



Operation Oswego County

AN ECONOMIC AND JOB DEVELOPMENT CORPORATION SERVING OSWEGO COUNTY, NY

2009 ANNUAL REPORT



President Message

“Give me six hours to chop down a tree and I will spend the first four sharpening the axe.”

– Abraham Lincoln



The success of any small business depends on a number of factors, but adequate planning and preparation may very well be foremost in shaping a path (or chopping a tree) that ensures a businesses strength, sustainability, and growth.

A sharp axe is vital in today’s business climate, and small business owners that are chopping with an axe that is dull, face almost guaranteed challenges versus those businesses that are planning accordingly.

Operation Oswego County’s role as a partner to small business in this community ensures that proper planning and financing are always in motion. That commitment includes the following recent SBA 504 funded projects that are well on their way to success.

Please provide [List of small business you would like here](#)

We commend the spirit and drive of the entrepreneurs and businesses above, as well as the many others that are finding success in this community.

We’re proud to call them partners!

Nancy J. Bellow
President

Economic Development Services and Programs Provided

- Site Selection Assitance
- 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
- Business Incubators
- Empire Zones
- Minority and Women-Owned Business Enterprise Program
- SBA Certified Development Company
- IDA Administration
- Micro-Enterprise Program
- Domestic and International Marketing Program
- SBA 7(a) Banking Assistance
- Speculative Building Program

2009 Economic Development Impact Summary

New/Expanded/Retained Facilities: **77**
 Capital Investment: **\$99,834,422**
 New/Retained Jobs: **659**
 Estimated New Annual Payroll: **\$13,737,626**
 Investment/Job: **\$151,494**
 Average Pay/New Job: **\$29,735**



1953-2009 Economic Development Impact Summary

Capital Investment: **\$3,167,994,822**
 New/Retained Jobs: **19,596**
 Investment/Job: **\$161,665**

2009 Economic Development Marketing Initiatives

- Operation Oswego County was recognized with three awards from the Northeastern Economic Developers Association for its 2008 annual report, regional print ad, “Hit the Green Running,” developed to highlight and promote renewable and innovative technology in Riverview Business Park and for its online available commercial property inventory;
- Partnered with Oswego County Department of Community Development, Tourism and Planning and Cornell Cooperative Extension to develop an “Ambassador for Oswego County” certification program for residents who would like to promote economic development opportunities, tourism and recreational attractions, agricultural, and educational programs in Oswego County when they are traveling.
- \$35,000 secured from the 2009 Fund Drive for marketing initiatives;
- Made 17 presentations promoting the assets of Oswego County for economic development; and
- Marketing assistance provided to “Connections” Women’s Entrepreneurial Symposium and Women’s Network for Entrepreneurial Training.





Oswego Sub Shop



Otis Technologies



Dunkin' Donuts



Oswego Hamilton Homes



Oswego County Opportunities' Senior Nutrition Kitchen



Fulton Thermal

2009 Economic Development Impact Summary

Steven's Auto Store expanded its automotive repair and restoration business and acquired a 7,200 square foot building in the city of Fulton. Five jobs will be created. The project involves renovations to the building and was funded by the County of Oswego IDA;

Oswego Sub Shop expanded its sandwich/sub restaurant business in the city of Oswego. The project involves the addition of a bakery to service the needs of the business, the addition of a catering service and building renovations. Funding assistance was provided by a SBA 504 loan through Operation Oswego County and the County of Oswego IDA;

Sabona's Café, a new restaurant in the town of Richland, acquired the former Waffle Works. OOC assisted with securing a SBA 7a loan to create 14 jobs;

Bardy's 4 Seasons Tire will expand its automotive repair business and construct a new 6,000 square foot building on a 17-acre site in Sandy Creek. In business since 2006, Bardy's will also continue to focus on its tire repair service and sales business. Funding assistance provided by a SBA 504 loan through Operation Oswego County and the County of Oswego IDA;

Pulaski Early Learning Center was assisted by the County of Oswego IDA. The agency helped the not-for-profit with debt restructuring by refinancing two prior loans;

Otis Technologies gun cleaning systems and research and development company acquired and renovated a 20,000 square foot building in the Oswego County Industrial Park in the town of Schroepfel. The \$1.3 million project received funding assistance from the County of Oswego IDA and is projected to create 15 jobs;

Oneida Lake Ready-Mix is a new company located in the town of West Monroe that will specialize in the production of concrete for commercial and residential use, as well as heavy equipment repairs and sales. The \$1.6 million, 7,300-square-foot facility will employ 29 people with an estimated annual payroll of \$800,000. Funding assistance was provided by the County of Oswego IDA;

Sunoco acquired the former Northeast Biofuels plant in the town of Volney. The company will put the facility in full production of 100 million gallons of ethanol per year in 2010, and projects the creation of 69 jobs at the plant with an annual payroll of around \$4.5 million.

BioSpherix expanded its tech manufacturing and research and development business in the village of Lacona which targets specialized needs in cell research, cell therapy and regenerative medicine. The expansion will result in the retention of 37 and creation of 30 jobs with an estimated \$700,000 in new annual payroll. The project was funded by the County of Oswego IDA;

The Bake Shop Eatery is a new retail eating/bakery business in the village of Mexico. The woman-owned business created five jobs and received funding assistance from the County of Oswego IDA. The owner is a Micro-Enterprise Training Program graduate;

Oswego Hamilton Homes Phase II in the City of Oswego involves the renovation of 59 affordable housing units and expansion of a community room. The \$14 million project received funding assistance from the County of Oswego IDA;

Healthway Home Products relocated and expanded to the former 18,000 square foot Ontario Iron Works facility in the village of Pulaski. Renovations of the historic structure will house the company's headquarters and air filter manufacturing operations. The expansion will create 20 new jobs. OOC assisted the company with securing financial assistance from Empire State Development Corp.;

Oswego County Opportunities' Senior Nutrition Kitchen project was established in a 6,582 square foot renovated building located in the village of Mexico. More than 2,000 seniors will be served and provided with nutrition, recreation and health information. The \$1.4 million project created 2 jobs and retained 26, and was funded by the County of Oswego IDA;

Dunkin Donuts new 1,980 square foot store in the city of Fulton/town of Granby is the seventh Dunkin Donuts to be established in Oswego County. The store features new architectural design and its location selection in the Fulton Commons near Cayuga Community College was assisted by the County of Oswego IDA; and

Fulton Thermal, a manufacturer of commercial and industrial heat transfer equipment located in the town of Richland, expanded their product lines with the addition of equipment. The expansion created 13 jobs. OOC assisted the company with securing financial assistance from the Development Authority of the North Country.

Recognizing Economic Development Achievement



The Ally Award

for 2009 was presented to the U.S. Small Business Administration, recognizing it as an “ally” organization in the economic development process in Oswego County. The SBA was recognized for its crucial role in facilitating the growth of small businesses in Oswego County, and for working as a partner with OOC to provide over \$11 million in SBA 504 loans in the past 25 years that have resulted in the creation/retention of over 650 jobs.

Pictured from left are Nancy Bellow, president of the Operation Oswego County (OOC) Board of Directors; Bernard J. Paprocki, Syracuse district director for the SBA; and L. Michael Treadwell, executive director of OOC.



The Business Excellence Award

for 2009 was presented to Bosco & Geers Food Market for its quality service as a retail grocery store in the city of Oswego since 1962, for its outstanding reputation as a family owned and operated business, for receiving a business excellence award from SBA in 2008 and for employing more than 30 people.

Pictured, from left, are Bellow, Theresa Himes, Joseph Bosco, Jr., and John Bosco, Bosco & Geers co-owners; and Treadwell.



The Jobs Award

The 2008 Jobs Award, recognizing significant capital investment as well as job creation and retention, was presented to Constellation Energy for being the largest private employer in Oswego County with more than 850 employees, for being awarded with a “top industry practice” award by the nuclear energy institute in 2007, and for its ongoing contribution to community initiatives including education, environmental improvement and economic development.

Pictured is Samuel Belcher, Constellation Energy plant general manager, accepting the award



Dee Heckethorn Entrepreneur Award

Randy Yerden was the recipient of OOC’s 2009 Dee Heckethorn Entrepreneur Award. Yerden was recognized for growing his Lacona-based company, Biospherix, and making it a world leader in stem cell incubation in the fields of cell and gene therapy, for his commitment to expand the facility to make it a center for the most advanced stem cell incubation equipment in the world, and for employing more than 40 local employees.

Bellow (left) and Treadwell (right) congratulate Randy Yerden (middle) for receiving the 2009 Dee Heckethorn Entrepreneur Award.



Martin Rose Economic Developer Merit Award

George Joyce was honored with the 2009 Martin Rose Economic Developer Merit Award for his service as president of OOC for four years, for innovation and entrepreneurial initiatives as owner of Laser Transit in Lacona which employs more than 80, for serving on numerous boards which play an integral role in contributing to the quality of life in Oswego County including OOC, Oswego Health, Seneca Hill Manor, the Oswego College Foundation, Pathfinder Bank and the Central Upstate Regional Alliance, and for Laser Transit being ranked on Inc. Magazine’s list of the 5,000 fastest-growing private companies in the United States.

Pictured from left are Bellow, Joyce and Treadwell.

Operation Oswego County Supporters and Allies:

Each year, OOC asks local businesses to invest in the future of Oswego County and help us continue to provide critical economic development services to our community by contributing to the fund drive. The annual appeal to businesses and industry supporters and others throughout the county for financial support has provided OOC with supplemental promotional funding in recent years.

Top Economic Development Booster (\$8,000):

Novelis

Corporate Boosters (\$1,000-\$3,000):

Alliance Bank
Biospherix, Ltd.
Broadwell Development
Caraccioli & Nelson, PLLC
Constellation Energy Group
Eastern Shore Associates
Energy Nuclear Northeast
Fulton Savings Bank
National Grid
NRG Energy, Inc.
Pathfinder Bank
Paul A. Castaldo, Inc.

Business Boosters (\$500- \$999)

Felix Schoeller Technical Papers
C&S Engineers Inc.
Community Bank, N.A.
The Fulton Companies
Hiscock & Barclay
IBEW Local Union 43
Riccelli Enterprises, Inc.
West Seneca, LLC
Wiltsie Construction

Associate Boosters (\$100-\$499):

Jack B. Alter, CPA
Huhtamaki
DKR Investments
Eagle Beverage Company, Inc.
Fulton Tool Company
Oswego County Federal Credit Union
Matangi Motels, Inc.
Kerry Dorsey
Bosco & Geers Food Market
C&C Metal Fabrications, Inc.
Steve Chirello Advertising
J.R. Comerford & Son
Construction & General Laborers, Local 633
DeWald Roofing
Ann Gilpin
Hannibal Village Market
Paul Kurtzman
Majestic Mold & Tool
Morabito Auto Parts
Doren P. Norfleet, Esq.
Oswego County Business Magazine
Oswego Valley Insurance Agencies
Charles Rock Associates
Vickery Insurance
Winter Harbor Marina

Friends of OOC (\$10-\$99):

Compass Federal Credit Union
Ellen Holst
Lou Pettinelli
Corte Spencer
Maureen and Tom Annal
Ron Darrow
Arthur E. Jones
Joseph and Muriel Allerton

2009 Networking/Coordination Highlights

- Provided the administration and staffing for the County of Oswego IDA;
- 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 in the county;
- Provided administration and marketing of the Oswego EZ in cooperation with the Oswego CDO and marketed the Fulton EZ in cooperation with the Fulton CDA;
- Served as member of the 12-county Central Upstate Regional Alliance, a regional strategy to accelerate the transformation of Central New York to a technology-driven economy;
- Participated on numerous boards including CNY Regional Planning and Development Board, NYS Economic Development Council, Northeast Economic Developers Association, International Economic Development Council; and
- Administered a county-wide Micro-Enterprise Training Program.

2009 Organization Information

Board of Directors

President: Nancy J. Bellow
*SUNY Oswego Office of Business
 & Community Relations*
Vice President: Steven W. Thomas
Commercial real estate developer
Treasurer: Michael J. Pollock
Fulton Savings Bank
Secretary: Alan Horna
 Barbara Bateman
Alliance Bank
 Roy Clark
Dunkin' Donuts
 Peter Cullinan
Entergy
 Jonathan Daniels
Port of Oswego Authority
 Ronald B. Darrow
retired Sherwin-Williams Co.
 Kerry Dorsey
SUNY Oswego
 William Galloway
Century-21 Galloway Realty
 Ann Gilpin
Oswego Health
 Edward Gilson
J.W. Stevens Co.
 Thomas V. Greco
Fulton Savings Bank
 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
National Grid
 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, Novelis Corporation
 Gary Toth
Carpenter's Local 747
 David R. Turner
*Oswego County Department
 of Community Development,
 Tourism and Planning*
 David Vickery
Vickery Insurance

Ex-Officio Members

Carolyn Rush
Chair, County of Oswego IDA
 Morris Sorbello
*Chair, Oswego County Economic
 Development and Planning Committee*
 Barry Leemann
Chairman, Oswego County Legislature
 Philip Church
Oswego County Administrator
 Deborah Stanley
President, SUNY Oswego

Counsel

Doren Norfleet, Esq.

Staff

L. Michael Treadwell, CECd
Executive Director
 David Dano
Business Finance Director
 Shannon Mantaro
Marketing & Operations Director
 Austin Wheelock
Economic Development Specialist
 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.



Operation Oswego County
*An Economic and Job Development Corporation
 Serving Oswego County, NY*

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