

The Liaison

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Telling the Fort Drum Story demonstrates Community Borders are “lines on a map”

Eighty-nine local officials from Jefferson, Lewis, and St. Lawrence Counties gathered at Jefferson Community College on February 21st for the public roll-out of the Fort Drum Regional Liaison Organization’s Growth Management Project. The federally funded project will assist communities in managing Fort Drum-related growth by providing local planning and zoning boards with essential information, training, and strategic recommendations.

The overall purpose of the project is to better coordinate on-base and off-base growth and development in order to minimize land use conflicts that might threaten the Fort’s training mission and long-term viability while helping our communities to become even more desirable places in which to live and do business.

In presenting “The Fort Drum Story: The Scope and Potential Impact of Base-Related Growth”, Behan Planning and their partner EDAW, Inc. provided a comprehensive overview of current and projected base operations and possible relationship to local decision-making in regards to land use, services, and infrastructure needs.

The response to the training component of this project has been fantastic. Local officials from the three-county area have attended 9 sessions of the “Growth Management Training Series”, hosted by JCC’s Center for Community Studies. Workshops have addressed site plan review, zoning enforcement, reading maps and project plans, and the State Environmental Quality Review Act.

Telling the FORT DRUM STORY is only the first element of a much larger project. During the planning phase of this project, the consultants will analyze the projected impacts of base transformation on the surrounding communities and provide local officials with a “toolkit” of strategic actions for managing growth.

In coming months, the team will analyze the data and project alternative development scenarios of where growth is most likely to occur, what demands this may place on the region’s infrastructure, and how it could impact community character. A series of presentations in the surrounding communities will engage the general public and local officials in identifying their preferred scenarios from the alternatives presented. Finally, the consultants will develop a “toolkit” of growth management strategies for local officials and their planning boards to help them manage growth in a way that helps them to achieve the preferred vision and development scenarios supported by the general public.

In the end, quality development will help to revitalize our communities and enhance economic opportunity for our people. Properly managed growth will not only serve Fort Drum by preventing encroachment and preserving its training mission, but will also create viable communities that contribute to the morale and welfare of our troops and their families.

Presentation Highlights

- Troop population increased by 7,000 from 2004-2006, growing from approximately 10,400 to more than 17,000 troops. An additional 1,400 troops are expected by 2013. By 2013, approximately 18,400 troops will be accompanied by 17,900 family members and dependents;
- 29,477 jobs in the three-county region are attributed to Fort Drum (17,438 military employees, 3,712 civilian jobs on-base, and 8,327 off-post jobs attributed to Fort Drum spending). Directly and indirectly, Fort Drum accounts for 1/4 of all jobs in the tri-county region;
- In Jefferson County alone, military personnel account for \$1 of every \$3 spent on consumer goods and services;

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Chairman's Corner



Keith B. Caughlin, Chair

“The new mission of the DrumCountry Task Force is to educate and advocate for the installation”

The work of the FDRLO is evident in its Task Forces: Housing, Economic Development and Growth Management. All are hard at work addressing the best way for civilian and military neighbors to realize and enjoy their shared positive future. I appreciate the hard work and commitment of the Task Force leaders: Housing - Bob Juravich and Kevin Jordan, Economic - Doug Shelleng, and Growth - Don Canfield and Dave Zembiec.

We need some help with the DrumCountry Task Force. Previously known as “Drum 2020”, it was focused on educating the public on and advocating for Fort Drum at all levels in the context of base realignment and closure. The new mission of the DrumCountry Task Force is to educate and advocate for the installation in our wartime, Grow The Army, Transformation environment.

Since BRAC 05, these efforts have been a communications initiative reaching out to new families through the DrumCountry website, promoting the area on the City’s newly designed website and informing agencies and groups through the Speaker’s Bureau. Much of the work falls to our professional staff, Carl McLaughlin and Kathy Mastellon. They have done it, as with all their tasks, extremely well, but we need your help, insight and ideas. Well, yours, or those of someone you recommend, - someone

with an interest in Drum, a commitment to service and who wants to get involved. The Growth Management Task Force calls it “Telling the Fort Drum Story” and as they address municipal officials, planners and local government, they are reminding their audiences of where we have been, where we are, and where we can be going.

If you are interested please give me a call or send an email, caughlin@fdrlo.org.

These are unusual times. Since our last newsletter our elected leaders have alternately resigned, moved up and fallen from grace. The FDRLO had a great experience with Governor Paterson on our trip to the Pentagon to push for growth at Fort Drum last fall. The Maneuver Enhancement Brigade was a welcome announcement of the Army’s commitment to our region and of paced growth we can handle.

Since the last newsletter, we have bid farewell to Senator Jim Wright. He has been a stalwart supporter of Fort Drum, a strong partner to this organization, and much deserving of our thanks. We also hail in his place, another stalwart supporter and partner, Senator Darryl Aubertine. With so much going on, there are many opportunities for you to take on responsibility within the FDRLO, to work with our volunteers and elected leaders to help shape a bright future.

Keith B. Caughlin, Chair

NEW DISCOUNTED FLAT RATE BOXES AVAILABLE FOR APO/FPO DELIVERY



Effective March 3rd, a new priority mail flat rate box measuring 12 inches by 12 inches by 5 1/2 inches is available for sending care packages to troops overseas.

The flat rate U. S. Postal Service box is 50% larger and delivered for \$10.95 to an APO/FPO address. This is \$2.00 less than for domestic destinations.

Some of the new boxes bear the **America Supports You** logo. These boxes will be available at select post offices near military bases. The Watertown Post Office on Commerce Park Drive reports they do have some in stock. They can also be ordered online at www.usps.com/supplies or by calling 800-610-8734.

Strides in Behavioral Health Care for Fort Drum Families

The delivery of behavioral health services to soldiers at Fort Drum was a prominent news story lately. The Fort Drum Regional Health Planning Organization (FDRHPO) post spokesmen were quick to respond to those news reports in an effort to correct the record about services being provided to individuals returning from deployment.

In late 2006, the FDRHPO conducted a comprehensive behavioral health needs assessment of the Fort Drum health service area. Following the needs assessment, the FDRHPO membership actively pursued the development of the following resources to fill identified gaps:

- **Outpatient Mental Health Clinics**

Two additional outpatient mental health clinics were aggressively supported by the FDRHPO and the Jefferson County Community Services Board. Samaritan Medical Center and Carthage Area Hospital each obtained NYS licensure and began operating outpatient clinics in 2007.

- **Increased In-patient Mental Health Capacity**

In April 2007, Samaritan Medical Center added eight additional inpatient mental health beds bringing the total beds available to 32.

- **Provider Recruitment and Credentialing**

In 2007, twelve additional TRICARE credentialed behavioral health providers were added in the Fort Drum service area through recruitment efforts of the FDRHPO and expedited application and credentialing by Health Net Federal Services. Currently, of 49 community behavioral health providers in the region, 41 are TRICARE credentialed.

- **Annual New York State Funding for Behavioral Health Services**

\$500,000 in annual funding was secured from New York State in 2007 to provide behavioral health support for Fort Drum soldiers and families, including additional supportive services for spouses and children.

- **Additional Supportive Services for Family Members**

Three additional student support counselors were placed in the schools that serve the installation. An additional intensive child and adolescent case manager was added to the Jefferson County case management program, and an additional peer support counselor with deployment experience was engaged.

- **Post-Traumatic Stress Disorder (PTSD) Training for Community Mental Health Professionals**

On October 26, 2007, the MEDDAC Command, FDRHPO, and Health Net Federal Services hosted a training day on Fort Drum. Over 80 community mental health and supportive service professionals traveled to Fort Drum to participate in training exercises, gain an understanding of the stresses placed on soldiers and receive training on PTSD and traumatic brain injury (TBI) from the Fort Drum MEDDAC Commander and the Chief of Behavioral Health.

- **Telemedicine Initiative**

In November 2007, the FDRHPO was notified of the award of \$1.9 million FCC grant for telecommunications infrastructure to provide the basis to launch other telemedicine applications. The FDRHPO will be submitting a grant application in April to provide telemedicine connectivity and telemedicine equipment to increase access to care.

- **Mountain Community Behavioral Health Clinic**

The first ever TRICARE network provider clinic on a military installation came into existence when Health Net Federal Services' Mountain Community Behavioral Health Clinic opened its doors on Fort Drum on June 11, 2007. Since that time, it and has offered access to both active duty service members and their families. To date, the clinic has provided over 900 patient visits.

- **Referral Coordination Process**

Several other activities also contributed to the community's and Fort Drum's success in dealing with family and individual soldier issues.

In March 2006, in collaboration with the Fort Drum Military Treatment Facility (MTF), Health Net Federal Services developed a Referral Coordination Process to assist with behavioral health appointments.

Health Net has provided Military Family Life Counselors (MFLC) to Fort Drum since November 2006. Seven MFLCs currently support Fort Drum. MFLCs provide short-term, non-medical assistance to help service members and families cope with reintegration and other military life challenges. MFLCs provide hundreds of consultations, presentations and outreach programs every month to Fort Drum families.

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Are you looking for the latest and best information on how your company can sell to the government or connect with the large prime contractors in the area?

Wednesday, March 26, 2008: SBDC's **Selling to the Government - A Day for Opportunities.**

Your day begins with registration and breakfast refreshments at 7:30 am at Jefferson Community College. Following the 8 AM official welcome, two concurrent sessions are planned:
Doing Business with the Government and Bid Matching featuring Cattaraugus PTAC Program Manager, Joe Williams, and
Doing Business with Fort Drum with Annie Semo from US Army Contracting Agency.

No need to preselect. These sessions will be repeated so that everyone has the opportunity to attend both.

The morning concludes with a plenary session. US Small Business Administration representatives, Joyce Spears, Contracting Specialist, & James Quackenbush, Business Development Specialist, will present on three topics: **Dynamic Small Business Search, Small Business Profile, HUBZone Certification.**

No need to leave campus, lunch is included in the registration fee, perfect opportunity to network.

(Continued from page 3) Behavioral Health

The Indian River and Carthage School Districts serving the Fort Drum installation are actively pursuing a 21st Century Grant to provide Clinical Social Workers in the schools to address the behavioral health needs of the children of soldiers.

The Fort Drum Regional Health Planning Organization, initiated and supported by Congressman John M. McHugh, originated out of a Department of Defense (DoD) 721 pilot program for healthcare delivery. The Fort Drum Regional Health Planning Organization (FDRHPO) has provided a platform to analyze the

A Day for Opportunities

Wednesday, March 26, 2008

JCC Amphitheater

8 am until 5:00 pm.

Cost is \$35 per person includes lunch.

**For additional information
call the SBDC office, 315 782-9262.**

The afternoon plenary session includes four presentations:

Keeping your Business Out of "Hot Water" with the US Department of Labor – US DOL Geoffrey LaCroix, *Investigator Development Specialist*

Safety Compliance Issues –US Department of Labor OSHA – *Dave Heckman*

NYS MWBE (minority, women business enterprise) Program Certification – ESD – *Susan Buckman, Economic Development Specialist II* and *Benita Leigh-Lewis, Senior Certification Analyst*

Procurement Preference Programs and Subcontracting Programs for Small Businesses including: 8(a) Certification, Small Disadvantaged Business (minority-owned and socially and economically disadvantaged) and Service-Disabled Veteran Owned – US SBA – *Joyce Spears, Procurement Analyst & James Quackenbush, Business Development Specialist*

The day's agenda also includes excellent networking opportunities to meet with Fort Drum Contracting Officers and with several Prime Contractors.

existing healthcare delivery options and to seek new opportunities for leveraging healthcare resources to carry out a regional health care approach and meet the needs of the expanding military population, significantly strengthening the healthcare system serving the more than 38,000 DoD beneficiaries in the Fort Drum health service area.

The Fort Drum Regional Health Planning Organization will continue to work aggressively to create innovative local, state and federal partnerships to fill identified gaps and increase the range, cost-efficiency and quality of care available to Department of Defense (DoD) beneficiaries in the Fort Drum region.

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opportunities for businesses throughout the tri-county area, both completed on behalf of the FDRLO, confirmed this belief.

According to Carl McLaughlin, FDRLO Executive Director, “The research reveals that one out of three businesses in the region isn’t doing business at Fort Drum but would very much like to do so. When asked why they were not pursuing business opportunities at Fort Drum, the most frequent response was ‘we tried and became frustrated.’ The need for local technical assistance was clear. “

Procurement Technical Assistance Centers (PTAC’s) support, guide, and assist small businesses as they endeavor to sell goods and services to the government. The process of conducting business with any level of government can be a daunting prospect for small business operators. It is very much an online system with a maze of certifications, registrations and other requirements that a business must navigate to become eligible to sell to the government. A procurement assistance program helps to decipher this system. With this assistance, small businesses can “crack the code” of governmental procurement processes.

By establishing this pilot project, the partnering agencies have established a government procurement assistance program in Jefferson, Lewis, and St Lawrence counties for companies that want to do business with Fort Drum. The partners will be applying to the Department of Defense Logistics Agency to become a federally designated Procurement Training Assistance Center (PTAC) for FFY 09. Because the need for this service is so apparent and immediate, an interim pilot project operated under the auspices of the partnering agencies will offer the basic services provided by a PTAC.

A Procurement Assistance Specialist has been hired. The program which will operate out of the Chamber’s office, 1241 Coffeen Street, Watertown, should be fully operational in April. Success and documented need for the program will be measured by the number of connections made, contracts awarded to program clients, and the value of those contracts.

To learn more, contact the Greater Watertown-North Country Chamber of Commerce at (315) 788-4400, or chamber@watertownny.com.

The opportunities are here – Businesses just need to take that first step!

The Target Market for this initiative is the business community in Jefferson, Lewis and St Lawrence counties.

PTAC’s provide assistance in a number of ways, and the local intent is to establish the foundation for these services, and to make as many successful business connections with Fort Drum and other government agencies as possible in a relatively short period of time.

For Companies New to Selling to the Government, the local PTAP will:

- Determine if the business is ready to sell to the government through a Business Assessment
- Explain the essential registrations, such as DUNS, NAICS, and CCR (CAGE) codes, and help complete the necessary paperwork
- Help companies explore appropriate certifications
- Assist with web-based bid matching services
- Provide and/or clarify procurement regulations, technical information, document specifications, and standards
- Conduct workshops on “Selling to the Government” and “Introduction to Federal Contracting”
- Work one-on-one to help businesses analyze government market opportunities

For Contractors, PTAP will :

- Assist prime contractors in outreach to diverse businesses – small, disadvantaged, women-owned, minority-owned, veteran-owned, service-disabled veteran-owned, 8(a) and HUBZone
- Assist with web-based bid matching services
- Help prescreen area firms to meet prime contractors’ quality specifications and federal subcontracting targets

For Subcontractors, PTAP will:

- Help obtain certifications for which contractors may qualify - small, disadvantaged, women-owned, minority-owned, veteran-owned, service-disabled veteran-owned, 8(a) and HUBZone.
- Explore appropriate certifications
- Assist with web-based bid matching services
- Help leverage existing government contracts to sell to other agencies
- Research other government procurement opportunities and facilitate contact with contracting officers and prime contractors

For Post Award Compliance PTAP will

- Assist with quality assurance, government audits, or other compliance issues assistance

From Carl's Perspective

As of March 2008, there are only 450 units of housing that still can be called government controlled "801" units. This is down from 2000 units in November 2007, the number of off post units that had been under government control for almost twenty years. These legacy units are what remain of the region's response to the 1984 reactivation of the 10th Mountain Division at Ft Drum and the need to provide community housing for the rapidly expanding military market.

This is truly a time of change. These "new" units of market housing, located in eight different Drum Country communities, are now adjusting to the realities of an open housing market. They have become part of the housing "options" available to all residents of our community.

"Choice" is now very much a part our current market. Both military and non military can select from options that include existing rental units, new rental units, new for-sale units, rehabilitated units, and a dynamic resale market. These choices cover a range of environments from city, to towns and villages, and rural settings of every description. An additional option open to the military market is the increasing number of units completed as part of the RCI project on post. Fort Drum Mountain Community Homes has completed more than 500 new units of housing to add to the existing stock of 2,272 units of on-base housing.

Current occupancy rates among all of these options allow the tenant / prospective buyer ample opportunities for choice. This is quite a change from the housing market of two years ago. That market was so tight that many were happy to take whatever they could get. How dramatically different is today's market choice!

FDRLO's Housing Task Force has responded to the dynamics of this market by judiciously assisting, with state and local funds, where assistance was needed and by keeping the community accurately informed of ever-changing market conditions. Through contract with an outside agency, FDRLO has recently completed a survey of factors that impact the military family's housing decisions and plans. The results of that soon-to-be released study will play a significant roll in a follow up housing study to assess current needs. In the meantime, we can all be happy that newcomers to Drum Country have a variety of options to meet their housing needs.

March marks the changing of the season. So too, this month will also mark a change in emphasis for FDRLO's efforts. While housing will continue to be a priority issue, it seems manageable. It is my personal belief that, given the rate of growth currently forecast for now through 2013 when Fort Drum achieves its projected end strength, this community can meet, i.e. manage, any anticipated housing requirements.






For this organization and Drum Country community as a whole, a more difficult challenge and emphasis may be the need to address the question of attracting families, both military and non military, to the area. Are we providing options for employment, quality of life, and future opportunities to sustain and maximize the growth opportunity Fort Drum has provided?

Carl McLaughlin
Executive Director, FDRLO

Year	# of Properties Sold	Median Sale Price	% Increase in Median Sales Price
2003	930	\$68,000	
2004	1340	\$76,000	12%
2005	1536	\$89,800	18%
2006	1287	\$107,500	20%
2007	1253	\$120,000	12%

* Data from Jefferson-Lewis Board of Realtors which includes Jefferson, Lewis, and parts of St. Lawrence, Oswego and Oneida Counties.

SINGLE FAMILY HOME SALES DATA

-  Single family home sales have remained relatively stable over the past 2 years.
-  Sales prices of homes has been increasing steadily.
-  Average days on the market is 93 days.
-  Total number of homes available has remained fairly constant at 1000 to 1200 homes. This equates to approximately one year's worth of housing inventory for sale.
-  Based on recent news reports, the devaluation of the single family housing market nation-wide has not had a significant impact locally.

EVENTS



MAY 2008

- May 14
Armed Forces Day Luncheon,
Watertown
- May 17
Armed Forces Day Parade,
Watertown

(Continued from page 1) *Growth Management*

- In the past, the majority of troops and their families lived in Army housing on-post or Army Community Housing, i.e. 801 in communities throughout the region. By 2013, 36% of military families (3,700 families) will live in on-post housing, while 64% (6,500) will live on the economy in the surrounding communities. The majority of units needed to house these families already exists, is already under construction, or is funded to be built;
- 52 additional helicopters have been added to the base. Although the patrol routes will remain unchanged, the new aircraft are louder and activity will increase;
- Aerial photos from 2003 to 2006 illustrated the rapid growth of commercial development in some areas;
- Maps with overlays illustrated the noise contours of range and airfield activity and their impact on surrounding areas;
- Examples of incompatible development in the vicinity of the military bases were provided. These include projects creating light pollution that interferes with night training, tall structures in the runway approach path, or high density housing or daycare facilities within airfield zones;
- The 2-mile buffer around Fort Drum, fortunately, is 41% forested and 33% agricultural land, with most development in the gate communities surrounding the cantonment area;
- The Fort Drum region is ideally positioned to prevent encroachment, as opposed to some bases where encroachment is already an issue requiring mitigation.

JUNE 2008

- June 7
Historical Marker Dedication, Madison Barracks, Sackets Harbor
- Concert: Historic Music of Madison Barracks, Sackets Harbor
- June 11
Historical Pine Camp Interpretive Marker Dedication, Fort Drum
- June 14-15
Military History Timeline: "250 Years of Soldiers at Fort Drum", Fort Drum Museum. Static Displays
- June 19
Centennial Fest (River Fest), Alexandria Bay
- June 21-22
US Military All-Star Weekend, Watertown Fairgrounds
Watertown Wizards vs the US Military All-Star team
- June 23-24
Foot March from Madison Barracks, Sackets Harbor to Pine Camp, Fort Drum
- Mountain Centennial (MountainFest) Warrior Competition, Wheeler Sack Army Airfield, Fort Drum
- June 27
Mountain Centennial Salute to the Nation, Fort Drum
- Mountain Centennial Beer Release, Fort Drum
- Mountain Centennial Country Western Concert and Fireworks, Wheeler Sack Army Airfield, Fort Drum
- June 28-29
Mountain Centennial Air-Show at Wheeler Sack Army Airfield, Fort Drum

JULY 2008

- July 3 (Rain Date June 7)
Syracuse Symphony/Fireworks at Thompson Park, Watertown

For the most current calendar of Centennial events, check the Greater Watertown-North Country Chamber of Commerce website:



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PTAP—PUTTING THE RIGHT FOOT FORWARD.....

Businesses in Jefferson, Lewis and St Lawrence Counties will soon have a new resource as they look to sell products and services to Fort Drum and other government agencies. The Fort Drum Regional Liaison Organization with assistance from New York Business Development Corporation will fund a Procurement Technical Assistance Program (PTAP). This local project will help companies achieve their goal of *Selling to the Government*, a process often perceived to be quite complicated. The Greater Watertown-North Country Chamber of Commerce will host the temporary PTAP office, and in partnership with the Small Business Development Center and Empire State Development, will oversee the project.

In 2006, Fort Drum contracts to businesses in the tri-county area totaled over \$46 million for construction, services, supplies and IMPAC card and accommodations checks. This represents 54% of their total contracting expenditures. There is still a tremendous opportunity for more qualified businesses to benefit from the

Fort Drum expansion. But companies have to be qualified and have to get into the procurement system in order to take advantage of the opportunities, and it is not a simple process.

For many years, local economic development agencies and organizations knew anecdotally that local businesses were missing out on opportunities to sell products and services to Fort Drum. Karen Delmonico, President/CEO of the Greater Watertown / North Country Chamber of Commerce, explains, "With the dramatic expansion of the base, we knew something needed to be done to bridge the gap between the purchasing at Fort Drum and the availability of local products and services if the regional business community were to benefit."

The 2007 "North Country Business and Resources Gap Analysis" completed by The Economic Development Research Group and a study identifying the barriers and

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