

Outlook

January/February 2006

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

Fulton Machinery Locates to Business Incubator Facility in Schroepfel

Fulton Machinery, a manufacturer of machinery components for the paper, film and foil-converting industries, recently located its business in the Start-Up Facility (SUF) in the Oswego County Industrial Park in the town of Schroepfel.

The company is owned by Bernhard Plato and was formed in 2004. In addition to a part-time design engineer, Fulton Machinery currently employs three full-time employees who have more than 35 years of combined experience in the design, supply, installation and start-up of equipment for the paper, film and foil converting industry. Services provided by the company include mechanical design/engineering, manufacturing and field support service.

Fulton Machinery recently formed a partnership with Circonix Technologies LLC, a systems integrator in the web conveyance industry, to provide complete electrical and mechanical solutions to its clients.

“As a result of the Circonix partnership and the fact that business keeps trending upward, we decided that we needed a solution for our manufacturing and office space needs,” Plato



Pictured, from left, are Fulton Machinery owner Bernhard Plato and employees Brian Ouderkirk and Jarred Willis assembling bearings on a shaft.

said. “Because many of our clients are from the southern United States, we could have relocated the business to the Carolinas, but we wanted to stay right here in this community. The SUF was the perfect solution for us because of its central location and its proximity to major highways.”

The 10,000 square-foot SUF is one of two business incubator facilities managed by OOC and offers affordable rental space for non-retail, industrial and service businesses. The goal of the facilities is to help businesses grow during the first few years with the intention of eventually moving out of the building and into

private commercial space. The Business Expansion Center, OOC’s incubator facility located in the city of Oswego, consists of about 10,000 square feet of office space and 9,000 square feet of factory space and a receiving dock.

“One of our primary goals is to promote and develop strategic initiatives to compete for and attract new manufacturing employers to the county,” said L. Michael Treadwell, CECD, executive director of OOC. “We are pleased to welcome a growing manufacturer like Fulton Machinery to the Start-Up Facility.”

Novelis Provides “Top Boost” for Fund Drive

Novelis was the top economic development “booster” in OOC’s 2005 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; Fulton Savings Bank; Hiscock and Barclay; Huhtamaki Consumer Packaging; Key Bank of New York; NRG Energy Inc.; National Grid; Oswego County National Bank; and Pathfinder Bank, each contributing from \$1,000 to \$3,000.

Other supporters of the annual fund drive include:

Business Boosters:

contributing between \$500 and \$999 were Birds Eye Foods; Black Clawson; Broadwell Development; Paul A. Castaldo Inc.; The Fulton Companies; International Wire; Laser Transit Ltd.; Oswego Wire Inc.; Port of Oswego Authority; Scottish Inn & Suites; and Sure-Lock Industries.

Associate Boosters:

contributing between \$100 and \$499 included Alcan Employees F.C.U.; Jack B. Alter, CPA; Thomas Arctander Architects; Biospherix Ltd.; C&C Metal Fabrications Inc.; C&S Engineers Inc.; Caswell and Associates CPAs, P.C.; Century 21 Galloway Realty; Steve Chirello Advertising; Community Bank, N.A.; Hosmer F. Culkin; DKR Investments; DeWald Roofing; Empire Fresh-Cuts; Fulton Tool Company Inc.; Giovanni Food

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Construction of the \$25 million, 111,492-square-foot Campus Center at SUNY Oswego is underway. The Center will include a convocation center/ice rink, food court, retail kiosks, meeting rooms and student activities areas. The project will create nearly 50 jobs with an estimated \$2.1 million in new annual payroll. The IDA assisted with funding for the project through the issuance of \$5.5 million in civic facility revenue bonds.

OOC Business Assistance:

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

Precision Wood Flooring Products is a new company that will manufacture high quality, pre-finished flooring to be sold to national and international distributors. The company will acquire the 200,000-square-foot former Jefferson-Smurfit plant in the town of Volney. The project will create 54 jobs and will receive funding assistance from the County of Oswego Industrial Development Agency (IDA).

Ambulatory/Urgent Care Center: Patsy M. Iannolo, M.D., Ph.D., P.C. will convert a former restaurant facility in Fulton into medical offices including an urgent care center. The center will provide acute evaluation and therapy for ambulatory patients and will include X-ray and lab facilities. The project will create 17 jobs and will receive funding

assistance from the IDA, Pathfinder Bank and the city of Fulton Community Development Agency.

Huhtamaki Consumer Packaging will acquire equipment for its Ben & Jerry expansion project and the warehouse optimization project at the paper converting packaging plant in Fulton. The \$2.7 million project received funding assistance from the IDA and through a New York State grant secured by Sen. James Wright. The project will create 60 jobs.

The Captain’s Steak and Seafood Restaurant will remodel and expand its location in the city of Oswego. The project will create 11 jobs and will receive funding assistance from the IDA and the city of Oswego Community Development Office.

Business Management Series To Begin March 21

The Center for Business and Community Development (CBCD) at SUNY Oswego will host "Growth Through Effective Leadership," an Allstate Business Management Series beginning Tuesday, March 21. The series will convene weekly, each Tuesday, until April 18. All sessions will be held from 6-9 p.m. in Rich Hall, room 118-A, on the SUNY Oswego campus.

The series is geared toward entrepreneurs who have been in business for at least two years and are interested in growing their business.

Series presenters will include William Hoosty, president of WRH Consulting Group; Peter Connell, training and human resource development consultant; Kelly Sullivan, founder of The Center for System Thinking and Innovation; Marcene Sonneborn, business development and management consultant; Alex Grimshaw, CEO of PPS International; Larry Perras, small business development advisor with the Small Business Development Center at the CBCD; and Fred Thomas, vice president and senior portfolio manager for HSBC Bank.

The series schedule is as follows:

Tuesday, March 21:

- Managerial Attitude: William Hoosty, 6-7 p.m.;
- Team Development and Management: William Hoosty, 7-8 p.m.; and
- Communication Style: Peter Connell, 8-9 p.m.

Tuesday, March 28:

- Business Visioning: Kelly Sullivan, 6-7 p.m.; and
- Strategic Planning: Marcene Sonneborn, 7-9 p.m.

Tuesday, April 4:

- Ethics Workshop: Alex Grimshaw, 6-9 p.m.

Tuesday, April 11:

- Entrepreneurial Spirit: Larry Perras, 6-7 p.m.;
- Leadership Practice: business panel, 7-8:30 p.m.; and
- Trade Associations: speaker to be determined, 8:30-9 p.m.

Tuesday, April 18:

- Survey of Economic Issues: Fred Thomas, 6-7:30 p.m.; and
- Guest Speaker: Allstate representative, 7:30-9 p.m.

Pre-registration is required. A registration fee of \$250 will be collected prior to the first session.

For more information or to register for the series, call the CBCD at (315) 312-3492.



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Company Inc.; Dee C. Heckethorn; Majestic Mold and Tool; Mirabito Development Inc.; Doren P. Norfleet, Esq.; Oneida Lake Petroleum; Oswego County Business Magazine; Oswego Growers & Shippers; Oswego Valley Insurance Agencies; QMP Enterprises Inc.; Charles Rock Associates; Carol Rutledge; Paul W. Schneible, CPA; Corte Spencer; Millard S. Sullivan; Thomas-Gatas, Inc.; The Ultimate Edge; Vickery Insurance; Central Square Wal-Mart; and Wiltsie Construction.

Other contributors included: Joseph and Muriel Allerton; Associated Dental Arts of Oswego; David Hawthorne, Esq.; Arthur E. Jones; Dr. Lakshman Prasad; Lou Pettinelli; Eugene Saloga; Samuel J. Sugar, Esq.; and David Turner.

"Power for Progress" Program a Success in 2005

One of OOC's key goals last year was to promote the Oswego County Public Utility Service's "Power for Progress" low-cost electrical energy program 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.

In 2005, 12 companies were awarded over 1.8 megawatts of discounted power. OCPUS will continue to allocate up to 10 megawatts of low-cost power at \$32 per megawatt-hour per year until 2010. This low cost power allocation is a unique incentive in upstate New York that could be structured in economic development finance packages to expand and compliment existing incentive programs such as the Empire Zone program, IDA and SBA financing, and Empire State Development and National Grid economic development funding programs.

OOC received a \$10,000 grant from National Grid's Cooperative Business Recruitment Economic Development Program to help promote the "Power for Progress" program through local, regional and national advertising.



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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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