

## Local firm nets exporting award

By **DAN HEATH**  
Staff Writer

PLATTSBURGH — Cedar Knoll Log Homes received recognition as the United States Small Business Administration's Syracuse District Small Business Exporter of the Year.

Cedar Knoll Owner Ronnie Marx said he was quite pleased with the award. A formal presentation will take place at the 8th Annual Small Business Excellence Awards luncheon on May 11 in Colton.

Cedar Knoll designs and manufactures log homes as well as lumber and components for log homes.

In Canada, the company has been involved in the construction of huge hunting lodges, which is still a large part of Cedar Knoll's business. In addition to local, national and Canadian sales and service, the company will export to Aruba, Greece and Israel this year, he said.

About Israel, he said, "There are mountainous areas there. It's not all desert."

It has sent product to Japan in the past, and plans to increase business with Holland and Germany.

He said the company used to do a lot of business in Haiti, but has ceased those operations due to the political unrest and violence that is plaguing that country.

"We enjoy exporting. We're proud of our product, which is all made in America," Marx said.

The company recently began exporting packaged goods, shrink-wrapped shipments of white cedar wainscoting and baseboards.

Marx said the Small Business Administration and the North Country Small Business Development Center Director Dee Clark have been great to work with through the years.

Owning and running a business is hard. Without the help of all these people, it would've

been a tough row to hoe," Marx said. I don't think we could've grown without them."

William Manger Jr. is the regional administrator for the United States Small Business Administration's Region 2, which covers New York, New Jersey, Puerto Rico and the U.S. Virgin Islands. He said the agency was created by President Dwight Eisenhower in 1953 to help and support small business growth in the United States, which creates more competition and leads to development of new and advanced products.

"In today's economy, seven out of 10 jobs that are created are created by a small business," Manger said.

He said the Small Business Administration was proud to recognize Cedar Knoll.

"We always want to be able to select a company that exemplifies the different categories within the SBA. International trade and exploring over-

seas markets is something we want to encourage," Manger said.

Bernard Paprocki is the district director of the United States Small Business Administration's Syracuse District Office. He wanted to increase awareness of the administration's 504 loan program.

"We want to make people aware this is available. It provides fixed-rate, longer term loans for acquisition of equipment or real estate," he said.

United States Small Business Administration Project Officer Daniel O'Connell said Cedar Knoll was nominated after the administration noticed 25 percent of Cedar Knoll's business involved exports.

"It was a natural company to honor. It makes New York State products and sends them to the United States largest trading partner, Canada, and one of its smaller trading partners, Haiti," O'Connell said.



Staff Photo/Michael Betts

**Ron Marx**, president of Cedar Knoll Log Homes Inc. (left), gives a tour of the Cedar Knoll facility to U.S. small business administration Regional Administrator William Manger Jr., District Director Bernard J. Paprocki and Project Officer Daniel O'Connell. Cedar Knoll was awarded the U.S. Small Business Administrator's Syracuse District Small Business Exporter of the Year award.

Wednesday, the three Small Business Administration officials had meetings with several local officials, including Plattsburgh-North Country Chamber of Commerce President Garry Douglas, Plattsburgh Mayor Dan Stewart, Ruth Mary Ortloff of U.S. Representative John McHugh's Plattsburgh office and a group of local bankers. They are scheduled to meet with Plattsburgh State University Chancellor Dr. John Ettling and attend meetings with the North Country Small Business Development Center and the local SCORE, Counselors to America's Small Business chapter.

"This is the SBA coming to your neighborhood. We want to help businesses grow, to protect the economic vitality of New York State," Manger said.

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