

# Outlook

January/February 2005

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

## Low-cost Power Offered to Businesses that Create Jobs

In January, Oswego County's Public Utility Service (OCPUS) initiated a low-cost electrical energy program called "Power for Progress" for new and expanding businesses in Oswego County.

The goal of the program is to create jobs using low-cost electricity produced by Entergy Nuclear Northeast at the James A. FitzPatrick Nuclear Power Plant in Scriba. As part of its PILOT agreement, Entergy will provide up to 10 megawatts of electricity a year, at \$32 per megawatt-hour, between 2005 and 2010.

To be eligible for low-cost power, businesses must meet certain minimum usage

requirements and commit to retain or create permanent new jobs. Preference is given to businesses that are not eligible for other low-cost power programs. The OCPUS Board reviews applications and selects eligible businesses.

The board approved its first allocations of low-cost power to three Oswego County businesses that will retain 84 existing jobs and create two new jobs at the following businesses:

**Great Lakes Veneer**, Oswego, 45 kilowatts. Great Lakes Veneer is a hardwood lumber manufacturer and hardwood veneer log reseller. The allocation helps them to hire two new positions and retain 43 jobs;

**Acro-Fab Ltd.**, Hannibal, 10 kilowatts. Acro-Fab is a precision sheet metal fabrication and machine shop. The allocation will assist them to retain 22 jobs; and

**Fulton Tool Company**, Fulton, 12 kilowatts. Fulton Tool makes precision machine parts and provides machining

services. The firm will retain 19 jobs.

"The board is very appreciative of the companies that have taken advantage of this opportunity for low-cost power," said board chairman Andrew Curran Jr. of Hannibal. "We would encourage new and expanding businesses in Oswego County to make their applications quickly, so that we can take full advantage of the potential for this program."

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—Andrew Curran Jr.

Unallocated power may be used by local governments and school districts to save on their energy costs. The board also approved initial allocations to the Village of Mexico, Village of Central Square, and Town of Schroepel. All municipalities and school districts in Oswego County have been invited to participate.

"The Power for Progress program is a unique incentive in upstate New York that could be structured in economic development finance packages to

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The "Power for Progress" low-cost power program was rolled out at a press conference. Pictured are, from left, Andrew Curran, Jr., OCPUS Chairman; Oswego County Legislator Gregory Osetek; Ronald Mackowiak, Entergy; and L. Michael Treadwell, OOC.

# Novelis Provides “Top Boost” for OOC Annual Fund Drive

Novelis (formerly Alcan Aluminum Corp.) was the top economic development “booster” in Operation Oswego County’s 2004 annual fund drive, with a contribution of \$10,000

Topping the next category of **Corporate Boosters** were: Brascan Power; Caraccioli and Associates; Constellation Energy; Eastern Shore Associates; Entergy Nuclear Northeast; The Fulton Companies; Fulton Savings Bank; Hiscock and Barclay; Huhtamaki Consumer Packaging; Key Bank of New York; NRG Energy Inc.; Niagara Mohawk; Oswego County National Bank; Pathfinder Bank; and VIP Development Associates Inc., each contributing from \$1,000 to \$3,000.

“On behalf of the OOC board, we thank all those who responded

to our campaign,” said George Joyce, OOC board president.

He explained that fund drive contributions are applied directly to offset expenses related to marketing Oswego County to prospective businesses and industry.

Other supporters of the annual fund drive include:

**Business Boosters:**

contributing between \$500 and \$999 were Birds Eye Foods; Broadwell Development; Paul A. Castaldo Inc.; Laser Transit Ltd.; Oswego Wire Inc.; Peppercorns Inc.; Port of Oswego Authority; and QMP Enterprises Inc.

**Associate Boosters:**

contributing between \$100 and \$499 included Alcan Employees F.C.U.; Jack B. Alter, CPA; Thomas Arctander Architects; Biospherix

Ltd.; Black Clawson; C&S Engineers Inc.; C&C Metal Fabrications Inc.; Caswell and Associates CPAs, P.C.; Century 21 Galloway Realty; Clough, Harbour and Associates, LLP; Community Bank, N.A.; Hosmer F. Culkin; DKR Investments; DeWald Roofing; Fulton Tool Company

**“On behalf of the OOC board, we thank all those who responded to our campaign.”**

—George Joyce

Inc.; Giovanni Food Company Inc.; David Hawthorne; Dee C. Heckethorn; Morabito Auto Parts; Doren P. Norfleet, Esq.; Oneida Lake Petroleum; Oswego County Business Magazine; Oswego Valley Insurance Agencies; Port City Family Medicine; Charles Rock Associates; Paul W. Schneible, CPA; Janice Snyder Realty; Corte Spencer; Millard S. Sullivan; The Ultimate Edge; Vickery Insurance; and Central Square Wal-Mart;

Other contributors included: Joseph and Muriel Allerton; Associated Dental Arts of Oswego; George Cuppernull; Richard Fiese, DMD; Dr. Marc Grosack; Arthur E. Jones; LADDCO-GC Inc.; Dr. William A. Mahon; Majestic Mold and Tool; Mirabito Development Inc.; Oley’s Express; Lou Pettinelli; Eugene Saloga; Samuel J. Sugar, Esq.; and David Turner.

Since OOC, a private 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.

## OOC Business Assistance:

**KLG Transport** will expand its woman-owned trucking business in the town of Granby. The owner is a graduate of the Micro-Enterprise Training Program and will receive funding from the County of Oswego IDA and Oswego County National Bank. The project will create and/or retain six jobs.

**Central Square Farm and Equine Supply** is a new retail feed, home, farm and garden products business in West Monroe. The project will receive financial assistance from an SBA 504 loan through OOC, the IDA and Fulton Savings Bank. The new business will create four new

jobs.

**The Manhattan Moon** in Constantia will be a full-service, 90-seat restaurant which will replace the former Lakeview Inn. The new owner is a graduate of the Micro-Enterprise Training Program and will receive funding assistance from the IDA.

**Old Man’s Place** will be a new 4,800 square foot convenience store in the town of Granby which will include gasoline pumps, propane, a laundromat and a liquor store. The project will receive funding assistance from Fulton Savings Bank, an SBA 504 loan through OOC and the IDA.

## OOC Recognized by National Publication

Business Facilities magazine recognized Operation Oswego County with an honorable mention for its 12th Annual Economic Development Awards (EDA). OOC received the honor for its facilitation of the public/private partnership that enabled the reutilization of the former Nestle facility in Fulton by New York Chocolate & Confections Company.

Business Facilities is a national site selection magazine distributed to more than 40,000 corporate executives responsible for the expansion or relocation of their companies.

According to the magazine, the EDA recognitions are awarded each year to economic development organizations “for the innovation of their development programs, the effectiveness of those programs, and their ability to create a pro-business environment that will continue to strengthen communities for decades to come.”

“This recognition would not have been possible without the cooperation and support from our partners including the County of Oswego Industrial Development Agency, Sen. James Wright, Sen. Charles Schumer, Assemblyman William Barclay, the Fulton Community Development Agency, the Oswego County Legislature, Empire State Development, Niagara Mohawk, Tractebel and Entergy Nuclear Northeast,” said L. Michael Treadwell, CEcD, executive director of OOC.

## Incubator Facilities Marketed with New Brochure

In order to assist marketing efforts of its two small business incubator facilities, the Start-up Facility (SUF) in the Oswego County Industrial Park in Phoenix, and the Oswego County Business Expansion Center (BEC) in the city of Oswego, Operation Oswego County recently developed a new promotional brochure titled “Here, Turnover is a Good Thing.” The publication was designed to showcase the benefits of locating a new or expanding non-retail, industrial or service business to affordable rental space at one of the facilities. The brochure features testimonial from former tenants who have moved out of one of the facilities and into private commercial space. Also included is information about



small business development services available in the county.

The SUF currently has approximately 10,000 square feet of industrial and office space including two overhead doors, and is located immediately off state Route 481, exit 14.

The BEC, is wired for computer and telephone network capabilities including 16 offices and three manufacturing spaces.

The building consists of about 10,000 square feet of office space, 9,000 square feet of factory space and a receiving dock.

The brochure was designed by Steve Chirello Advertising.

For more information about the business incubator facilities, visit [www.oswegocounty.org](http://www.oswegocounty.org).

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expand and compliment existing incentive programs such as the Empire Zone program, IDA and SBA financing, and Empire State Development and Niagara Mohawk economic development funding programs,” said L. Michael Treadwell, CEcD, executive director of Operation Oswego County.

In order to publicize the new low-cost power program to attract new businesses development in Oswego County, OOC will place

new “Power for Progress” ads with national trade publications including Business Facilities, Area Development and Site Selection.

Select Energy of Syracuse will administer the low-cost energy program. Businesses, municipalities and school districts that are interested in applying should contact Select Energy through its agent, Natural Gas Business Associates of Liverpool, at 315-453-2482.





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This newsletter is partially funded by our economic development supporters.

**Operation Oswego County** is a unique organization working to enhance and protect the business and industrial climate of Oswego County and its diverse communities.

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 \$2.4 billion in investments and over 15,000 new and retained jobs to Oswego County.

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