

OSWEGO COUNTY ECONOMIC DEVELOPMENT

NEWSSSSS!

Operation Oswego County, Inc. — An Economic and Job Development Corporation Serving Oswego County, New York

Two Former Fulton Plants: A Back-in-Business Turnaround

Just six months ago, the picture in Fulton was grim. Two major long-time employers announced plant closings, which was to result in the loss of 580 jobs.

Now — in a quick turnabout that is almost unheard of in economic development circles — after months of hard work, negotiation and teamwork, the former Nestle and Sonoco plants are soon to be operational and back in business.

The Nestle plant will be reutilized by New York Chocolate and Confections Company, a consortium of cocoa suppliers from the Ivory Coast who will manufacture bulk chocolate at the plant, and The Fulton Chocolate Company which will produce low carbohydrate and private label candy bars. The two companies are accepting applications from former Nestle employees.

The Sonoco Flexible Packaging plant will be utilized by Spear USA of Ohio, a division of Spear Group Holdings, LLC of London, England. The company produces clear labels for the beverage industry including Budweiser, Bacardi, Pepsi and SoBe. Although Spear USA is not a competitor of Sonoco, as Sonoco produces packaging such as wrappers and bags, the plant includes equipment that will increase label production efficiency. The company also plans to draw on the Fulton plant's experienced workforce.

Within the first three years in business, the combined employment of the three companies is anticipated to be more than 630, with the potential to grow. Combined investment is expected to top \$52 million.

The investment of these companies would not have been possible without the invaluable assistance of the County of Oswego Industrial Development



FORMER NESTLE PLANT PURCHASED— New York Chocolate and Confections Company, a consortium of cocoa suppliers from the Ivory Coast, purchased the former Nestle plant in Fulton. The company will manufacture bulk chocolate. Pictured standing, from left, are K.C. Comas, Comas and Associates Attorneys; Yalle G. Agbre, president of I.C. Management, Inc.; Chairman of the Oswego County Legislature Morris Sorbello; Donald Kunzwiler, County of Oswego Industrial Development Agency (IDA) board member; Ahmed Diomande, director of fiscal studies, New York State Senate; Dr. Ousmann-A. Gbane, principal and CIO of Lion Capital Management Group; City of Fulton Mayor Michael Stafford; IDA board members Arthur Ospelt and Gary Toth; and Kevin Caraccioli, Seiter, Caraccioli and Associates. Pictured seated, from left, are Firmin Kouakou, general manager of FRC Control and Regulation Funds, Ivory Coast; IDA Chairwoman Carolyn Rush; and L. Michael Treadwell, IDA secretary and executive director of Operation Oswego County.

Agency (IDA), Empire State Development (ESD) and other federal, state and local partners, according to L. Michael Treadwell, CEcD, executive director of OOC.

Because of their commitment to bring jobs to the area, the three companies will receive capital funding support from ESD totaling more than \$1.7 million along with Empire Zone incentives including wage and investment tax credits. OOC is also working with an energy service company, Niagara Mohawk, and a power generating company to develop a specialized energy incentive package for the projects.

Based on the level of commitment from ESD, a memorandum of understanding between the two companies evolved and, with a satisfactory environmental assessment, the County of Oswego IDA agreed to acquire the Nestle property from Nestle USA. After closing on the property, the IDA transferred it to Lion Capital Management Group (New York Chocolate and Confections Company) which plans to lease a portion of the plant to Island Capital Ventures (The Fulton Chocolate Company). Other partners that played a crucial role in bringing these companies to Fulton include Niagara Mohawk,

Sen. Jim Wright, Assemblyman Will Barclay, former City of Fulton Mayor Mike Stafford, former County Legislature Chairman Morris Sorbello and U.S. Sen. Charles Schumer. According to Treadwell, "Their assistance has been invaluable in the negotiation process."

"The reuse of the Nestle and Sonoco facilities provides not only a significant economic impact associated with

re-establishing jobs that were lost due to the plant closures, but in addition, it creates the potential to generate additional jobs and economic stability for the future," continued Treadwell. "We are fortunate that The Fulton Chocolate Company, New York Chocolate and Confections Company and Spear USA have chosen to locate their manufacturing operations in Oswego County." ❗



GOVERNOR PATAKI came to town to formally announce the success of the state/county partnership in delivering new life to two shuttered plants. Pictured with Governor Pataki are Senator Jim Wright, Assemblyman Will Barclay, former Mayor Mike Stafford and company officials.

\$10,000 Grant from Niagara Mohawk to Promote County's Industrial Park Expansion

Operation Oswego County recently received a \$10,000 grant from Niagara Mohawk's Cooperative Business Recruitment Economic Development Program to help market Oswego County's industrial parks and economic development incentives through brochures, national advertising, and Internet marketing, according to Executive Director L. Michael Treadwell, CEcD.

"The many assets of our industrial parks include strategic locations, existing infrastructure, economic benefits and incentives, and varying parcels and buildings which enable Oswego County to be more

competitive when attracting prospective businesses," said Treadwell.

"We appreciate Niagara Mohawk's commitment and continued partnership in fostering economic growth in Oswego County. This funding will help market our industrial parks, providing new and increased job opportunities and adding to the variety of products and services available to county residents."

Niagara Mohawk's Cooperative Business Recruitment program provides incremental matching funds for marketing initiatives between Niagara Mohawk, a National Grid company, and regional and local economic development organizations. ❗

OOC Receives Community Improvement Grant From Entergy



Operation Oswego County recently received a grant from Entergy's Charitable Foundation for assistance toward marketing the agency's business incubator facilities

located in the town of Schroepfel and the city of Oswego. The funding will help promote the utilization of the incubator facilities in order to foster and assist new businesses to provide economic gains and employment opportunities throughout Oswego County. Entergy contributes to more than 40 community initiatives in the areas of education and literacy, arts and culture, community economic development, health and social services, environmental improvement and through employee volunteerism. Pictured are OOC Executive Director L. Michael Treadwell, CEcD and Bonnie Bostian, Entergy's FitzPatrick plant communications manager. ❗

Kreis Elected to OOC Board



Oswego County National Bank (OCNB) President and CEO Gregory Kreis was recently elected to the board of directors of Operation Oswego County.

A 30-year veteran of the banking industry, Kreis was employed as

president and CEO of Factory Point National Bank in Manchester, Vt., before joining OCNB in 1997.

Kreis was also chairman of the Vermont Bankers Association and received the Vermont Outstanding Community Banker Service Award in 1996. He served on the board of directors of the Community Bankers Association of New York, the Government Relations Council, the Mutuality Advisory Council of the American Bankers Association and currently serves on the Retail Executive Committee of the New York Bankers Association.

Locally, Kreis has participated on many community boards and organizations such as Literacy Volunteers of Oswego County, Oswego Hospital Operations Committee, United Way of Oswego County and the Oswego Rotary Club. ❗

OOC Business Assistance:

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

In addition to the major plant developments in Fulton, Oswego County has been experiencing some positive economic progress in the past few months including:

Valvoline Express Care in the city of Oswego will expand its services to include tire balancing and rotation, brake service and New York State inspections. The IDA, Pathfinder Bank and the City of Oswego Community Development Office will provide funding assistance.

Gioia and Associates, Inc. will purchase and expand the Oswego Speedway to include motorcycle, boat and recreational vehicle shows as well as go-cart, mini-super and snowmobile racing. The project is expected to create two full-time and 84 part-time jobs. Funding assistance will be provided by a SBA 504 loan administered by OOC, Oswego County National Bank, the IDA and the City of Oswego Community Development Office.

The **Fulton Tool Company** recently relocated to the former Oswego Wire

building in Fulton, which was reconstructed for the company whose building was destroyed by fire last May. Ten full-time employees were retained and 20 additional jobs are expected to be created. The project was assisted by the IDA.

Winter Harbor, LLC will expand its heated boat storage business with the addition of docks at its Hastings facility. The project is a component of a planned expansion project that is expected to create 15 jobs. Funding assistance for the docks will be provided by the IDA.

Sunset RV Park, Inc. will purchase Sunset Cabins in the town of Oswego. Improvements and expansions will include a service building with showers, rest rooms and laundry, a swimming pool, a picnic area, miniature golf and a nature trail. The owner is a graduate of the Micro-Enterprise Training Program. Funding assistance will be provided by the IDA, Pathfinder Bank and an SBA 504 loan administered by OOC. 

Oswego Schools Rated "Tops"

According to Expansion Management, Oswego is one of the top cities to relocate to if good schools are part of the criteria. After comparing graduation rates, educational and income levels of the adult population, and communities' financial commitment to public schools in more than 2,800 large school districts around the country, the magazine gave the Oswego City School District its top rating.

The magazine, which has a circulation of 45,000, including company owners, chief executive officers, and other top managers, also looked at college board scores, teacher salaries, and other items businesses want to know about a school district before moving or expanding there. The article, *Education Quotient 2003: Shaping Tomorrow's Work Force*, examined data collected for the 2001-02 school year from districts with at least 3,500 students.

The article noted that, "In today's knowledge-based economy, nothing is more important than the ability to employ an increasingly well-educated work force."

Entergy, CEO Receive Industry Honors

Entergy Corp, owner of the James A. FitzPatrick nuclear plant in Scriba, and its CEO J. Wayne Leonard, received top honors from the Platts/Business Week Global Energy Awards held recently in New York City. Entergy was named Global Energy Company of the Year, and Leonard was recognized as the industry's CEO of the Year.

Energy production was one of the largest industrial sectors in the U. S., and these awards are the second and third times Entergy has been so honored. In 2002, the company was named Power Company of the Year for its nuclear growth strategy.

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New Sub Shop to Open in Oswego



Construction is currently underway on a third Subway restaurant in the city of Oswego, located on the corner of East First Street and Bridge. Subway, which now boasts 19,854 restaurants in 75 countries, is the largest restaurant chain in North America. Pictured are, from left, Chris Batchelor, Subway franchisee; Gary Toth, president and council representative, Carpenters Local 747; L. Michael Treadwell, CEC, executive director of Operation Oswego County; Andy Miller, Carpenters Local 747; City of Oswego Mayor John Gosek; Oswego City Engineer Anthony Leotta; Oswego Councilwoman Barbara Donahue, 2nd Ward; Oswego Community Development Office Director David Turner; and George A. Broadwell, Broadwell Development Company.

News Briefs

WNET Schedules Spring Programs

The Women's Network for Entrepreneurial Training (WNET), part of a nationwide roundtable sponsored by the U. S. Small Business Administration, has announced its 2004 spring program schedule.

- **February 5:** *Developing an Emergency Plan for Your Business* with Rand Allgaier, Allgaier Law Firm, at Fairway Manor, Fulton.
- **March 4:** *Protecting Your Talent Investment: Retention Strategies to Implement Now* with Leslie Rose MacDonald, Pathfinders CTS, at Good Golly's, Central Square.
- **April 1:** *Positively Climbing Obstacles to Success* with Norine Norton (a. k. a. Flower the Clown), at SUNY Oswego Institute for Professional and Organizational Development, Phoenix.
- **May 6:** *How Marriage, Divorce and Death Can Affect Business Decisions* with Mary McGowan, Reynolds and McGowan Law Firm, at King Arthur's Steakhouse, Oswego.
- **June 3:** *Turning Tourists into Repeat Customers* with Christine Gray, Oswego County Promotion and Tourism, at Storytellers, Pulaski.

For more information, call 315-963-7286, x 502 or email: jg258@cornell.edu.

Reliant Energy Enhancing Two Hydro Plants

Reliant Energy's Erie Boulevard Hydropower, L.P. has started some enhancement work in follow up to its Federal Energy Regulatory Commission operating license at its Oswego Falls East and Oswego Falls West hydropower plants on the Oswego River in Fulton.

The enhancement projects are expected to total nearly \$2.3 million, and are part of Reliant's investment of more than \$50 million into its New York State hydropower business during the next five years. Through local general partner, Reliant owns and operates 71 hydro facilities in New York with a total operating capacity of 672 megawatts.

Among the improvements to be made at the 4.5-megawatt Oswego Falls East plant, is the installation of a new ladder over the spillway to facilitate the seasonal upstream movement of American Eels. These are the only eel species found in freshwater rivers in North America.

Reliant plans other enhancements at the Oswego Falls East hydro plant, including the installation of new, one-inch-spaced, fish-friendly trashracks. To assist in the installation, Reliant will build a cofferdam — a watertight

structure upstream of the work to be performed — thus emptying the powerhouse forebay of water and permitting access for equipment.

Empire Fresh-Cuts Links with Holland



Jim and Sam Zappala, owners of the new onion processing plant **Empire Fresh-Cuts** in the town of Oswego, purchased two onion-peeling machines from Finis, a food processing equipment designer and manufacturer located in Ulft, Holland. The Zappala brothers recently traveled to Holland to see the newly built equipment and receive training on its operation. Pictured with the Zappala brothers is Mark Meier, center, a technician from Finis, who will be heading up the team that will be coming to Oswego to install the new peelers in the plant.

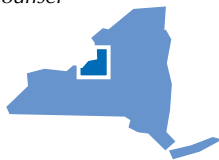
Operation Oswego County is a unique organization working to enhance and protect the business and industrial climate of the County of Oswego and its diverse communities. That is our goal and, to achieve that goal, we provide comprehensive assistance to both local businesses and industry seeking to locate in our county.

To our business clients, OOC means opportunities for expansion, relocation, better business climate, and even for survival that may not otherwise be possible.

To the people of Oswego County, OOC means new job opportunities, broader real property tax bases, and a better economic future for all. Since our inception, we have helped deliver over \$2.2 billion in investments and over 14,400 new and retained jobs to the County of Oswego.

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