

# St. Lawrence County Industrial Development Agency

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Patrick J. Kelly  
Chief Executive Officer

## PROJECT ACTIVITY REPORT

**Project:** Hozmerica, LLC  
**Project Address:** 54 East River Street  
Ogdensburg, New York 13669  
**Application Date:** April 13, 2015  
**Board Approval Date:** May 14, 2015  
**Assistance Date:** July 21, 2015

### Project Overview:

Hozmerica, LLC currently operates Hosmer's Marina, one of two fully functional, privately-owned marinas in the City of Ogdensburg. The marina and fishing service draws patrons from all over St. Lawrence County, including Canada, and is the only gas retailer on the St. Lawrence River within the greater Ogdensburg area. On premises are 60 boat slips (45 for rent and 15 transient), a 2,500 gallon gas tank and pump, bait/tackle/boat supply store, a riverside café, and two apartments.

Hozmerica, LLC purchased the property at 54 East River Street in 2006 and opened Hosmer's Marina & Smuggler's Café. Prior to the Hozmerica, LLC ownership, the property was used as a marina, bait and tackle store, and boat repair facility. From the 1960s until present, the property was known as Cubby's Marina, Robby's Marina, then the Tackle Box Marina. Prior to 2001, there were two buildings on site; however, a fire destroyed one of the buildings in 2001, requiring reconstruction. Total project cost for building construction and fixtures will be \$47,652.00

Hozmerica, LLC is requesting \$17,500 from the St. Lawrence County IDALDC and \$17,500 from NBT Bank. Combined with the two funding sources the owner will contribute \$12,652 in capital. This construction expansion project will allow the company to better serve the fishing and tourism industry in the St. Lawrence County region.

### Actions Taken:

#### Approved Financial Assistance:

SLCIDA-LDC (St. Lawrence River Valley Redevelopment Agency Loan Fund) ..... \$17,500

### Economic Indicators:

- Jobs Maintained and/or Generated –The new project is expected to create one new full-time equivalent job and 1 part-time equivalent job within the first 3 years and retain 5 full-time equivalent jobs in addition to 5 part-time equivalent jobs.
- Corporate Investment - The new 25' x 32' addition will be located on the Northwest side of the property and will house a bait & tackle store that currently resides within the restaurant. Relocating the bait and tackle shop to the new building location will allow expansion to the existing restaurant to accommodate six additional tables and twenty four chairs, thereby reducing customer wait times. The marina attendant will now be located by the gas dock, rather than the attendant running from the docks to the restaurant to ring up a gas sale.
- Investment in Brownfields - The property is also located in a Brownfields area and a focus redevelopment area for the City of Ogdensburg. Hozmerica, LLC has completed an Environmental Phase 1 and Phase II and has remedied all issues in accordance with DEC specification. Since Hosmer's Marina & Smuggler's Café opened, two other businesses have opened in the surrounding area. The City of Ogdensburg has put together a waterfront redevelopment plan in which this part of the City, known as the Marina District, is one of the City's primary targets for redevelopment.
- Improved Corporate Performance – This project will assist Hozmerica, LLC to strengthen operations by upgrading its services with greater efficiency in efforts to increase its customer base.
- Other Financing Leveraged:
  - NBT Bank..... \$17,500
  - Owner Equity..... \$12,652