

Outlook

May/June 2005

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

Economic Development Activity and Awards Highlight OOC's Annual Meeting

Operation Oswego County held its 53rd annual meeting in June.

George Joyce, president of the OOC board of directors, emphasized the continuing significance of the manufacturing sector to Oswego County's economy as well as initiatives in marketing and workforce development.

"As we look to the future, Operation Oswego County's efforts will continue to focus on helping to make our existing businesses more competitive, helping to facilitate investment and job creation/retention of our manufacturing base, and continuing to promote and

develop strategic initiatives to compete for and attract new employers to our county," Joyce said.

In 2004, projects assisted by OOC resulted in the creation or retention of 493 jobs with over \$65 million in capital investment and 65 new, expanded or retained facilities.

OOC provided assistance to numerous projects including:

Novelis Corp. (Alcan) invested more than \$18 million for a tension leveler project and casting center expansion. The projects were assisted by Empire State Development grant funding of \$700,000 facilitated by OOC;

Sure-Lock Industries, LLC of Red Creek relocated its hardwood flooring business to a 60,000-square-foot building within the Oswego Warehousing compound on East Seneca Street in the city of Oswego. The \$1.4 million project created 16 jobs;

Northeast Biofuels, LLC initiated the acquisition of a 90-acre subdivision of Riverview Business Park in Volney for a 100-million-gallon-per-year ethanol production facility. The project is expected to create 60 jobs;

As a result of being awarded Ben and Jerry's packaging business in 2004, **Huhtamaki Consumer Packaging** expanded its operations and hired an additional 60 employees;

Canal Commons is a revitalization project in downtown

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—George Joyce, OOC Board President

Oswego which involves the acquisition and renovation of 30,000 square feet for approximately 10 shops. Forty-five jobs will be created;

Northern Oswego County Health Services, Inc. expanded its Pulaski Health Center facility to improve the quality and accessibility of primary care, specialty services and dental services. NOCHSI currently employs 80 and served over 11,000 patients for a total of 37,000 annual visits last year;

Winter Harbor LLC, a heated



Empire State Development (ESD) received the 2005 Ally Award. Pictured from left are George Joyce, OOC board president, Anthony Kolinski, economic development specialist with ESD and L. Michael Treadwell, CECD, OOC executive director.

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boat storage facility in Hastings, built a 40,000-square-foot building to be used for boat storage, painting and repairs. The expansion will create 28 jobs; and

New York Chocolate & Confections Company: an \$850,000 HUD 108 loan was approved with assistance from OOC to acquire four new refiners which will be integral to expanding chocolate production



New York Chocolate & Confections Company received the 2005 Jobs Award. Pictured from left are L. Michael Treadwell, CEcD, OOC executive director; NYCCC CEO Jean-Claude Amon; Okaingni Louis, NYCCC board chairman; and George Joyce, OOC board president.

capacity at the Fulton plant.

Three business organizations and a well-known development leader were honored for significant contributions to economic development and job creation in Oswego County.

The Ally Award for 2005 was presented to **Empire State Development**, recognizing it as an “ally” organization in the economic development process in Oswego County. Over the last 10 years, ESD has provided funding assistance of more than \$6 million which has helped deliver more than \$74 million in private sector capital investment while enabling job creation and retention of over 2,000 jobs at businesses including Birds Eye Foods, Black Clawson, Crysteel, Empire Fresh-Cuts, Great

Lakes Veneer, Huhtamaki, Interface Solutions, Novelis Corp. and Spear USA.

The Business Excellence Award for 2005 was presented to **Oswego County National Bank** for its significant financial support of small business development, for its investment in the community by expanding to include seven branches including five in Oswego County, for significant company growth which necessitated the relocation and expansion of its corporate headquarters and investment of more than \$3 million to reutilize a high-profile vacant property in Oswego.

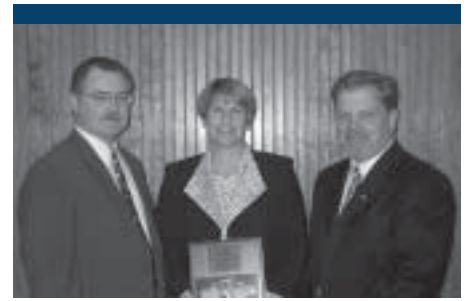
The 2005 Jobs Award, recognizing significant capital investment as well as job creation and retention, was presented to **New York Chocolate & Confections Company**, in recognition of its commitment to locate chocolate manufacturing operations in Oswego County by investing \$25 million and reutilizing the former Nestle facility in Fulton and putting back



Oswego County National Bank (OCNB) received the 2005 Business Excellence Award. Pictured from left are L. Michael Treadwell, CEcD, OOC executive director; Deborah Stanley, OCNB board chairman; and George Joyce, OOC board president.

to work more than 70 full-time employees in 2004 with plans to grow to more than 300 as the company enters full-fledged production of chocolate products.

Nancy J. Bellow was honored



Nancy J. Bellow accepts the 2005 Martin Rose Economic Developer Merit Award. Pictured from left are L. Michael Treadwell, CEcD, OOC executive director; Bellow; and George Joyce, OOC board president.

with the 2005 Martin Rose Economic Developer Merit Award for her support of Oswego County’s workforce development initiatives for more than 10 years as director of SUNY Oswego’s Center for Business and Community Development and for serving as director of the Workforce Development Board of Oswego County and spearheading a strategic workforce development plan in 2004 to help address the human resource challenges of industry clusters in Oswego County. Bellow was also recognized for serving on numerous boards and committees which play an integral role in economic development including OOC, the Greater Oswego Chamber of Commerce, Women’s Network for Entrepreneurial Training, Leadership Oswego County, Small Business Development Center and Oswego Health.

The OOC board of directors also elected Paul Kurtzman, executive director of Oswego Industries Inc, to the board. Re-elected to another three-year term were Ronald Darrow, William Galloway, Andrea McCabe, Louis Pettinelli, Bruce Phelps, Joseph Russo, Corte Spencer, Lloyd “Buddy” Stemple, and Steven Thomas.

Heckethorn Honored as “Volunteer of the Year”

The New York State Economic Development Council (NYSEDC) named Dee Heckethorn its 2005 “Volunteer of the Year.” Heckethorn is a retired commercial banker from Oswego who serves as a member of the board of directors for Operation Oswego County.

NYSEDC is New York State’s principal organization representing economic development professionals.

The “Volunteer of the Year” award is presented to an individual whose leadership and dedication to community improvement through quality, sustainable economic development has led to new capital investment, helped create or retain jobs, and improved the

quality of life in the community and the state.

Heckethorn was nominated by OOC in recognition of his work as an unpaid leader in more than a dozen organizations in the community. He has been a board member of OOC since 1985, and the County of Oswego Industrial Development Agency since 1984. Additionally, he has served on the Workforce Development Board of Oswego County, the Greater Oswego Chamber of Commerce and the Adirondack North Country Association, which named Heckethorn its “Member of the Year” in 1999. He also received the “Community Leadership Award” from Leadership Oswego County in 1999.

Treadwell Named SBA “Financial Service Champion”

L. Michael Treadwell, executive director of Operation Oswego County, received the 2005 “Financial Service Champion” award from the U.S. Small Business Administration’s 34-county Syracuse district.

Treadwell was nominated by SUNY Oswego’s Small Business Development Center which is co-sponsored by the SBA and SUNY Oswego through the Center for Business and Community Development .

“For the more than 20 years that Mike has served as executive director of OOC, he has been a staunch advocate for small business. Under his leadership,

OOC became a SBA certified development company and since then, OOC has facilitated over \$8.6 million in SBA 504 loans,” said Nancy Bellow, executive director of the CBCD.

Treadwell was instrumental in developing the Oswego County Industrial Development Agency’s revolving loan program which has provided over \$13.5 million in loans to small businesses in the county. He also developed the countywide Micro-Enterprise Program which provides training and small, low-interest loans to start-up businesses located in the county.



OOC Wins Statewide Awards



Operation Oswego County was recently recognized with three awards for New York State Economic Development Council’s (NYSEDC) 2005 marketing and promotional materials award competition.

OOC’s print advertisement for the “Power for Progress” low-cost electrical energy program for new and expanding businesses in Oswego County was awarded NYSEDC’s top honor of “Best in Class.” The ad was created by OOC and Steve Chirello Advertising to attract new business and create jobs using low-cost power produced by Entergy Nuclear Northeast at the James A. FitzPatrick Nuclear Power Plant in Scriba.

Honored with a “Certificate of Excellence” was OOC’s website www.oswegocounty.org.

For its brochure titled “Here, Turnover is a Good Thing,” OOC was awarded an honorable mention. The publication was designed by Steve Chirello Advertising to showcase OOC’s two small business incubator facilities, the Start-up Facility in Phoenix, and the Oswego County Business Expansion Center (BEC) in the city of Oswego.



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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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