

OSWEGO COUNTY ECONOMIC DEVELOPMENT NEWS BRIEFS

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

Economic Development Activity, Merit Awards Highlight OOC's 52nd Annual Meeting

Operation Oswego County held its 52nd annual meeting at the Captain's Steak and Seafood Restaurant in Oswego, in June.

In 2003, projects assisted by OOC resulted in the creation or retention of 1,493 jobs with over \$125 million in capital investment and 76 new, expanded or retained facilities.

L. Michael Treadwell, CEcD, executive director for OOC, outlined a number of top economic development highlights for 2003, noting that OOC provided as-



Niagara Mohawk received the 2004 Ally Award. Pictured from left are L. Michael Treadwell, CEcD, OOC executive director; Marilyn Higgins, vice president of economic development for Niagara Mohawk; Tim Murphy, Niagara Mohawk account manager; Dee Heckethorn, past OOC board president; and OOC board president George Joyce.

sistance to numerous projects including:

New York Chocolate and Confections, a consortium of cocoa suppliers from Africa, invested \$25 million to reutilize the former Nestle facility in the city of Fulton. Total employment of the company is anticipated to be over 500 within

the first three years in business. Funding assistance was provided by the County of Oswego Industrial Development Agency (IDA) and Empire State Development (ESD).

Oswego Hospital broke ground for its \$28 million renewal project which includes a new outpatient surgery center, intensive care unit, maternity department and new operating rooms. This expansion will create 55 jobs. Funding assistance was provided by HUD and the IDA.

WiseBuys Stores, Inc. located a new department store in the former Ames building in Pulaski. The \$1 million Pulaski store will be one of five stores in the North Country and will create 60 jobs. The project received funding assistance from an IDA loan.

DeWald Roofing Company, Inc. of East Syracuse relocated its business to the town of Hastings creating 40 jobs. This project was assisted by a Small Business Administration (SBA) 504 loan through OOC.

Empire Fresh-Cuts constructed a new 27,000 square foot onion processing facility in the town of Oswego. The \$3.6 million project will create more than 30 jobs. Financing assistance was provided by the IDA, a SBA 504 loan through OOC, ESD, NYBDC and the CNY Enterprise Development Corp.

Mark's Service Center constructed a new 9,675 square foot building in the town of Hastings with help from a SBA



The Fulton Companies received the 2004 Business Excellence Award. Pictured from left are Dee Heckethorn, past OOC board president; L. Michael Treadwell, CEcD, OOC executive director; The Fulton Companies' board chairman Ronald Palm; and Edward Gilson, vice president of manufacturing for The Fulton Companies.

504 loan. The automotive service center will create seven jobs.

Spear USA announced its reutilization of the former Sonoco Flexible Packaging facility in Fulton. The company produces labels for the beverage industry. Sixty jobs will be created. Funding assistance was provided by ESD.

Felix Schoeller Technical Papers invested in a \$6.2 million small format imaging paper expansion project in Pulaski which created 25 jobs. The incentive package included assistance from ESD, IDA and the Oswego County Legislature's Economic Development Initiative Fund.

Northern Oswego County Health Services, Inc. invested \$2.8 million for a 25,500 square foot expansion of its

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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

Oswego County Businesses Win Small Business Excellence Awards

Advantage Carpets of Oswego Inc. and WiseBuys Stores Inc. each recently received the Small Business Administration's (SBA) Small Business Excellence Award.

Operation Oswego County (OOC) and the SUNY Oswego Small Business Development Center nominated Advantage Carpets for the award in recognition of their continuing commitment to provide quality products and services at reasonable prices to both residential and commercial customers throughout Oswego County. Since 1994, Advantage Carpets has offered its customers a large selection of flooring products including carpet, vinyl, laminates, hardwood and ceramic tile, all installed with attention to detail and personalized service.

Because their showroom and warehouse were separately located, owners Judy and Thomas Kells combined both facets of the business and relocated within the city of Oswego. Since their expansion, the Kells have hired two additional employees and plan to add two more which will bring their total employment to nine. Financing for the expansion included a SBA 504 loan from OOC.

"The Kells' perseverance and clear understanding of their customers' needs reflect their true entrepreneurial spirit and determination to succeed as a small business in Oswego County," said L. Michael Treadwell, CECD, executive director of OOC.

Also recognized for business excellence was WiseBuys Stores Inc., who recently opened one of its department stores in



Pictured at the SBA award ceremony held recently in Syracuse are, from left, Bernard Paprocki, district director of the SBA; owners Judy and Thomas Kells; and Nancy Bellow, director of the SUNY Oswego Center for Business and Community Programs and board secretary for OOC.

the former 59,600 square-foot Ames building in Pulaski. The \$1 million Pulaski store will create 55 local jobs. Financing for WiseBuys included a loan from the IDA.

An initiative of U.S. Department of Homeland Security, a new **border patrol station** will be constructed in the city of Oswego. The facility represents an investment of \$2 million in the community and is expected to be complete in a year.

Sashes and Lace Furniture Gallery will expand its 19-year-old retail home furnishing business in Pulaski by relocating to a larger retail space and making improvements on their existing warehouse. The project received financial assistance from the IDA.

The **Oswego County Public Employees Federal Credit Union** will relocate to a new building to be constructed in the city of Oswego. The project involves the redevelopment of a vacant former Brownfield site and will create 10 new jobs. The project received financial assistance from the IDA.

Treadwell Named "Economic Developer of the Year"

L. Michael Treadwell, executive director of OOC received the 2004 Economic Developer of the Year award from the New York State Economic Development Council (NYSEDC), New York State's principal organization representing economic development professionals.

The NYSEDC presents the Economic Developer of the Year each year to an economic development professional who has shown an outstanding record of achievement in development, an unwavering commitment to the NYSEDC, and outstanding leadership in the profession.



Michael Treadwell accepts NYSEDC's 2004 "Economic Developer of the Year" award.

"For two decades, Michael Treadwell has offered Oswego County an ideal mix of commitment and creativity," said Brian McMahon, NYSEDC executive director. "It's no wonder that his reputation as a leader in this field is not only statewide but also nationwide. Whether he is closing a major plant-location deal, loaning space to government agencies helping the county recover from an ice storm, or mentoring younger development professionals, Mike is a credit to this profession. NYSEDC is privileged to recognize his achievements."

NYSEDC also honored OOC's website www.oswegocounty.org with its prestigious "Best in Class" award.



George Joyce Elected President of OOC Board

At its annual meeting last month, the Operation Oswego County board of directors elected Laser Transit Ltd. CEO and owner George Joyce as its new president.

Laser Transit is located in Lacona and employs 46 people. Founded in 1995, the company operates 200,000 square feet of warehousing for distribution services to manufacturing, wholesale and retail service sectors. Laser Transit also serves local and long haul transportation needs with a fleet of trucks and logistic and intermodal services. Fleet operations annually deliver approximately

10,000 truck-load shipments throughout the United States and Ontario, Canada.



George Joyce

In addition to OOC, Joyce's other community and business affiliations include Oswego Health, the Oswego College Foundation, and PathFinder Bank. He is also a member of the New York Motor Truck Association, the Greater Oswego Chamber of Commerce and the Warehousing Education and Research Council.

In addition to Joyce, the new slate of officers elected to the board includes Michael Pollock, vice president; Gregory Kreis, treasurer; and Nancy Bellow, secretary.

Re-elected OOC board members include Nancy Bellow, Bonnie Bostian, Thomas Greco, Dee Heckethorn, Alan Horna, George Joyce, Edward Mervine, Michael Pollock, Michael Quenville and David Vickery.



OOC Annual Meeting continued...

medical facility in Pulaski. Funding assistance was provided by the IDA and USDA. The project will create 10 jobs.

Port City Family Practice and a lab operation affiliated with **Oswego Hospital** located a new 8,000 square foot office



WiseBuys Stores, Inc. received the 2004 Jobs Award. Pictured from left are L. Michael Treadwell, CECD, OOC executive director; WiseBuys Stores, Inc. CFO Thomas Scozzafava; Dee Heckethorn, past OOC board president; and OOC board president George Joyce.

facility in the city of Oswego. Funding assistance was provided by the IDA and the City of Oswego CDO.

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

The **Ally Award** for 2004 was presented to **Niagara Mohawk**, recognizing it as an "ally" organization in the economic development process in Oswego County for its continued commitment and partnership in fostering economic development and job creation in Oswego County and for its extensive support of the Nestle plant reutilization by providing a \$93,575 grant to help complete an environmental assessment of the facility. Niagara Mohawk was also recognized for providing a \$10,000 grant to OOC for assistance toward marketing Oswego County's industrial parks.

The **Business Excellence Award** for 2004 was presented to **The Fulton Companies**, honoring the company for serving as an integral part of Oswego

County's manufacturing sector for 55 years and for maintaining worldwide sales of over \$50 million. They were also recognized for securing a contract with the U.S. Army in 2003 to provide thermal units for the Army's new laundry system and for its contribution to community initiatives in education, youth development and community safety.

The 2004 **Jobs Award**, recognizing significant capital investment as well as job creation and retention, was presented to **WiseBuys Stores Inc.**, for its commitment to locate its retail operations in Oswego County by reutilizing the former 59,600 square foot Ames Department Store in Pulaski which will result in the creation of 60 local jobs.

Bruce Phelps was honored for his commitment to economic development and support of the manufacturing industry in Oswego County for nearly 40 years with the 2004 **Martin Rose Economic Developer Merit Award**. Phelps was honored for his leadership on numerous boards and committees and for his contribution to Oswego County's economy



Bruce Phelps accepts the 2004 Martin Rose Economic Developer Merit Award. Pictured from left are Dee Heckethorn, past OOC board president; L. Michael Treadwell, CECD, OOC executive director; and Bruce Phelps, president of Fulton Tool Company.

as president of the Fulton Tool Company for more than 45 years.

The OOC board of directors also recognized out-going president Dee Heckethorn for distinguished service and assistance in furthering economic development in Oswego County.



Operation Oswego County

*An Economic and Job Development Corporation
Serving Oswego County, NY*

44 WEST BRIDGE STREET
OSWEGO, NY 13126
PHONE: 315-343-1545
FAX: 315-343-1546

E-MAIL: OOC@OSWEGOCOUNTY.ORG
WWW.OSWEGOCOUNTY.ORG

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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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