

OSWEGO COUNTY ECONOMIC DEVELOPMENT NEWS BRIEFS

OPERATION OSWEGO COUNTY INC.-- AN ECONOMIC AND JOB DEVELOPMENT CORPORATION SERVING OSWEGO COUNTY, NY

Cooperative Energy Incentive Package Developed for New Chocolate Companies



Seated from left are Marilyn Higgins, Niagara Mohawk vice president, Economic and Community Development; Fulton Mayor Daryl Hayden; Jerry Lamphere, New York Chocolate and Confections Company; Russ Johnson, Oswego County Legislature Chairman. Standing from left are Steve Hotchkiss and John Sadowski, Tractebel; Marc Potkin, Entergy Nuclear Northeast director of business development; Ted Sullivan, FitzPatrick site vice president; and L. Michael Treadwell, OOC executive director.

A specialized energy incentive package was developed in cooperation with Entergy Nuclear Northeast, Niagara Mohawk and Tractebel Energy Services for the New York Chocolate and Confections Company and the Fulton Chocolate Company to help foster the growth of the two companies in the next five years.

Entergy's James A. FitzPatrick Nuclear Power Plant will provide discount power to the chocolate companies through a five-year arrangement with retail energy supplier Tractebel Energy Services. Niagara Mohawk will supply discount

distribution service through its Empire Zone tariff.

Marilyn Higgins, Niagara Mohawk's vice president, economic and community development said, "This is a great example of how the deregulated energy industry can promote economic development."

Entergy Nuclear Northeast's Director Business Development Marc Potkin said, "We're pleased to be part of this unique energy partnership that will not only benefit the chocolate companies, but will also help to boost the county's economic growth.

In December 2003, the County of Oswego Industrial Development Agency finalized the purchase of the former Nestle plant in Fulton by the New York Chocolate and Confections Company. The Fulton Chocolate Company plans to lease approximately 250,000 square feet of the plant. The combined employment of the two companies is anticipated to be over 570 within the first three years in business.

"We can't think of a time when a deal such as this brought so much benefit to all parties involved," said John Sadowski, Tractebel Energy Services vice president of sales in the New York region. "Our focus is on ensuring commercial and industrial customers have reliable, dependable power, and because of this unique arrangement with Entergy we're able to be a part of this exciting project and share in its progress."

"The energy incentive package developed by Entergy, Tractebel and Niagara Mohawk will help pave the way for these two companies toward establishing themselves in the city of Fulton and contributing to the economic stability of Oswego County for the future. The energy package was an integral component of the overall project," said L. Michael Treadwell, executive director of Operation Oswego County.

OOC helped to coordinate the recruitment of both New York Chocolate and Confections Company and The Fulton Chocolate Company.

OOC Partners with SBDC at Job Fair

OOC, in partnership with SUNY Oswego's Small Business Development Center, was sponsor and booth participant for the 2004 *Oswego County Job and Career Fair* held in January at the Polish Home in Fulton.

Fulton/Oswego/Baldwinsville Daily News, organizers of the event, estimated that close to 1,000 people attended the fair.

"We were proud to once again sponsor this event which offers those people looking for a job or career change an opportunity to network with potential employers, seek retraining and career advice, and learn about educational opportunities, all under one roof," said L. Michael Treadwell, CEcD, executive director of OOC.

In addition to OOC, other sponsors included Area Jobs Guide.com and Career Connection.

Workforce Skills Assessment Grant Awarded

The Oswego County Division of Employment and Training and the Oswego County Workforce Development Board were recently awarded a New York State Department of Labor "Closing the Gap" program grant to identify workforce skill shortages and connect employees with training and education resources to increase the skills needed for job success.

One hundred employees throughout Oswego County will be evaluated to identify potential skill gaps. If gaps are identified, workers will be offered a training curriculum to address the gaps. Employers will have an opportunity to have a sample of their employees assessed.

The program runs through March 31, 2004.

Call 963-5507 for more information.

OOC Launches New Website



Operation Oswego County recently launched its redesigned website www.oswegocounty.org.

In addition to a contemporary, easy-to-navigate format, the new site offers visitors a comprehensive listing of available commercial property, demographic information about Oswego County, information about the services that OOC provides, community links and a printable map.

"Because of real time accessibility to information about Oswego County's economic assets, OOC publications, current news and contact information, we consider our website to be one of our strongest and most effective marketing tools," said L. Michael Treadwell, CEcD, executive director of OOC.

In the last year, OOC's website usage increased from an average of 11,000 visits per month to 16,000—an increase of more than 68 percent. Since the new website was launched in January, more than 33,000 visits have already been recorded.

"More and more site selection consultants, business decision makers, and individuals rely on the internet to decide where they will invest. We designed our new website to effectively convey critical and up-to-date information about Oswego County to this captive audience," Treadwell said.

According to Area Development, an economic development trade publication targeted to site selection decision makers and corporate real estate executives, 80 percent of the initial screening of sites by prospects is now done on the Internet.

Information on OOC's website alerted Lion Capital Management, owners of New York Chocolate and Confections Company (NYCCC), about the availability of the Nestle facility. The plant was recently purchased by NYCCC who will manufacture bulk chocolate.

Alcan Provides “Top Boost” for OOC Annual Fund Drive

Alcan Aluminum Corp. was the top economic development “booster” in OOC’s 2003 annual fund drive, with a contribution of \$5,000

Topping the next category of **Corporate Boosters** are: Entergy Nuclear Northeast; Fulton Savings Bank; Hiscock & Barclay LLC; Huhtamaki Packaging; Key Bank; Niagara Mohawk; NRG Energy; Oswego County National Bank; Pathfinder Bank; Reliant Energy; and Sithe Energies each contributing from \$1,000 to \$3,000.

“On behalf of the OOC board, we thank all those who responded to our campaign,” said Treadwell. He explained that fund drive contributions are applied directly to offset expenses related to marketing Oswego County to prospective businesses and industry.

Treadwell and OOC Board President Dee C. Heckethorn, applauded the efforts of the annual fund drive’s co-chairs, Michael J. Pollock, President and CEO of Fulton Savings Bank, and George Joyce, President of Laser Transit of Lacona. They serve as chair and vice chair respectively of OOC’s Marketing and Development Committee.

Other supporters of the annual fund drive are:

Business Boosters contributing between \$500 and \$999 are: Ascent Technologies; Carpenter’s Local 747; Eastern Shore Associates; Fulton Thermal Corp.; Paul A. Castaldo Inc.; Peppercorns Inc.; Port of Oswego Authority; QMP Enterprises; Seiter, Caraccioli and Associates; Wiltsie Construction and Winter Harbor Marina.

Associate Boosters contributing between \$100 and \$499 include: Jack Alter, CPA; Thomas Arctander Architects; Barton and Loguidice P.C.;

Biospherix Ltd.; Black Clawson; C&C Metal Fabrications Inc.; C&S Engineers Inc.; Caswell and Associates, CPA; Century 21 Galloway Realty; Clough, Harbour and Associates, LLP; Community Bank, N.A.; Companies of G.A. Broadwell; Hosmer Culkin, Esq.; Fulton Screenprinting; Fulton Tool Inc.; Geo Hotel Co., Inc.; Giovanni Food Co. Inc.; Grant Avenue Development Inc.; HSBC; David Hawthorne; Dee C. Heckethorn; LADDCO-GC Inc.; Laser Transit Ltd.; Morabito Auto Parts; Doren P. Norfleet, Esq.; Norstar Development USA; Oneida Lake Petroleum; Oswego County Business Magazine; Oswego Medical Consultants P.C.; Oswego Valley Insurance Agencies; Shirley G. Pasco; Pediatric Associates of Fulton; The Phoenix Press; Charles Rock Associates; Carol A. Rutledge; Paul W. Schneible, CPA; Corte J. Spencer; Millard Sullivan; The Ultimate Edge; Edward Vayner and Associates; Leon Vickery, Inc.; and Central Square Wal-Mart.

Other contributors include: Alcan Employees F.C.U.; Joseph and Muriel Allerton; Associated Dental Arts of Oswego; Richard Fiese, DMD; Fulton Typewriter; Arthur E. Jones; Majestic Mold & Tool; Mirabito Development, Inc.; Oley’s Express; Louis R. Pettinelli; Eugene Saloga; and Samuel J. Sugar, Esq.

Since the non-profit agency is the county’s designated economic and job development agency, primary support for its activities comes through the Oswego County Legislature, the cities of Fulton and Oswego, and private economic development allies.



Ed Barlow, Creating the Future Inc.

Workforce, Economy Discussed at Public Forum

Roger Evans, New York State Department of Labor principal economist, L. Michael Treadwell, CEcD, executive director of OOC, and Oswego County BOCES District Superintendent Dr. Joseph Camerino presented information on the local workforce, economic development and education at a public issues forum held at SUNY Oswego’s Hewitt Union Ballroom in February.

The interactive forum, titled “Economic and Workforce Issues: Today and Tomorrow,” provided participants with an opportunity to discuss how various influences affect their particular industry, and how local economic and workforce development agencies can support their needs.

Featured presenter Ed Barlow, nationally known futurist and president of Creating the Future, Inc., discussed how economic, demographic, science and technology influences are converging and how communities can leverage this information to their competitive advantage.

The forum was co-hosted by the Workforce Development Board of Oswego County and SUNY Oswego.



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 Serving Oswego County, NY*

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OPERATION OSWEGO COUNTY BUSINESS ASSISTANCE

Operation Oswego County offers an array of business assistance services to both new and expanding companies throughout Oswego County

Birth Journeys in the town of Scriba is a woman-owned business that specializes in hypnotherapy, hypnobirthing, doula services and essential oil consultations. The owner is a graduate of the Micro-Enterprise Training Program and will receive funding assistance from the IDA.

Buzzy Bee Day Care will expand its child care service in the town of Palermo. The owner is a graduate of the Micro-Enterprise Training Program and will receive funding assistance from the IDA.

Businesses may apply for grants of up to \$100,000 as part of the **Building Skills in New York State** (BUSINYS) initiative to promote career growth and increased wages for thousands of workers across the state. The training will be provided from state-level funds under the federal Workforce Investment Act,

administered by the State Department of Labor. For more information, contact the New York State Department of Labor at (518) 457-0380, or apply online at Workforce New York's website www.workforcenewyork.com.

For those interested in expanding or starting a new small business, another series of **Oswego County Micro-Enterprise Training** classes are scheduled to start this spring.

The program provides a 21-hour small business training program which covers such topics as writing a business plan, obtaining financing, accounting and tax issues, business insurance, legalities, marketing and other start-up issues.

Call OOC at 315-343-1545 or visit www.oswegocounty.org for more information.

Spring Micro-Enterprise Classes:

City of Oswego

March 22-May 3: consecutive Mondays
 Operation Oswego County
 44 Bridge St., Oswego
 6 to 9 p.m.
 Contact: (315) 343-3795

Operation Oswego County

May 17-May 22: M-F (6-9:30 p.m.)
 Sat. (8 a.m.-noon)
 Town of Scriba Justice Center
 45 Creamery Rd., Oswego
 Contact: (315) 343-1545

City of Fulton

June 21-June 26: M-F (6-9:30 p.m.)
 Sat. (8 a.m.-noon)
 Oswego Falls Business Center
 163 South First Street, Fulton
 Contact: (315) 593-7166