At the heart of any sound economic development strategy is an equal effort to attract new business investment and to retain and grow existing businesses by helping them reach their full potential.

Throughout 2012, Oswego County saw significant investment from existing businesses that expanded their operations utilizing assistance from Operation Oswego County and its partnerships with the County of Oswego Industrial Development Agency as well as community development and banking organizations. Some of these businesses include:

- Champlain Valley Specialty in the Town of Oswego;
- St. Luke construction of St. Francis Commons in Oswego;
- R.M. Burritt Motors in Oswego;
- Novelis Corporation construction in Scriba; and
- Design Concepts and Enterprises in Hastings.

In 2012, two companies in Constantia were devastated by fires. However, United Wire Technologies and McIntosh Box & Pallet have re-established their plants in Oswego County and are prospering.

A variety of new businesses have located or are in the process of locating in the County including:

- Teti Bakery USA in Volney;
- 607 Phillips Street Acquisition in Fulton;
- George Gratton’s Mobility for the Handicap in Schroeppel;
- Seaway Lofts in Oswego; and
- Premier Living Suites in Oswego

Also, the grand opening of the new Cayuga Community College campus in Fulton, the establishment of the Central Square Medical Center and the restoration of the Kallet Theater in Pulaski were major economic development achievements.

As we look to the future, Operation Oswego County will continue to focus on sustaining the growth of Oswego County’s economy by helping to make our existing businesses more competitive, facilitating expansions and job growth/retention, helping to strengthen our manufacturing and tourism base, and by encouraging and attracting new business development in Oswego County.

Kevin LaMontagne
President

ECONOMIC DEVELOPMENT SERVICES AND PROGRAMS PROVIDED

- Site Selection Assistance
- Financial Packaging
- Planning and Coordination
- Industry/Government Liaison
- Assistance in Accessing Special Incentive Programs
- Retention/Expansion Outreach Programs
- Specialized Research and Technical Assistance
- Industrial Parks
- "Next Great Idea" Business Plan Competition
- IDA Bond Financing
- Business Incubators
- OCCFC Administration
- Minority and Women-Owned Business Enterprise Program
- SBA Certified Development Company (504 Loans)
- IDA Administration
- Micro-Enterprise Programs
- Domestic and International Marketing Program
- SBA 7(a) Banking Assistance
- Speculative Building Program
- IDA Economic Development Fund Loans
- USDA IRP Loans
2012 ECONOMIC DEVELOPMENT IMPACT SUMMARY

New/Expanded/Retained Facilities: 57
Capital Investment: $139,482,415
New/Retained Jobs: 947
Estimated New Annual Payroll: $17,516,468
Investment/Job: $147,289
Average Annual Pay/New Job: $22,749

1953-2012 ECONOMIC DEVELOPMENT IMPACT SUMMARY

Capital Investment: $3,728,376,792
New/Retained Jobs: 21,890
Investment/Job: $170,323

2012 ECONOMIC DEVELOPMENT MARKETING INITIATIVES

- 2011 Annual Report received a “Certificate of Excellence” from New York State Economic Development Council (NYSEDC) and an award of “Superior” from the Northeastern Economic Developers Association (NEDA).
- OOC’s E-News received a “Merit” award from NEDA and an “Honorable Mention” from NYSEDC.
- The BirdsEye ad, developed by Ady Voltedge, an economic development marketing firm, received an award of “Excellent” from NEDA.
- 653,145 hits to OOC’s website www.oswegocounty.org and 91,742 visitors.
- Public relations initiatives included 55 news releases and articles published, 19 issues of the E-News, and assistance/coordination to 34 business firms and community organizations.
Champlain Valley Specialty of NY, Inc. is located in the Town of Oswego to process apples. The company expanded and acquired a second building totaling 70,000 sf for a sorting line and warehousing. The $1.1 million investment will create another 30 jobs. Champlain Valley produces “Grab Apples” which are locally grown pre-sliced apples that are packaged and sold to retail and institutional markets. The project received financial assistance from the County of Oswego IDA.

86 State St. Phoenix, LLC is a renovation/restoration of a 8,000 sf vacant building in the Village of Phoenix. The $572,000 downtown revitalization project has 4 market rate apartments and retail space and will create 8 jobs/tenants. Funding assistance was provided by the County of Oswego IDA and a Restore NY grant through ESDC.

Premier Living Suites is a 30,000 sf student housing complex in the City of Oswego. The $3.4 million project will create 3 jobs and house 71 students and was financed with the help of the County of Oswego IDA, City of Oswego CDO and Pathfinder Bank.

Mark’s Letters, Signs & Specialties received financing from the County of Oswego IDA and Fulton Savings Bank to acquire equipment from the former Howard Rose Art Service, Inc. The $98,000 project, located in the City of Fulton, will create 3 full-time and 1 part-time jobs.

Design Concepts and Enterprises in the Town of Hastings constructed a 1,600 sf clean room and acquired tooling and equipment for the manufacture of medical sutures and suture-attaching equipment. The $648,000 project was financially assisted by the County of Oswego IDA and will create 13 jobs.

Cayuga Community College opened its new Fulton Campus. The new 82,150 sf campus was a $16.1 million project and increased the size of the campus by 57%. Classes began at the new campus in the Fall of 2012 with 1,100 students enrolled.

Whitewater Commons in the City of Oswego was a 12,500 sf expansion project on the Oswego River to increase existing commercial space and add 8 market rate apartments. The $1.9 million dollar project received funding assistance from the County of Oswego IDA and Pathfinder Bank and created 6 jobs.

Kallet Theater built in 1938 in the Village of Pulaski is being redeveloped into a 400-seat capacity event and training center. The $1.3 million rehabilitation and historic restoration project will create 2 full-time and 4 part-time jobs. Financial assistance was provided by NYS Restore/Main St. grants through ESDC, as well as loans from CNY EDC and the County of Oswego IDA.

Puddle Jumpers, a new restaurant in the Town of Volney, opened its doors at the Oswego County Airport. The project received funding assistance through a COIDA micro-enterprise loan. The woman-owned business created 4 jobs.

Physical Therapy Plus expanded its practice in the City of Fulton through the acquisition of two buildings at Schuyler Commons. Assistance for the $385,000 project was provided by the County of Oswego IDA and Alliance Bank. Two full-time and 3 part-time jobs were created.
Novelis Corporation's $208 million expansion of its aluminum plant in the Town of Scriba to meet rising automotive demand continued and the project is on time and on budget. The 200,000 sf expansion has created more than 100 jobs. Novelis is the world's largest producer of rolled aluminum and the Scriba plant is the largest manufacturer in Oswego County. This project is the largest manufacturing investment project in Central New York in 15 years. Financial assistance was provided by the County of Oswego IDA and ESDC.

Reflections A Collective Salon in the City of Fulton renovated and purchased new equipment. The $50,000 project was assisted by the County of Oswego IDA and created 5 jobs.

Teti Bakery USA is locating their first US plant in the Town of Volney. The $3.3 million project to acquire and renovate the 200,000 sf building received financial assistance from Key Bank, ESDC and the County of Oswego IDA and will create 63 jobs. The Canadian based company produces flat breads, pizza crust and dough.

Seaway Lofts is the redevelopment of the former Seaway Supply building in the City of Oswego. The $6.9 million historic preservation project has 26 affordable-housing apartments. Financing assistance was provided by the County of Oswego IDA, City of Oswego CDO and NYS Housing & Community Renewal.

St. Francis Commons is being constructed by St. Luke in the City of Oswego. The 60-unit 36,000 sf Assisted Living Facility will serve low to moderate income individuals. The $9.2 million project will create 30 jobs. Financial assistance was provided by the NYS DOH, Oswego CDO and the County of Oswego IDA.

World Gym was the rebranding, expansion and modernization of New Image Fitness in the City of Fulton. Financing for the $50,000 project was provided by the County of Oswego IDA. Six jobs were retained and 1 new job was created.

United Wire Technologies relocated and expanded their business in the Town of Constantia after their former building was destroyed by fire. The $1.4 million, 20,000 sf project retained 8 jobs and created 6 new jobs. The manufacturer of copper-based alloy wire was assisted financially by the County of Oswego IDA and USDA.

R.M. Burritt Motors renovated and expanded their dealership in the City of Oswego. The $2.2 million project retained 37 jobs and created 14 new jobs. Financial assistance was provided by Pathfinder Bank, NYSERDA, and the County of Oswego IDA.

McIntosh Box & Pallet rebuilt a 12,000 sf section of their building in the Town of Constantia after it was damaged by fire, as well as expanded their pallet manufacturing into the Town of Palermo. The $1.4 million project will retain 44 jobs and create 6 new jobs. The County of Oswego IDA provided financial assistance.

George Gratton’s Mobility for the Handicap, Inc. purchased an 8,000 sf building in the Oswego County Industrial Park in the Town of Schroeppel. They service, install and produce equipment for the handicap. The project will create 4 jobs.

Barnett Forest Products in the Town of Scriba is an exporter of logs. The $41,000 expansion project to acquire logging equipment created 1 job. Financial assistance was provided by County of Oswego IDA.

Central Square Medical Center was opened by Oswego Health to provide urgent care, medical imaging and physical therapy services. The 22,000 sf, $5 million, project was funded by the NYS DOH and employs 40.

607 Phillips Street Acquisition, LLC acquired the former BirdsEye plant in the City of Fulton to manufacture value-added food products. The $3.2 million project will create 183 jobs and $4.8 million in annual payroll. The project is to receive financial assistance from the County of Oswego IDA, Operation Oswego County, ESDC, NYPA and M&T Bank.

In 2012, Operation Oswego County helped to promote business development by assisting 57 projects that will, when fully implemented, invest more than $139 million in Oswego County and will create and/or retain 947 jobs.
The Ally Award
The Ally Award for 2012 was presented to CenterState CEO, recognizing it as an “ally” for its significant contribution to the economic development process in Oswego County and Central New York. CenterState CEO was recognized for its outstanding leadership role in the Regional Economic Development Council process spearheading the CNY REDC to being awarded the top REDC in the state with over $103.7 million, for its assistance in supporting the $208 million Novelis expansion project which will create 100 jobs and for being a critical and essential partner to enhancing economic development potential in Oswego County.

The Jobs Award
The 2012 Jobs Award, recognizing significant capital investment as well as job creation and retention, was presented to The Fulton Companies for its significant contribution to the Oswego County economy by investing in a $13.5 million, 112,000 square foot expansion of its manufacturing complex, in the Town of Richland, to manufacture commercial and industrial heat transfer equipment, boilers and thermal fluid heaters. The Fulton Companies was also recognized for the creation of more than 50 new manufacturing jobs and for its 63 year history of doing business in Oswego County, NY.

Martin Rose Economic Developer Merit Award
Gary T. Toth was honored with the 2012 Martin Rose Economic Developer Merit Award for his outstanding record of exhibiting leadership, support and cooperation in helping to further economic development efforts and to improve the business climate and quality of life in Oswego County, NY. Mr. Toth was recognized for his dedicated service as a Member of the County of Oswego IDA since 1998 and for serving as Vice Chair since 2005 and for serving on the Board of Directors of Operation Oswego County and on its Marketing and Development Committee since 2003. He has supported organized labor by serving in numerous capacities such as the President of the Oswego County Labor Council, President of Carpenters Local 747, Chairman of Local 747 Joint Apprenticeship Committee, Member of the Syracuse Alliance for a New Economy and on the NY State Great Lakes Basin Advisory Committee. Mr. Toth has also played an integral role in support of key businesses and institutions in the County including Oswego Health, Sithe Independence Station, SUNY Oswego, Port of Oswego and Entergy Nuclear.

The Business Excellence Award
The Business Excellence Award for 2012 was presented to Huhtamaki in recognition for demonstrating adaptation and growth in a competitive business environment and for its commitment to invest in extensive printing capabilities, both Flexographic and Lithographic, to produce quality paper cups, containers and lids for the frozen dessert and food service industries. Huhtamaki is the 7th largest private employer in Oswego County, NY and employs over 600 people in Fulton.

Dee Heckethorn Entrepreneur Award
George A. (Buddy) Broadwell was the recipient of OOC’s 2012 Dee Heckethorn Entrepreneur Award in recognition and appreciation for his entrepreneurial spirit, creativity, and dedication to perfection which have been catalysts to fostering economic development, job creation and a driving force for the hospitality industry in Oswego County, NY for nearly four decades. Broadwell was also recognized for his outstanding leadership and vision in establishing numerous hospitality businesses including the Best Western and Quality Inn Hotels, Bayshore Banquet Facility and the Lake Ontario Event and Conference Center.
Each year, OOC asks local businesses and individuals to invest in the future of Oswego County and help us continue to provide essential economic development services to our community by contributing to our Fund Drive. The annual appeal has provided OOC with supplemental funding that is used exclusively for promoting and marketing of Oswego County for business development.

Platinum Level ($5,000+):
Entergy Nuclear Northeast
National Grid

Gold Level ($3,000-4,999):
Constellation Energy Group
The Fulton Companies

Silver Level ($1,000-2,999):
Alliance Bank, N.A.
BioSpherix Ltd.
Broadwell Development
Caraccioli & Associates, PLLC
Fulton Savings Bank
Healthway Home Products
Huhtamaki Packaging
Novellis Corporation

Bronze Level ($500-999):
C&S Engineers, Inc.
Community Bank, N.A.
Eastern Shore Associates
Fulton Tool Company, Inc.
George Joyce
IBEW Local Union 43
Jack B. Alter, CPA
LEEH, LLC
Lloyd Stemple
Pathfinder Bank
Port of Oswego Authority
Riccelli Enterprises, Inc.
Wiltse Construction Company, Inc.

Friends of OOC ($25-99):
Corte Spencer
David Turner
Louis Pettinelli
Mirabito Development, Inc.
Oswego County Podiatry

A Special Thank You for Sponsors of the 2012 Annual Meeting:
Alliance Bank
Community Bank
Fulton Savings Bank
Key Bank
Pathfinder Bank

2012 Networking/Coordination Highlights

- Provided administrative services for the County of Oswego IDA and the Oswego County Civic Facilities Corporation.
- Marketed SBA 504 loans as a Certified Development Company of the SBA.
- Participated with the Workforce Development Board of Oswego County to oversee job training initiatives.
- Administered a county-wide Micro-Enterprise Training and Loan Program.
- Provided administrative services for an USDA Intermediary Relending Program.
2012 ORGANIZATION INFORMATION

Board of Directors

President: Kevin LaMontagne
Fulton Companies

Vice President: Barbara Bateman
Alliance Bank

Treasurer: Thomas V. Greco
Fulton Savings Bank

Secretary: Roy Clark
Dunkin’ Donuts

Eric Behling
Behling Orchards

Nancy J. Bellow, Retired
SUNY Oswego Office of Business & Community

Peter Cullinan
Entergy

Jonathan Daniels
Port of Oswego Authority

William Galloway
Century-21 Galloway Realty

Ann Gilpin
Oswego Health

Edward Gilson
J.W. Stevens Co.

Jeffrey Grimshaw
SUNY Oswego Office of Business & Community Relations

Theresa Himes
Bosco & Geers Food Market

Ellen Holst
Oswego County Opportunities

George Joyce
Laser Transit Ltd.

Paul Kurtzman
Oswego Industries

Vincent Lobdell
HealthWay

Edward Mervine, Esq.
PathFinder Bank

Thomas Meucci
Huhtamaki

Daniel Murphy
Integrys Energy Services

Louis R. Pettinelli, Retired
Oswego County BOCES

Bruce B. Phelps
Fulton Tool Company

Michael D. Quenville
PathFinder Bank

Ken Sherman
Sherman Vincent Associates

Joe Solazzo
Laborer’s International Union Local 214

Lloyd “Buddy” Stemple, Retired
Novellis Corporation

Gary Toth
Carpenter’s Local 747

David R. Turner
Oswego County Department of Community Development

Ex-Officio Members

Carolyn Rush, Chair
County of Oswego IDA

Fred Beardsley, Chairman
Oswego County Legislature

Louella LeClair, Chair
Oswego County Economic Development and Planning

Philip Church
Oswego County Administrator

Deborah Stanley, President
SUNY Oswego

Staff

L. Michael Treadwell, CEcD
Executive Director

David Dano
Business Finance Director

Austin Wheelock
Economic Development Specialist

Evelyn LiVoti
Marketing & Development Manager

Teresa Woolson
Administrative Coordinator

Karen Perwitz
Administrative Secretary

MISSION STATEMENT

Operation Oswego County’s mission is to establish and implement sound economic development strategies in order to enhance the economic vitality of Oswego County’s businesses, industries and citizens, leading to an overall better quality of life.

Key to our mission is the creation and retention of job opportunities, diversification and strengthening of our economic base, and developing the local economy in a planned, organized and environmentally friendly atmosphere.

This is a publication of Operation Oswego County Foundation, Inc.