

# CANTON DEVELOPMENTS



January 2006

Volume 2, Issue 1

**Canton Business News  
and Office of Economic  
Development  
Newsletter**

*Do you have a business plan? When was the last time you reviewed your plan? Is it time to implement an employee manual to move your business forward?*

*Call the Office of Economic Development at 315-386-2871 for assistance.*

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## YOUR GUIDE TO WHAT'S GOING ON!

### A Message from the Director...

The New Year has arrived. 2006 is now officially here. Recent news regarding the sale of property along Route 11 indicates that the eventual arrival of Wal-Mart is likely to become a reality. With the start of this New Year, the small business community in Canton should begin to contemplate how they will make this year the best ever for their bottom line. As part of our initiative to help the small business community grow and prosper, we are suggesting that local businesses consider the development or renewal of a key business tool, the business

plan. As well, we will be posting to our web site another important business tool, the employee manual. Small businesses in Canton can position themselves to become stronger in the face of an advancing "big box" retailer by knowing how best to operate their business, how to cut operating costs by maintaining a seasoned work force, and to make customer service the single most important part of their operation. If you feel that you could use help with any aspect of your business, please call us at 315-386-2871, Ext. 5 or visit

us on the web at [www.cantonnewyork.us](http://www.cantonnewyork.us) for further information to make your business the best it can be in 2006.

We look forward to working with you.

### Canton Signage Project

The Town of Canton is concluding the celebration of their bicentennial with the placement of entrance signs that will greet travelers coming into the town. The signs have been designed to promote the beauty and grandeur of Canton. The signs feature the date of incorporation of the town, and have the municipality's name emblazoned with gold leaf lettering.

Installation of the signs has been done with the Town of Canton's Highway Department crews. The design specialists for the project are Signtech in Plessis, New York, who created the final design of

the sign.

The Office of Economic Development worked closely with the Canton Rotary Club to initiate the signage project, and presentations were provided to the service organizations to solicit support for the project. Generous donations were received from the VFW Post 1231 and the Canton Rotary Club. Additional donations have been promised from the Canton Lions Club, the Canton Zonta Club, and the Knights of Columbus. It is not too late to provide a donation to this worthwhile

endeavor.

Any other service clubs wishing to donate to this bicentennial project can contact the Office of Economic Development at 386-2871, Ext. 5 for information about donations.



## Wireless Communities Grant

Premier Wireless I.P. Inc. operated by Michael Morgan, began in May 2005 to establish a high speed wireless internet service in St. Lawrence, Jefferson, and Franklin counties. The provision of wireless access is a part of the **Access Canton** project.

By providing affordable internet service, Premier Wireless is confident that they can help the Northern New York business communities grow. By offering this type of service, they can serve businesses in rural areas by giving them

an opportunity and the tools to compete with businesses in larger cities.

They are currently in the process of finalizing a 10-year contract with the Village of Canton to install their antenna facilities on the Village water towers. With these antennas, they will effectively blanket the Village of Canton with full WiFi (a wireless internet service provider) connectivity.

Currently there are no other companies in the area that

can offer wireless connectivity or WiFi.

For more information, contact the Office of Economic Development at (315) 386-2871 ext.5 or go to our web site at [www.cantonnewyork.us](http://www.cantonnewyork.us)

## Sharing Services & Saving Tax Dollars for the Town and Village of Canton

The Town and Village of Canton utilize a system of shared resources to supplement a limited tax base and to provide the residents of Canton with efficient, cost effective services. According to a recent publication from the State Senate's Local Government Committee, our municipal officials are featured as one of the success stories in the state for the sharing of their resources. Utilizing this innovative practice, Supervisor David Button and Mayor Robert Wells have helped to contribute to the overall growth and expansion of the economy in Canton.

Quoting from the article on Canton, "Because of the numbers and success of

*shared services between the Town and Village of Canton, a climate of support for more has been created amongst our constituents and employees, such that elected officials are constantly considering how to do their respective functions more efficiently and cooperatively. Far from opposing shared services, Canton's experience has been that municipal employees will support it if their work conditions and compensation are positively impacted. In fact, some of the best suggestions for delivering better constituent services have come from the employees themselves."*

Obviously, the growth of

Canton hinges on the implementation of services so that small businesses feel welcome and want to do business here. The Office of Economic Development salutes the Town and Village boards for their unique and innovative approach toward cost reduction, while enabling small businesses to grow successfully in this community. To obtain a copy of the full report published by the Senate Local Government Committee, visit

<http://www.senate.state.ny.us/sws/SD45/report%20final.pdf>

## The Canton Heritage Trail Projects

The Canton Heritage Trail Projects are comprised of two environmental development initiatives being promoted through local municipal and civic organizations.

The Grasse River Heritage Area Development Corporation (GRHADC), a local not-for-profit organization that has promoted water front development along the Grasse River, has teamed with the Housing Council and the Village of Canton to embark on an ambitious project to revitalize the western end of Canton's downtown historic district. Long neglected, this area of downtown offers unparalleled access to the Grasse River, and has tremendous potential for redevelopment. Two related projects are currently under development, including:

### 1. The Falls Island Park Project

The Housing Council secured \$195,000 in Clean Water/Clean Air Bond Act funding through the New York State Office of Parks, Recreation and Historic Preservation, on behalf of the GRHADC. State funds will be matched by an amount of \$218,600 in local funds and in-kind donations of labor and materials. The GRHADC proposes to redevelop Falls Island,

Canton's 19th century industrial/commercial center, as a downtown waterfront heritage park. Some of the major work to be accomplished will include:

- The restoration of a Kings Bowstring Iron Bridge erected on the site in 1873. This is one of only five remaining bridges of its kind in New York State. The Iron Bridge will provide pedestrian access to Falls Island.
- The development of an interpretive trail to the ruins of nine mill and workshop sites present on the Island, as well as scenic points.
- The construction of a scenic overlook at a dramatic waterfall on the western side of Falls Island.
- The construction of a canoe portage trail that will reopen the historic canoe route north and south of the village.

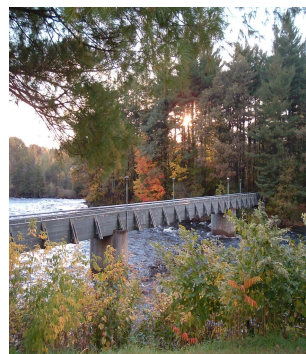
### 2. The Village of Canton Heritage Project

The Housing Council secured \$177,353 in Transportation Enhancement Program funds (TEA-21) on behalf of the Village of Canton. Building upon the significant heritage opportunities that exist in the Village, Canton proposed a series of projects designed to enhance the cultural,

aesthetic, historic, and environmental aspect of inter-modal transportation networks. Transportation Enhancement Program funds will be used in tandem with \$46,670 in donated cash, in-kind labor, and professional services to undertake the following activities:

- To renovate the Kings Bowstring Iron Bridge.
- To continue the installation of Victorian-era street lighting fixtures to the edge of the downtown/historic district.
- To install new "Welcome to Historic Canton" signs on the historic district perimeters.
- The dedication of a local heritage trail through the Village's historic district, and the installation of markers on buildings listed on the National Register of Historic Places.

For further information, contact the Office of Economic Development at (315) 386-2871, Ext.5.



## New Director at the SBDC

On January 2, 2006 the NYS Small Business Development Center welcomed Dale Rice as the new director of the agency. Dale replaces Bert Corey, who retired on December 31, 2005 after seven years as director of the agency. Dale has served as the Associate Director and is familiar with the overall mission of the SBDC, and is a graduate of SUNY Canton and Clarkson University with a Masters degree in Business Administration. Located on the second floor of the Faculty Office building on the SUNY Canton campus, the SBDC provides free and confidential counseling to entrepreneurs who want to start or expand their business. Since the office opened in 1998, the expert advisors have counseled over 3,000 small businesses, with total investments of over \$25,000,000 in the local economy. This represents over 750 jobs that have been either created or saved during this period. Our congratulations to Bert on his retirement and our good wishes are sent to Dale as he assumes the role of Director. Best of luck, Dale!

## About Us...

The mission of the Canton Office of Economic Development is to facilitate the community's growth by working with major employers, small businesses and community initiatives to bring jobs, residents and visitors to Canton. We work directly with small and large businesses, including new ventures.

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**CANTON BUSINESS  
OWNER**

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