YES
 6. Gagan Singh YES

- iii. **A motion to approve the resolution of sale of the Harrisville Bank Company to LaRock Holdings LLC** was made by Herb Frost and seconded by Jerry Haenlin. All present voted in favor and the motion carried.
 - b. MPI Equipment Leaseback, resolution to approve purchase
 - i. **Previously approved**, no new action from the Board required.
- V. Executive Director's Report
- a. Staffing: **NL hired a new EDS and a new DOD**; they will start with NL the third week of February 2026. Jessica Moser poses a conflict-of-interest question regarding the DOD having a consulting side job. NL has an ethical conduct policy in our Handbook that all employees are required to sign upon acceptance of employment. Darlene Rowsam asks who the key team members in Naturally Lewis are as we shift our staffing and areas of responsibility. Answer: IDA involvement is mainly coordinated with Megan Marolf and Roxanne Turck regarding contracts and grants.
 - b. Board Member recruitment
 - i. The process continues to move forward in identifying potential Board members. The Board's focus is strategic: considering skills and abilities and regional considerations, along with availability to commit to a regular meeting time during typical business hours. Kevin McArdle is a potential fit. Engineering types are of particular interest due to their special skill set. Danielle Remeczky is a potential candidate: she has a finance background and has been interested in the work of the IDA; she is a resident of Lowville. Ideally, the Board would like to reach a group of 7 Board Members, open to future discussion. Mark O'Connor is another candidate: retired from DOT, has an engineering background. Next steps are to submit candidate names to County Legislators and upon approval, the candidate would be formally appointed to the IDA Board.
 - ii. Currently seeking Board members for the NL Board as well. Ideally, NL Board would like 2 representatives from IDA Board. Joe Lawrence states it may prove beneficial to have representation from outside of the IDA Board. Gagan Singh states that the overlap of 6 Board Members from existing Boards is beneficial: 2 from each Board (IDA, LCDC and CoC) would allow for the majority on the NL Board to be comprised of members without Board overlap.

VI. Correspondence

- a. Meeting on 1/29/26 with BRCS, Town of Croghan on future PILOT/HCA
 - i. Joanne Witt, Megan Marolf, Casie Buell, and Tim Hunt participated in a recent Beaver River County Schools PILOT discussion. AES Solar and Hydrostor are facing NY State changes surrounding PILOT programs that will redefine payments. This change positions communities with a focus on HCA's rather than PILOTs due to long term revenue and financing. NY State may regulate directly, and that will shift financing for the IDA. This remains an ongoing discussion.

VII. Items for Discussion

- a. Site Identification – IDA Financing Options
 - i. Naturally Lewis Property and Site Development Committee is meeting monthly to identify 2-3 properties for Business Site Development. Developers are showing interest; the goal is to find sites to offer. The Board and NL have pursued this goal in the past, allowing us to work from existing framework and studies. Need to conduct a study and assess existing infrastructure and financing options. The Naturally Lewis Board will bring items to the IDA to partner together to achieve the overall goal for Business Park site identification and development. Fast NY funding program will benefit Lewis County through having existing sites for future opportunities. Map criteria includes: municipality buy in, lot size (40+acres) or close in size, percentage of wetlands coverage (less than 50%) – similar with sloping, water/sewer districts, avoiding flood zones. Have connected with Lyons Falls and Village of Turin. Data is already available to further the pursual of potential sites. Adaptive reuse is a model for success, with the hope to balance out a larger site for future opportunities. Focus is multiple businesses or shovel site readiness.
- b. Naturally Lewis Building/DRI
 - i. In conversation with the landlord to purchase building and the State requires update. NL will circle back to the IDA Board when there are items for approval.
- c. Second Place Brewing Update
 - i. Regarding 2 Loans: Last payment made on Equipment was in July 2025, and the last Property payment was in November 2025. Megan Marolf and Joanne Witt met with the business owners, and a plan was developed to help them reach financial goals and obligations. The equipment value is in dispute. The plan was to maximize

production of wholesale and cover the financial shortfall with the loans through IDA. Business owners have connected with Jenna Lauraine; however, they had not gone to SBDC and had not reached out to the IDA for further funding opportunities. State applications have been made, according to the business owner. Joanne Witt has created an itemized list, so we understand the process of what has been completed at the County level and with the use/pursual of loans and grants. Production is ongoing; pre-sale was suggested. NL has asked for good faith payments and a sound plan moving forward. Total equipment balance is 130K, with an escalating payment. The owners are asking for another month; NL suggested making one payment to continue to curtail accruing interest. Brewers have not prioritized a wholesale plan within the current business model.

- ii. Possible solutions: taking back the property and equipment. Additional business strategy help and direction through NL or business guidance and planning. Restructure payments: Defer loan on equip to 12 months, get the property loan current, with structured payments. NY Craft Beer has business plans; DANC is another possibility.
 1. **The Board agrees to accept equipment loan in default through May 2026**, while bringing the property loan current to maintain this project. If these terms are not met, notices will be given and the LCIDA will decide what to do with the property.

VIII. Adjournment

A motion to adjourn was made at 9:59 am by Jerry Haenlin and seconded by Gagan Singh. Meeting adjourned.

Next Meeting:

LCIDA Regular Board Meeting – March 5, 2026 – 8:30am – LCJCC Education Center (Conference Room)



County of Lewis IDA
Special Board Meeting **Agenda**
February 18, 2026 | 4:00 – 5:00pm
Naturally Lewis, 7551 S State St | Lowville, NY

Mission: The mission of the County of Lewis IDA is to stabilize, strengthen and grow communities through strategic community partnerships, innovative incentive programs, responsible leverage of our financial resources and thoughtful policy development to advance economic growth and a brighter and more inclusive future for all.

- I. Call to Order 4:00pm
- II. Privilege of the Floor
- III. Items for Approval
 - a. Reviewing resolution for MPI PILOT insurance

- X. Adjournment 5:00pm

Next Meeting: LCIDA Regular Board Meeting – March 5 – 8:30am – LCJCC Education Center

Board Members Present: Joe Lawrence, Darlene Rowsam, Jessica Moser, Gerald Haenlin, Herb Frost

Board Members Absent: Gagan Singh (Excused)

Others Present: Joanne Witt, Megan Marolf, Nadene Zeigler

I. Call to Order

- a. The meeting was called to order at 4:12pm by Board Chair Joe Lawrence.

II. Privilege of the Floor

III. Items for Approval

a. Reviewing resolution for MPI PILOT insurance

- i. Board Chair Joe Lawrence reviewed the terms of the **Resolution to accept lower liability insurance for MPI**, as the owner was unable to obtain necessary coverage outlined in the PILOT agreement. Amended amounts are \$2M for general liability, plus \$2M for umbrella.
- ii. Roll Call Vote to accept the lower liability insurance moved into Resolution (Gagan Singh was excused from roll call):
 1. Jessica Moser YES
 2. Darlene Rowsam YES
 3. Joe Lawrence YES
 4. Gerald Haenlin YES
 5. Herb Frost YES
- iii. **A motion to approve the Resolution** was made by Darlene Rowsam, and seconded by Jessica Moser. All present voted YES and the Resolution passed.

b. Nadene Zeigler from Hodgson Russ attended virtually and confirmed that the lease agreement will be modified to reflect the changes.

c. Megan Marolf will **send the signed documents of the PILOT agreement and Resolution to Hodgson Russ by 5 pm Friday, February 20, 2026**, to ensure receipt in time for the Town of Lyons to file the PILOT before assessment rolls are closed on March 1, 2026.

X. Adjournment

- a. The meeting was called to adjournment at 4:19pm by Gerald Haenlin and



County of Lewis IDA
Special Board Meeting **Minutes**
February 18, 2026 | 4:00 – 5:00pm
Naturally Lewis, 7551 S State St | Lowville, NY

seconded by Herb Frost. Meeting Adjourned.

Next Meeting: LCIDA Regular Board Meeting – Thursday, March 5, 2026 – 8:30am –
LCJCC Education Center

Statement of Activity
County of Lewis IDA
June 1, 2025-January 31, 2026

DISTRIBUTION ACCOUNT	TOTAL
Income	
3022 Interest Income	
3020 IDA - Bank Accounts Interest	86,159.01
3081 Loan Fund Interest Income	21.02
3091 IDA - Installment Sale Interest Income	
2nd Place Beer Equipment Interest	433.46
2nd Place Beer Property Interest	2,189.62
3032 Black River Valley Natural	175.99
3034 Snow Ridge Groomer 1	2,175.32
3036 Snow Ridge Groomer 2	3,486.03
Total for 3091 IDA - Installment Sale Interest Income	\$8,460.42
Total for 3022 Interest Income	\$94,640.45
3076 PILOT Payments passthrough	3,456,700.11
Total for Income	\$3,551,340.56
Gross Profit	\$3,551,340.56
Expenses	
3074 Economic Development Expense	\$26,831.00
3074-1 Property Redevelopment	5,350.00
3095 Professional Development	250.00
Professional Services	
3210 Consultant	9,582.50
3211 Staff Services Contract	206,027.81
Total for Professional Services	\$215,610.31
Total for 3074 Economic Development Expense	\$248,041.31
3075 Agency Exp	
3200 Audit	14,800.00
3223 Accounting	634.36
General & Admin	
Office	
3150 Office Purchases	600.00
Total for Office	\$600.00
Service Chgs	20.00
Total for General & Admin	\$620.00
Total for 3075 Agency Exp	\$16,054.36
3128 Sponsorship	5,000.00
3229 Project Expenses	100.00
3320 Repairs & Maint	250.00
3504 Harrisville Bank Property Expenses	4,428.95

Statement of Activity
County of Lewis IDA
 June 1, 2025-January 31, 2026

DISTRIBUTION ACCOUNT	TOTAL
6560 Payroll Expenses	
6580 Insurance & Benefits	
3420 Worker's Comp	397.00
Total for 6580 Insurance & Benefits	\$397.00
Total for 6560 Payroll Expenses	\$397.00
Occupancy	
3300 Insurance	1,725.20
Total for Occupancy	\$1,725.20
Total for Expenses	\$275,996.82
Net Operating Income	\$3,275,343.74
Net Other Income	
Net Income	\$3,275,343.74

Balances as of 2/24/26

Checking - \$3,025,532.13 (less outstanding checks \$87,503.81)

Money Market - \$357,986.69

USDA Loan Fund - \$98,720.15

500k CD - \$523,476.31 (matures June 5th, 2026)

1M CD - \$1,047,493.65 (matures June 5th, 2026)

NY Class - \$1,461,652.43

Harrisville Bank - \$50,000

Estimated Availability - \$3,528,112.89

Committed Funds:

Properly Acquisition - \$400,000

Building Renovations - estimated \$1,598,000 (grant reimbursement for DRI \$1,193,000) - net \$405,000

MPI Equipment - \$600,000

Liquid Funds - \$930,112.89

Statement of Financial Position

County of Lewis IDA

As of January 31, 2026

DISTRIBUTION ACCOUNT	TOTAL
Assets	
Current Assets	
Bank Accounts	
Cash-Petty Cash	50.00
IDA CD 1M - x0868	1,044,435.77
IDA CD 500K - x0867	521,948.17
IDA Checking x1214	239,798.08
IDA Micro Rev Loan x2054 CLOSED	0.00
IDA Money Market x1248	191,901.43
IDA USDA Loan Fund x1511	98,720.15
NYCLASS	4,875,256.78
Total for Bank Accounts	\$6,972,110.38
Accounts Receivable	
1101 Account Receivable	\$58,903.63
1101-05 Related Party Receivables	316,597.00
Total for 1101 Account Receivable	\$375,500.63
Total for Accounts Receivable	\$375,500.63
Other Current Assets	
1090 Undeposited Funds	0.00
1150 Interest Receivable	0.00
1165-01 Lease Receivable - 2nd Place Brew Equip	129,271.81
1166-01 Installment Sale - 2nd Place Property	93,601.88
1169 Lease Receivable - BRVN Equip	9,943.88
1172 Lease Receivable - Snow Ridge Groomer 1	82,359.98
1173 Lease Receivable - Snow Ridge Groomer 2 (2025)	115,937.60
1178 Loan Receivable - Tug Hill AR	0.26
1179 Allowance for Loan Loss	-45,860.70
1200 Prepaid Insurance	0.00
Total for Other Current Assets	\$385,254.71
Total for Current Assets	\$7,732,865.72
Fixed Assets	
1300 Accumulated Depreciation	0.00
1976 Trinity Ave Building	\$0.00
1920 Acc Depreciation Trinity Bldg	0.00
Total for 1976 Trinity Ave Building	\$0.00
1977 Trinity Ave Land	0.00
1978 Harrisville Bank Building	45,500.00
1979 Harrisville Bank Land	4,500.00
Total for Fixed Assets	\$50,000.00

Statement of Financial Position

County of Lewis IDA

As of January 31, 2026

DISTRIBUTION ACCOUNT	TOTAL
Other Assets	
1950 Purchase Option Real Est	0.00
1952 Projects in Progress	0.00
1980 PILOT Admin Fee Installment	202,117.00
Total for Other Assets	\$202,117.00
Total for Assets	\$7,984,982.72
Liabilities and Equity	
Liabilities	
Current Liabilities	
Accounts Payable	
Payables	0.00
Total for Accounts Payable	\$0.00
Other Current Liabilities	
General Journal	0.00
Loan-Harrisville/DANC	0.00
Total for Other Current Liabilities	\$0.00
Total for Current Liabilities	\$0.00
Total for Liabilities	\$0.00
Equity	
5000 Opening Bal Equity	525,336.10
5001 Restricted Net Position	98,533.00
5002 Invested in Capital Assets	52,183.00
5003 Retained Earnings	3,944,953.30
Net Income	3,363,977.32
Total for Equity	\$7,984,982.72
Total for Liabilities and Equity	\$7,984,982.72

Expenses by Vendor Summary

County of Lewis IDA

January 1-31, 2026

VENDOR	TOTAL
Utica National Insurance Group	397.00
National Grid	767.92
Town of Diana	1,211.34
Town of Turin	3,815.65
Town of Martinsburg	5,919.88
Town of Pinckney	7,702.58
Camoin Associates	9,582.50
South Lewis Central School	10,683.16
County of Lewis	10,794.62
Carthage Central School	18,479.51
Town of Denmark	18,829.05
Naturally Lewis Inc.	68,669.27
Town of Harrisburg	83,440.12
Town of Lowville Tax Collector	90,239.26
Tax Collector - Lowville Central School	184,025.24
Copenhagen Central School	211,160.57
Lewis County Treasurer	390,591.23
TOTAL	\$1,116,308.90



NATURALLY
LEWIS
LEWIS COUNTY, NY

2025 ANNUAL REPORT

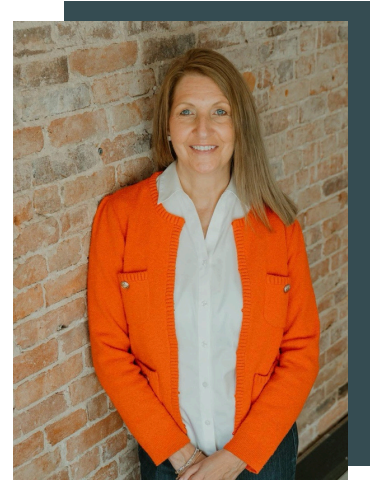
Message to the Community:

2025 has been a year of exciting change and growth for Naturally Lewis. We have enhanced staff with new faces and new perspectives. We are growing our community impact through innovative partnerships and funding opportunities that will position us for sustainability and success.

Building on the foundation that is Naturally Lewis, we are sustaining our legacy by continuing to use our Strategic Plan as a guide. The Strategic Plan helps us prioritize initiatives, measure progress and ensure our efforts align with the goals of the communities we serve. This allows us to be intentional about embracing our legacy, while striving for thoughtful growth.

This year, Naturally Lewis continued to deepen relationships and advanced initiatives that support economic growth and enhance our quality of life. We could not do this without the support of our boards, volunteers, partners and supporters who share our vision for our community.

As we move through 2026, I am confident we will continue to make Lewis County a thriving place to live, to work, to grow your business and to play. Thank you for your continued support and investment in the future of Lewis County.



Joanne Witt
Executive Director

FOUR

ADMINISTERED ENTITIES

\$551,578.50

IN PROGRAM AWARDS

\$33.2 MILLION

IN PROGRAM ECONOMIC IMPACT

20

ACTIVE IDA PROJECTS



This year, Naturally Lewis launched a new strategic plan - a roadmap for how we'll continue supporting our businesses and helping our community grow in ways that reflect the best of our community. 2025 has been a year full of opportunities, and a year that's reminded us why this work matters. Looking ahead, I'm excited for what's next and confident that Naturally Lewis will keep showing up for our businesses and communities in ways that make a real difference.

Mike Jackson
Chairman of the Board

Our Mission

Naturally Lewis, Inc., is championing the growth of a community where people want to live, work, build business and play. We foster forward thinking and relationship building, connecting people, businesses, partnerships and resources to effectively and efficiently grow our county.

We focus on creating a solid and sustainable economic base by supporting practical, realistic programs and policies that advance businesses through diversification and by expanding markets locally, nationally and internationally. We are the bridge builders, proactively seeking and leading development for new and existing businesses, while leveraging our natural resources.

We believe growth comes from thoughtful risk taking, building community partnerships and making wise investments. Naturally Lewis is our mechanism for advocating and advising on investments and education that build a great quality of life, sustainable employment and collaborative plans that make Lewis County a thriving community at work and at home.

Our Team:



Joanne Witt
Executive Director



Megan Marolf
Financial Operations
Manager



Jenna Lauraine
Programs & Partnerships
Director



Kristen Ward Aucter
Director of Tourism



Amy Hawthorne
Administrative Specialist

Board of Directors

Chair: Mike Jackson | Viking Cives

Vice Chair: Shellie Marks | Qubica AMF

Treasurer: Gagan Singh | Grow Wealth Partners

Secretary: Lisa Hetzner | Lewis County

Past Chair: Tim Petersen | Retired

Lewis County Representative: Larry Dolhof

Lewis County Representative: Tim Hunt

Chamber Representative: Nick Mir | Snow Ridge

IDA Representative: Gagan Singh | Grow Wealth Partners

LCDC Representative: Tim Petersen | Retired

Megan Dolhof | Open Sky Wellness

Jessica Dunn | U.S. Army Corps of Engineers

Harley Snyder | UP! Coalition of Lewis County

Eric Virkler | Lewis County

County of Lewis IDA

Mission Statement:

The mission of the County of Lewis IDA is to stabilize, strengthen, and grow communities through strategic community partnerships, innovative incentive programs, responsible leverage of our financial resources, and thoughtful policy development to advance economic growth and ensure a brighter and more inclusive future for all.

LCIDA Board of Directors:

- Joe Lawrence, Chairperson
- Gagan Singh, Vice Chairperson
- Jessica Moser
- Herb Frost
- Darlene Rowsam
- Candace Randall, Legal Counsel

Lewis County Development Corporation

Mission Statement:

The mission of the Lewis County Development Corporation is to drive economic prosperity in Lewis County through innovative property development, strategic funding initiatives for business development and transparent community collaboration.

LCDC Board of Directors:

- Tim Petersen, Chairperson
- Tyler McDonald, Vice Chairperson
- Mick Lehman
- Larry Dolhof
- Terry Thisse
- Eric Virkler
- Ian Gilbert, Legal Counsel

Lewis County Chamber of Commerce

Mission Statement:

The mission of the Lewis County Chamber of Commerce is to empower Lewis County communities through innovative tourism initiatives, leveraging the Discover Tug Hill brand to foster pride, attract visitors, and enhance the quality of life.

LCCC Board of Directors:

- Nick Mir, Chairperson
- Calvin Company, Vice Chairperson
- Blaine Company
- Megan Dolhof
- Jackie Mahoney
- John Exford
- Sarah Caza
- Tiffany Light
- Josh Leviker

About Naturally Lewis

2025-2027 Strategic Pillars

Building Our
Community

Inspiring
People

Partnerships &
Collaborations

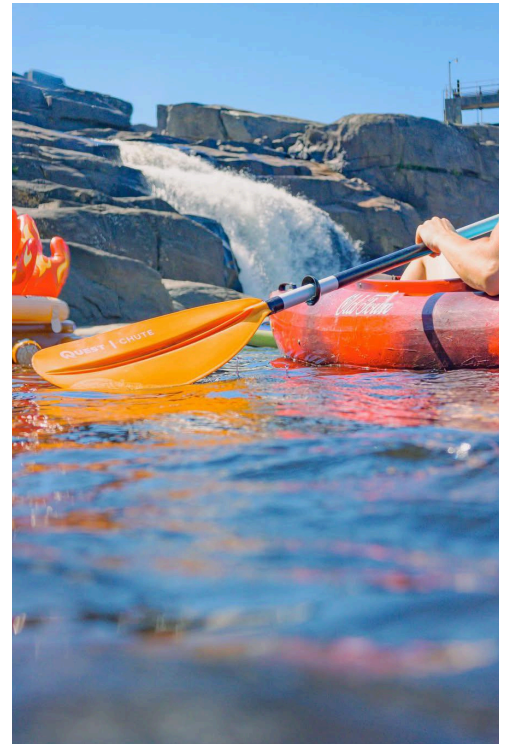
Sustaining
Our Legacy

What We Do

By intentionally acting on initiatives and projects relating to our strategic pillars, Naturally Lewis, Inc. is able to have the following public-facing results:

- **Business Development & Support Services**
- **Property & Site Development**
- **Tourism Development & Promotion**
- **Sustaining Our Organization**

Through this work, Naturally Lewis, Inc. is furthering the big-picture cycle of economic development - a good place to live is a good place to visit is a good place to work is a good place to build business.



Business Development & Support Services



Quick Consult with Jenna Lauraine

Quick Consults

A Quick Consult is a 45-minute consultation with a Naturally Lewis, Inc. team member to discuss the tools and resources available to support your business journey. Whether you're ready to start a business, develop a commercial property, grow an existing business, or seek funding opportunities. Naturally Lewis meets entrepreneurs where they are — from first-time business owners to expanding employers — pairing funding with education and real-world support.

100+

QUICK CONSULTS



North Country Family Health Center Team

Naturally Lewis Membership

The foundation of Naturally Lewis' work is providing businesses and organizations with access to resources, connections, and hands-on support. Through tiered membership options, members engage in educational programming, receive personalized guidance, and connect to funding and professional services that help them grow and adapt. Membership not only strengthens individual businesses, but also sustains a collaborative network committed to a resilient local economy.

Membership Awards Night

At this year's Membership Awards Night, Naturally Lewis recognized thirteen award nominees and named four award recipients in downtown Lowville. With over 100 attendees, this event was an evening of celebration, accomplishment, and growth!



Award Recipients:

Community Excellency Award || **North Country Family Health Center**
Discover Tug Hill Award || **Good Ol' Wishy's**
Entrepreneur of the Year || **Scott & Ingrid Moshier, Wolff's Body Shop, Monnat and Nortz Service Station, the Old Croghan Engine House, and Moving Mountains Cafe**
Naturally Lewis Outstanding Business || **Red Barn Meats**

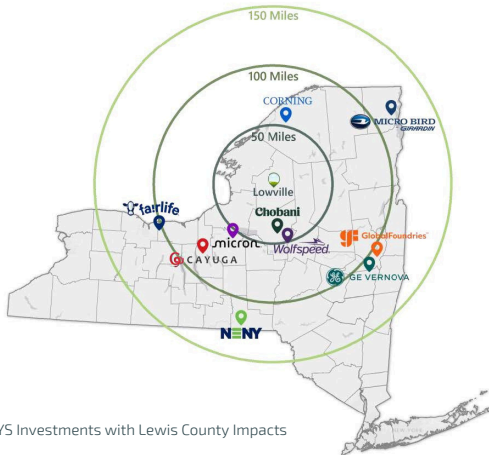
Business Development & Support Services



Coffee Connections with Quantify Consulting



Community Economic Development Program Committee Presenting Building Business Funds to Moving Mountains Cafe



NYS Investments with Lewis County Impacts

Coffee and Connections

Naturally Lewis' signature peer-to-peer learning series designed for small business owners and community leaders. These interactive, one-hour sessions provide practical, immediately usable tools in areas such as financial literacy, marketing and sales, exporting, and emerging technologies. By pairing local expertise with meaningful conversation, Coffee & Connections strengthens business capacity, fosters collaboration, and builds a supportive network for entrepreneurs across Lewis County.

Community Economic Development Programs

Through the Community Economic Development Program (CEDP), the Lewis County Development Corporation dispersed a total of \$687,051 to businesses, organizations, and communities in Lewis County, New York in 2025. The total economic impact of these awarded projects is more than \$33 million.

The Community Economic Development Program is funded by Number Three Wind Farm, Lewis County, and HLH Living Trust.

Industry Market Potential

The Lewis County IDA partnered with Camoin Associates to conduct a thorough study called "Attract What We Want." The purpose of the study was to help determine which industries are leading in Lewis County and what future initiatives should be put in place to further attract business development. Due to Lewis County being one of the least densely populated counties in the state, we continue to lead with our forestry and agriculture production. Food and beverage manufacturing is thriving and tourism to our area continues to have a positive economic impact.

With the growth of industries in neighboring counties, Lewis County expects to see a positive impact in industries in the near future.

Additional Wins:



Continue to partner with Adirondack North Country Association as a liaison for the Center for Businesses in Transition initiative.



Hosted a collaborative Jefferson-Lewis Manufacturers Alliance event with Jefferson County Economic Development.



Graduated 21 Leadership Academy participants in 2025, our largest cohort yet! Started a new class in September with 20 participants that will graduate in June 2026.



Hosted 10 Coffee & Connections Events with education and training topics highlighting marketing, access to markets, and financial literacy.

Business Development & Support Services

Community Economic Development Program

The Community Economic Development Program was established in 2022 through a Host Community Agreement (HCA) between the Lewis County Development Corporation (LCDC) and Number Three Wind, providing \$150,000 in annual investment to support local economic growth, revitalization, and community development. The impact of the program has been strengthened through additional funding partners, including Lewis County Board of Legislators for the Vacant Property Revitalization Fund (\$1.5 million) and the HLH Living Trust to create the Events & Festivals focus area within the Small Things, Big Impacts Fund (\$20,000).

32

2025 Projects Funded

\$687,051

Total Awards

\$33,325,320

Total Investment of Projects



Old Croghan Engine House

RECIPIENT OF VACANT PROPERTY REVITALIZATION FUNDING + SMALL THINGS BIG IMPACTS

Scott & Ingrid Moshier have transformed and revitalized The Old Croghan Engine House! This adaptive reuse project took a vacant space and created mixed-use opportunity with two residential units and a commercial space that allowed for the expansion of a local business. The Old Croghan Engine House received Vacant Property Revitalization funds and Small Things Big Impacts funds.



QubicaAMF

RECIPIENT OF BUSINESS RETENTION FUNDING

QubicaAMF received \$50,000 in Business Retention funding to assist with equipment upgrades to meet National Ambient Air Quality Standards for particulate emissions. QubicaAMF is the leading Bowling Pin Manufacturing in the world and this project allows them to retain 97 jobs in Lewis County.



Zehr's Flowers & Landscaping, LLC

RECIPIENT OF BUILDING BUSINESS FUNDING

The Zehr Family received \$35,500 in Building Business funding to grow their erosion control product line in order to meet increasing demand and comply with updated DEC, DOT and NYS "green" regulations. Funding assists with the purchase of silt sock equipment and office infrastructure to support product growth and retain 40 employees.



Lewis County Homeschool Connection

RECIPIENT OF COMMUNITY CONNECTIONS FUNDING

Lewis County Homeschool Connection received \$11,472 in Community Connection funding to expand capacity and launch their new E.V.E.R. Homeschool Hybrid in an effort to address the varied needs of the growing homeschool community. Funding expands access to vocational training, recreational sports teams, and multi-day educational options for homeschool families in Lewis and Jefferson Counties.

Business Development & Support Services

Launch Lewis County Microenterprise Grant

The LCDC was awarded \$300,000 in CDBG Microenterprise Grant Funding from the NYS Office of Homes and Community Renewal for Launch Lewis County Grant Program in 2024 to assist start-up and existing small businesses with the training, funding, and tools needed to start and grow. In 2025, we awarded 6 projects totaling \$170,000 towards equipment, furniture and inventory. Applicants must be considered low-to-moderate income or must create a NEW full time job made available to low-to-moderate income persons.

6

Total Projects Funded

\$220,000

Total Awards

\$262,970

Total Investment of Projects



Hartley's Meat Market

RECIPIENT OF LAUNCH LEWIS COUNTY

The Launch Lewis County funding assisted with \$30,000 in start-up equipment and inventory.



Rags and Rivers

RECIPIENT OF LAUNCH LEWIS COUNTY

The Launch Lewis County funding assisted with \$30,000 in equipment to grow their promotion business.



The Raven's Quill LLC

RECIPIENT OF LAUNCH LEWIS COUNTY

The Launch Lewis County funding assisted with \$30,000 in start-up furniture and inventory to open a bookstore in downtown Lowville.



New Life Construction

RECIPIENT OF LAUNCH LEWIS COUNTY

The Launch Lewis County funding assisted with \$30,000 in equipment to grow their construction business

Property & Site Development



Red Barn Meats Owner, Jordan Brandt

Red Barn Meats

The Brandt family established Red Barn Meats, Inc. in 2013 and held a grand reopening in 2025 with an expanded facility. As one of the few USDA certified facilities in our area, they employ over thirty people at their Croghan location. The IDA assisted them with their expansion efforts with IDA Tax Incentives. They were a recipient of the Naturally Lewis Business of the Year, as voted by the community, at our Membership Awards Night in November. Red Barn Meats was awarded funding through the Lewis County Development Corporation's Building Business Fund in 2023 which was fully forgiven in 2025 to help them purchase a refrigeration unit, expanding their storage capabilities on-site.



Vacant Lyons Falls Elementary School

Lyons Falls School Development

Purchased by TopView Apartments, the Lyons Falls School is underway for a massive renovation project. It is being converted to a 20+ mid to high end apartment building with a 500 square feet commercial space. As our local economies continue to grow, this will offer additional needed housing for business professionals in our area. A recipient of the Lewis County Development Corporation's Vacant Property Revitalization award (\$100,000), we are happy to be able to help with this initiative as it transforms property blight into useable space and is on the tax rolls once again to help the local community.



Naturally Lewis Office received DRI award

Lowville Downtown Revitalization Initiative

Governor Kathy Hochul announced ten project awards for the Downtown Revitalization Initiative for Lowville, the Round 7 winner of a \$10 million DRI award. Projects include:

- **Restore the Historic Keller Reed Building to Create a Mixed-Use Commercial and Residential Space (\$1,193,000):** Preserve a historic downtown building by renovating its second and third stories into commercial and residential spaces, establishing a professional office space, enhancing meeting capabilities for Naturally Lewis, and upgrading the building's structural, mechanical, and safety systems.
- **Establish a Small Project Fund to Enhance Downtown Lowville (\$400,000):** The Small Project Fund will support smaller projects in downtown Lowville with improvements such as facade restoration and improvement, interior renovation, signage, public art, and business assistance administered by Naturally Lewis.

Property & Site Development

Vacant Property Revitalization Fund

The Lewis County Legislators allocated \$1.5 Million towards the Vacant Property Revitalization Fund in 2023 to assist commercial property owners to revitalize potentially unsafe or blighted properties within downtown areas to turn them into usable spaces for business development opportunities. Property owners are provided an opportunity to receive up to \$100,000 in matching funds to assist with projects.

18

Projects Funded

\$1,439,776

Total Awards to Date

\$38,295,656

Anticipated Total Investment of Projects



Crumbs. Bakeshop & The Flour Loft

RECIPIENT OF VACANT PROPERTY REVITALIZATION FUNDING

Crumbs. Bakeshop received Vacant Property Revitalization funding to bring new life (& sweet treats) to our community! The Vacant Property Revitalization Program is a partnership between the Lewis County Development Corporation & Lewis County, NY. Now that this project is complete, we're so excited to see a mixed-use space in a downtown community, creating a place we are proud to be a part of.



Harrisville Coffee Co.

RECIPIENT OF VACANT PROPERTY REVITALIZATION FUNDING

The Lewis County IDA sought requests for expressions of interest for the former Harrisville Bank building that has been vacant since Community Bank closed in the Spring of 2023. The vacant building is a prime location in the Hamlet of Harrisville for redevelopment. Harrisville Coffee Co. submitted the winning proposal for reuse of the building into a community coffee shop, utilizing Vacant Property Revitalization Funds to revitalize the structure.



McRez Packing International

RECIPIENT OF VACANT PROPERTY REVITALIZATION FUNDING

McRez Packing International (MPI) acquired the former Biomass facility in Lyonsdale from Lewis County IDA in September of 2021. With Vacant Property Revitalization funds, MPI has begun transforming an existing 10,000 sq. ft. concrete/steel building into a meat processing facility. MPI will be a federally inspected establishment under USDA-FSIS inspection; the company is designed to produce quality meat and poultry products serving retail and wholesale markets.

Additional Wins:



Completed Property and Site Development Plan for 2025 - 2027.



Established a partnership with Adirondack Central School to market the decommissioned West Leyden Elementary School Building and launched a Request for Expressions of Interest process for the building.

Tourism Development & Promotion



Digital Marketing Growth

The 2024–2025 season showed real momentum for our Tourism brand, Discover Tug Hill, on social media. By posting regularly and using community-generated content, we saw solid growth in followers, impressions, and engagement... especially during peak outdoor recreation months. The content that worked best wasn't generic promotions; posts about local pride, trail culture, seasonal excitement, and what makes Tug Hill unique drove the highest engagement. Proving that people respond to authentic, local storytelling. Posting more frequently also paid off, keeping the region on people's radar year-round instead of just during peak seasons.

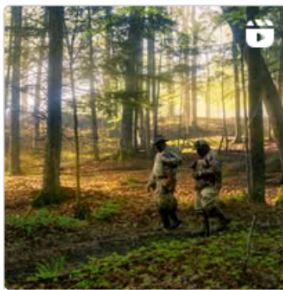
Top Discover Tug Hill Posts of 2025



Spring blooms, summer sunshine, fall...

Wed May 21, 7:00pm

101.4K 2.2K
111 246



Generations have been hunting these woods...

Sat Oct 25, 7:01pm

83.5K 1.1K
29 22



Our trails are treasures —please stay on...

Sat Nov 29, 3:01pm

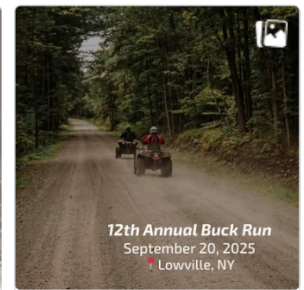
46.2K 384
11 19



When the temps drop, we turn up the cozy. ...

Thu Dec 11, 10:01am

31.7K 87
7 2



Your lawn mower doesn't have a \$1,000...

Fri Sep 19, 8:01am

25.5K 65
6 28



Strategic Partnerships

This year proved the value of working with the right partners. We led strategic planning for the Adirondack Regional Tourism Council (ARTC) and helped hire their new coordinator, strengthening our regional presence. RUSH Outdoors came for multiple visits, turkey hunting, bass fishing and ATV rides, choosing Trailside Ranch for their company retreat- turning expo connections into real economic impact and media exposure. Our collaboration with the Adirondack Foothills Cycling Club resulted in new bike maps featuring both paved and gravel routes. Each partnership brought something different to the table, but all helped expand what Discover Tug Hill can offer.

Tourism Development & Promotion



June Food Truck Friday Event at the Lewis County Fairgrounds

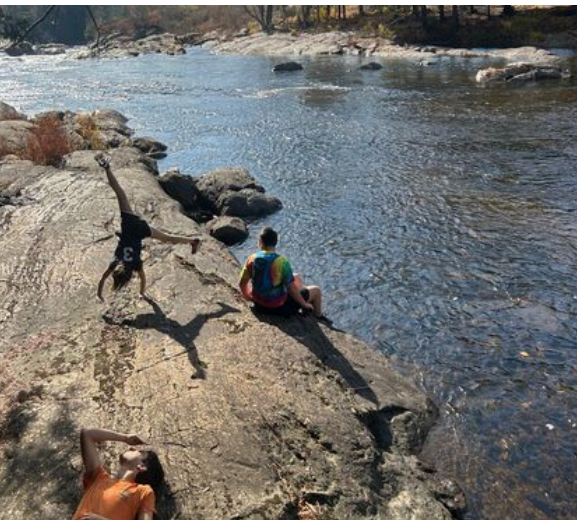
Placemaking Events

This year, Naturally Lewis also continued to invest in placemaking through community-centered events that bring energy to our downtowns and showcase the best of Lewis County. We hosted four Food Truck Fridays, welcomed visitors to our Fall Foliage Tour featuring the Lewis County Cuisine Trail, and celebrated Riverfest—events that attract both residents and tourists alike. These gatherings not only create memorable experiences, but also support local vendors, highlight our culinary and recreational assets, and strengthen community pride.



Community + Resident Engagement

Launched the comprehensive Resident Sentiment Survey (200+ responses) to guide future tourism development aligned with community values, while establishing a volunteer sign-up portal with self-guided training for board members to assist at key events. Maintained strong presence at community events like the Lewis County Fair (which broke Friday night attendance records) and multiple May 17th events, including 3 Willows Outdoor Show, TugMudDare and Tour de Lewis. Finalized the merchandise line for the online store, giving residents and visitors tangible ways to show their connection to the region. Bed Tax Revenue Nearly Doubled Since 2019 - Tax revenue grew from \$88,146 in 2019 to \$171,189 in 2024, demonstrating significant tourism economic impact. The inclusion of short-term rentals in occupancy laws proved effective, with more growth to come through NYS's new STR database initiative.



Resident Sentiment Survey

Based on the resident quotes, there's deeply mixed sentiment about tourism in Lewis County. While some recognize the economic benefits and appreciate respectful visitors, significant frustration exists around motorized recreation, particularly noise, safety concerns, lack of safety enforcement, and road damage. Residents consistently want their voices heard in the decision-making process and express strong desire for more diverse, family-friendly, non-motorized recreation options. The core sentiment was clear that residents aren't opposed to tourism itself, but want it balanced, respectful, properly enforced, and inclusive of activities beyond ATVs and snowmobiles.

Additional Wins:



Completed a mural for the Village of Turin.



Awarded 2 projects totaling \$5,000 through the Events and Festivals Fund established in 2024 to support tourism development.

Sustaining Our Legacy



Welcoming Our New Executive Director

In August 2025, Naturally Lewis welcomed Joanne Witt as our new Executive Director following a comprehensive search led by our Board of Directors. Joanne brings a strong background in education and youth development, along with a passion for empowering people and building meaningful connections. Her leadership ensures continuity in our mission while positioning Naturally Lewis for long-term stability and growth as we continue serving Lewis County.

"I am thrilled to be part of the Naturally Lewis Team as the Executive Director and serving our community in this new role."

Joanne Witt, Executive Director at Naturally Lewis

Growing Our Team

Naturally Lewis welcomed two new staff members in 2025. Megan Marolf joined the team as the new Finance and Operations Manager and Amy Hawthorne joined as our Administrative Specialist. Both positions are integral to the operations of Naturally Lewis and help to make the organization as efficient as possible.



Megan Marolf
Financial Operations Manager

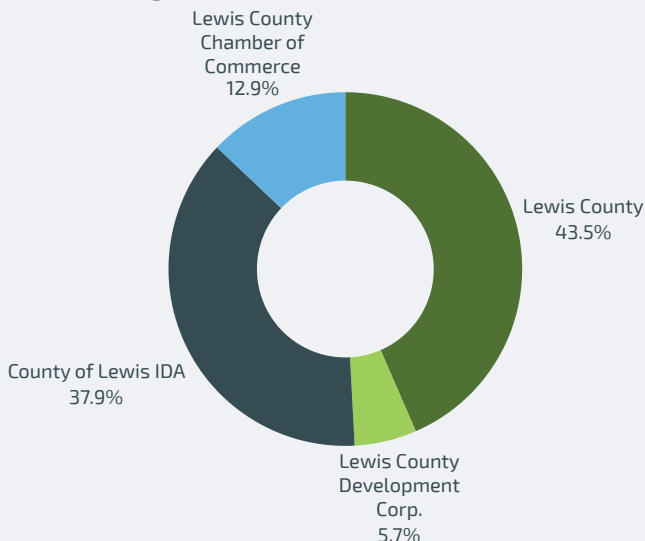


Amy Hawthorne
Administrative Specialist

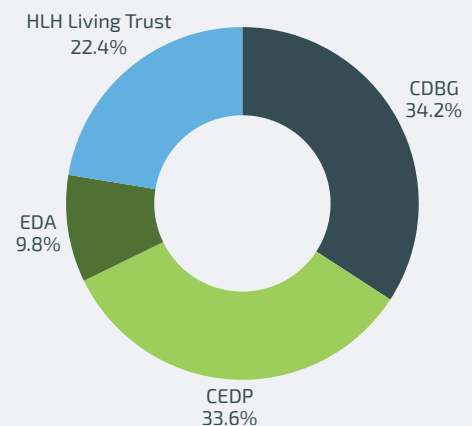
Securing Funding Streams

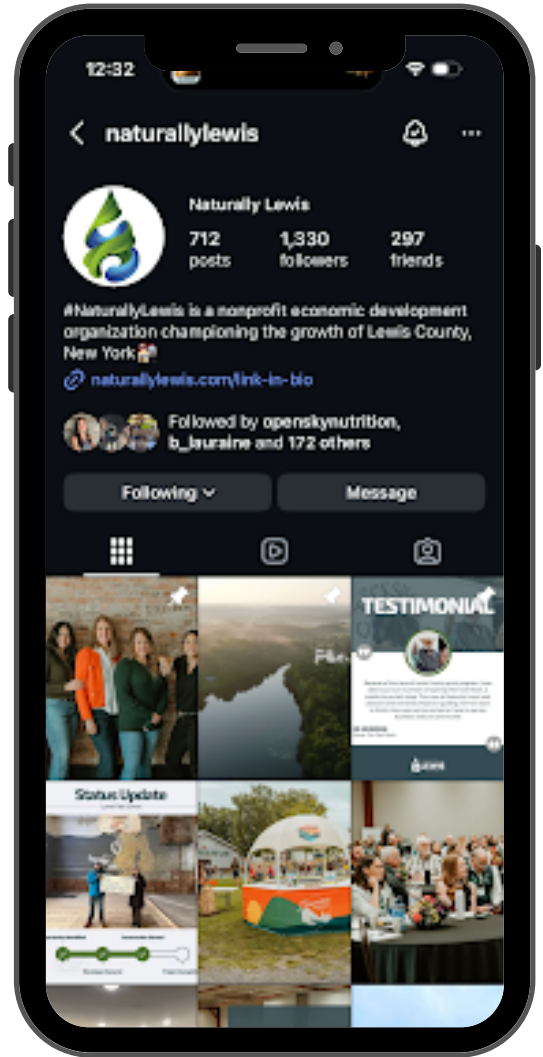
In 2025 Naturally Lewis, Inc. secured a number of outside sources of funding for operations and economic development initiatives. Our operational funding sources include our administered entities - the County of Lewis IDA, the Lewis County Development Corporation, and the Lewis County Chamber of Commerce - and Lewis County. Funding for economic development programming has been made available by the Community Economic Development Program (CEDP), NYS Office of Homes & Community Renewal Community Development Block (CDBG) Grant, HLH Living Trust, and the NYS EDA Tourism Partner Sub-Awards Grant Program.

Operational Funding:



Programming Funding:





Advancing Our Marketing Strategy

Naturally Lewis, Inc. has shifted its marketing efforts to promote itself and its services to gain and retain clients and make the community aware of opportunities within the Lewis County business community. This shift is essential, as without communications to our target audiences, the work of Naturally Lewis, Inc. will not produce results.

Marketing Wins of 2025:

- ✓ 4,800+ Email Contacts
- ✓ 5.9K Followers on Facebook
- ✓ Prioritizing Direct Outreach & Communications
- ✓ Engagement Continues to Rise on Facebook

Top Posts of 2025



Vacant 🏠 >> Value 🏠
Scott & Ingrid Mosh...

Tue Dec 2, 9:37am

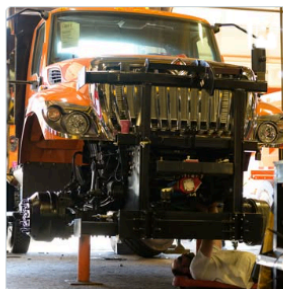
👁️ 49.9K ❤️ 369
💬 49 📌 18



We ❤️ Local Business!
Crumbs. Bakeshop...

Fri Jun 27, 9:29am

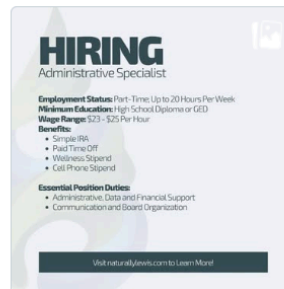
👁️ 45.2K ❤️ 395
💬 43 📌 8



Did you know one of
our largest Lewis...

Tue Oct 28, 3:00am

👁️ 42.1K ❤️ 282
💬 32 📌 22



WE'RE HIRING! 📌
Naturally Lewis is...

Thu Mar 13, 5:38am

👁️ 28.2K ❤️ 31
💬 2 📌 65



Naturally Lewis, on
behalf of Adirondack...

Mon Oct 27, 5:47am

👁️ 26.7K ❤️ 24
💬 11 📌 47

19K
PROFILE VISITS

↑ 14.1%

912.7K
CONTENT VIEWS

10K
POST INTERACTIONS

2025 Events



Coffee & Connections

SIGNATURE MONTHLY EVENT SERIES

Coffee and Connections is our monthly education and training series that features speakers from the community that provide quick takeaways in an interactive setting. We hosted 10 Coffee and Connections events this year with an emphasis on marketing, access to markets and financial literacy.



Business & Community Leaders Breakfasts

FEBRUARY 28, 2025 | SEPTEMBER 18, 2025

Always free, our Business and Community Leaders Breakfasts bring together the community for an opportunity to network, hear stories and grow together.



Naturally Lewis Economic Development Conference

JUNE 11, 2025

Our 4th Annual Economic Development Conference brought together entrepreneurs and small business owners, business & community leaders, municipal leaders, and nonprofit leaders from across Northern New York to inspire and champion growth in our communities. Our 2025 Keynote speaker was Jeff Siegler, with Revitalize or Die.



Membership Awards Night

NOVEMBER 19, 2025

Our 2025 Membership Awards Night celebrated our Naturally Lewis Members! 13 Exceptional nominees were recognized for their projects and investments to the Lewis County community.

IDA Incentives Recipients:

- ★ **Carthage Solar Fund LLC** | Carthage, NY
- ★ **ClearPath Energy LLC Farney** | New Bremen, NY
- ★ **ClearPath Energy LLC Zehr** | New Bremen, NY
- ★ **Copenhagen Wind** | Copenhagen, NY
- ★ **Flat Rock Solar Fund LLC** | Martinsburg, NY
- ★ **Flat Rock Wind** | Martinsburg, NY
- ★ **GSPP 9557 E Rd s, LLC** | Denmark, NY
- ★ **GSPP 9605 E Rd, N, LLC** | Denmark, NY
- ★ **Johnson Lumber** | Carthage, NY
- ★ **Maple Tap Solar LLC** | Glenfield, NY
- ★ **Martinsburg CSG LLC** | Martinsburg, NY
- ★ **McRez Packing International LLC** | Lyonsdale, NY
- ★ **Number Three Wind** | Lowville, NY
- ★ **NY USLE Copenhagen CR194 LLC** | Copenhagen, NY
- ★ **Port Leyden Portal** | Port Leyden, NY
- ★ **Roaring Brook LLC** | Lowville, NY
- ★ **Red Barn Meats, Inc.** | Croghan, NY
- ★ **Turin Highland Lodge** | Turin, NY
- ★ **Turin Solar Fund LLC** | Turin, NY
- ★ **Waters Road N, LLC** | Lowville, NY
- ★ **Waters Road S, LLC** | Lowville, NY

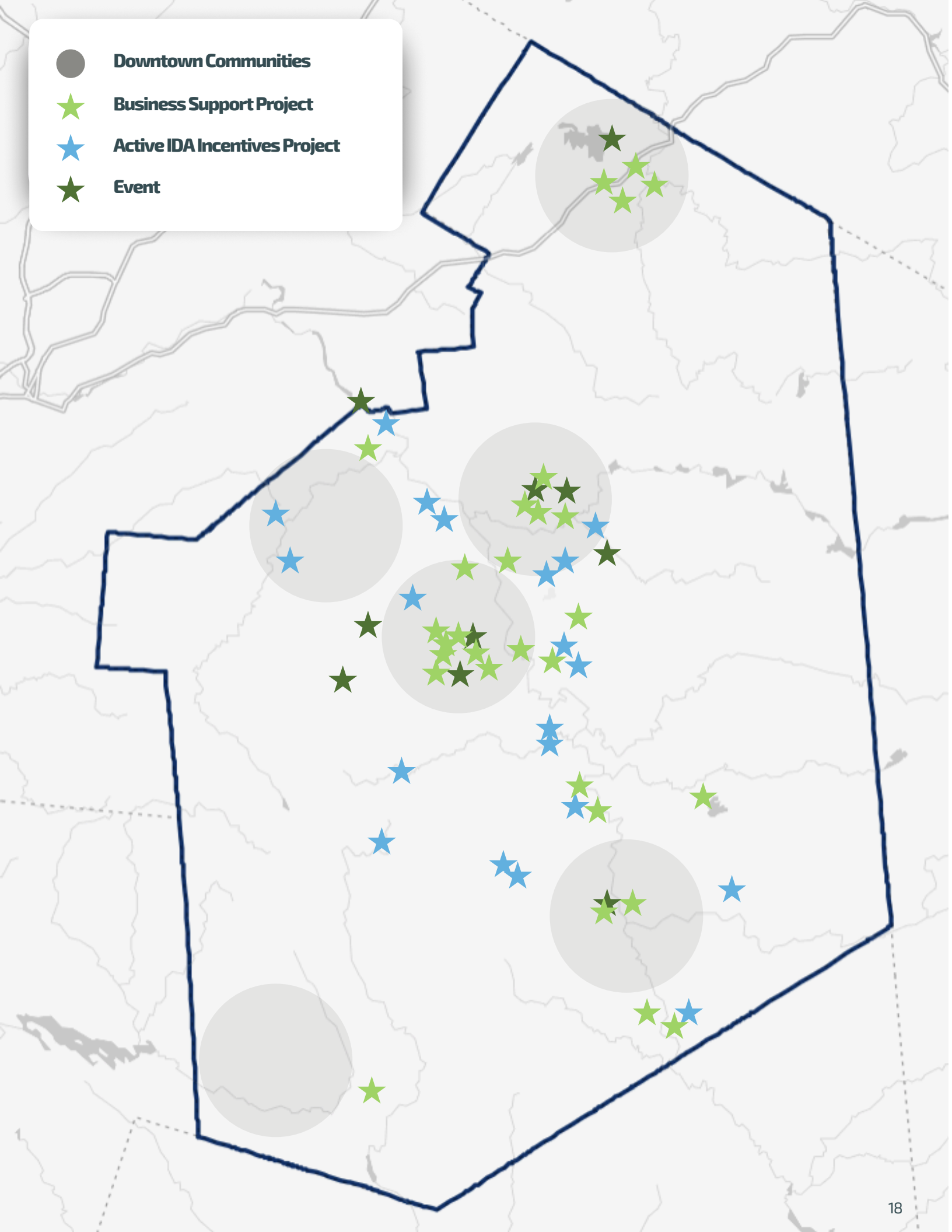
Events:

- ★ **Business & Community Leaders Breakfast (x2)**
- ★ **Coffee and Connections (x10)**
- ★ **Jefferson-Lewis Manufacturers Alliance**
- ★ **Naturally Lewis Economic Development Conference**
- ★ **Membership Awards Night**
- ★ **Food Truck Fridays (x4)**
- ★ **RiverFest**
- ★ **Fall Foliage Tour**

Business Support Projects:

- ★ **4113 Center Street Renovation**
- ★ **Azahar Roast House**
- ★ **Beaver River Central School**
- ★ **Black River Valley Four Wheeler Club**
- ★ **Crumbs Bake Shop**
- ★ **Croghan Library**
- ★ **Dani's Daffodils**
- ★ **Great Lot Sportsman's Club Corp**
- ★ **Harrisville Bistro Project**
- ★ **Harrisville Coffee Co.**
- ★ **Hartley's Meat Market**
- ★ **Lewis County Homeschool Connection**
- ★ **Little Village Mushrooms**
- ★ **Lowville Appliance & Air Conditioning, LLC**
- ★ **Lowville Dental Care**
- ★ **Moving Mountains Café**
- ★ **NC Handymen LLC**
- ★ **Opera House Cantina**
- ★ **PhoebeNix Pet Salon LLC**
- ★ **Pine Grove Community Church Preservation Society, Inc.**
- ★ **QubicaAMF**
- ★ **ReNew Bremen, Inc.**
- ★ **Rochester's Cornerstone Group, Ltd.**
- ★ **The Bloom Bar Floral & Gift Shop**
- ★ **Three G Volunteer Fire Company, Inc.**
- ★ **Top View Apartments**
- ★ **Town of Diana**
- ★ **Town of Diana Community Days 5K**
- ★ **Zehr's Flowers and Landscaping**

- Downtown Communities
- ★ Business Support Project
- ★ Active IDA Incentives Project
- ★ Event





naturallylewis.com | [@naturallylewis](https://www.instagram.com/naturallylewis)

IDA Plan to catch up

From Troy at Second Place Beer Co. <troy@secondplacebeerco.com>

Date Tue 3/3/2026 2:28 PM

To Megan Marolf <megan@naturallylewis.com>; Joanne Witt <joanne@naturallylewis.com>

Cc Judy M Castle <judy@secondplacebeerco.com>; Sally Parker-Newell <sally@secondplacebeerco.com>; Jacoba Vandenberg <vandenbergjacob@gmail.com>

IDA Members,

We have been working diligently to develop and implement a clear plan to bring our payments current and strengthen our overall operations. We understand that we currently owe over \$10,000 in back payments on the building and equipment. Addressing this balance is our top priority, and we are planning to bring these overdue amounts up to date through the proceeds of our March 7 fundraiser.

Fundraiser – March 7

On March 7, we will host a major fundraiser featuring a 50/50 raffle, silent auction, and multiple musicians who have generously donated their time. We will also prepare and sell food, retaining all associated profits. Our goal is to raise at least \$7,000, with all proceeds going directly toward our outstanding IDA obligations.

Mug Club Launch

That same day, we will launch our Mug Club program at \$150 per year. Our goal is to enroll at least 50 members within the first month, generating \$7,500 in revenue. These funds will further strengthen cash flow and support ongoing financial commitments.

Expanded Keg Distribution

We began keg distribution one week ago and are currently supplying Jeb's and the Elks. We have also been approached by Tony Harper's in Lowville to distribute kegs there and plan to continue branching out to other bars throughout Lewis County. Our kegs retail between \$100–\$150 each. Our initial goal is to distribute 15 kegs per month, which would add approximately \$2,000 in monthly sales. We plan to scale this effort responsibly as production increases and inventory allows.

Recurring Events to Increase Revenue

To increase foot traffic and create consistent monthly revenue, we are implementing regularly scheduled events:

- Bingo on the first Thursday of every month
- Open Mic Night on the third Thursday of every month
- A Bloody Mary brunch one Sunday each month

These recurring events are designed to draw new customers, encourage repeat visits, and strengthen community engagement while increasing overall sales.

Grant Applications and Facility Improvements

We have applied for a county grant to purchase a crowler machine, which will allow us to offer sealed personal cans for customers to take home and share. This will expand our distribution opportunities and increase overall sales.

Additionally, we have applied for grant funding to improve our outdoor seating area by adding more seating and new tables to create a more cohesive and professional appearance. These upgrades will enhance the customer experience and increase our capacity during peak seasons.

Expanded Events and Community Engagement

Beyond our recurring events, we are planning additional programming designed to bring the community together. We are also actively promoting our space as a venue for private events such as receptions, weddings, and other gatherings to diversify revenue streams.

Beginning in the spring, we plan to launch a walking/running club that will start and end at the brewery. This initiative is intended to foster health, connection, and engagement that extends beyond beer, reinforcing our role as a positive and inclusive gathering place.

Our broader vision is to continue building a welcoming community space where individuals and families feel comfortable gathering with friends. We are committed not only to meeting our financial obligations but also to creating a sustainable, community-centered business that contributes positively to Lowville and the surrounding area.

We sincerely appreciate your patience and consideration as we work through this challenging period and implement these initiatives.

Respectfully,

Troy Parker
Owner
Second Place Beer Co.



March 4, 2026

County of Lewis – Industrial Development Agency
Megan Marolf
7551 S. State Street
Lowville, NY 13367

Dear Ms. Marolf:

On behalf of Community Bank, N.A., we are pleased to share our municipal deposit solutions tailored to meet the unique financial needs of the County of Lewis – Industrial Development Agency.

Currently, Community Bank, N.A., is proud to offer the following deposit rates:

*Public Fund Liquid Money Market, **NYClass MMKT Match minus 10 basis points**, variable rate. *As of 3/4/26 NYClass is 3.55% making our rate 3.45%.*

Please let me know if you have any questions. Once you have had a chance to review this, we can follow up with a call to talk through it together.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Bob Tackman".

Robert T. Tackman (Bob)
Government Banking Officer
P: (315) 299-2931
Bob.Tackman@cbna.com

**What does it mean to Bank
Happy?**

It means that we are committed to providing you with the highest level of customer service in everything we do.

It's a smile and a friendly hello when you walk in the door.

It is the local decision makers who understand your goals and know how to get you what you need.

bank happy.

