

# OSWEGO COUNTY ECONOMIC DEVELOPMENT NEWS BRIEFS

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

## Huhtamaki Expansion, Modernization Plans Underway



*Pictured, from left, are Thomas Meucci, director of operations for Huhtamaki; Assemblyman Will Barclay; OOC Executive Director L. Michael Treadwell, CECD; Oswego County Legislature Chairman Russ Johnson; City of Fulton Mayor Daryl Hayden; and Sen. James Wright.*

Huhtamaki Consumer Packaging recently provided an update of its expansion project and plans for modernization of its warehousing facility at its plant in Fulton:

In February 2004, Huhtamaki was awarded Ben and Jerry's packaging business. As a result, 35 new employees were hired in the second quarter.

Transition of the business to Fulton included a \$1.1 million project to provide production tooling and equipment necessary to manufacture the product. Due to the addition of the Ben and Jerry's volume and strong growth of existing business, Huhtamaki expanded to a 24/7 operation in most departments which resulted in the hiring of an additional 25 new employees for a total of 60 new jobs since the second quarter. Several phases of machinery moves

within the plant were also completed in 2004 including a new machine room utilizing a warehouse expansion that was built in 2001, which included the closing of First Street.

To meet the storage demand, a warehouse optimization project is planned to begin in the first quarter of 2005. This will include the relocation and expansion of the dock doors currently located on Division Street to the wall of the warehouse which adjoins the former scrap

yard property now owned by the County of Oswego IDA. This property will be utilized to expand shipping capabilities by providing more dock space and trailer staging areas. It will also alleviate congestion on Division Street due to the physical constraints of the existing dock location. A New York State grant of \$100,000 secured by Sen. James Wright was a significant factor toward advancing this specific project.

"We would like to personally thank all of the state and local officials who have been supportive of Huhtamaki including Sen. James Wright, Assemblyman Will Barclay, the County of Oswego Industrial Development Agency, Operation Oswego County, the city of Fulton, the Fulton Community Development Agency and the County of Oswego," said Thomas Meucci, director

of operations for Huhtamaki.

Huhtamaki is one of the world's largest packaging companies with more than 70 manufacturing and sales units and over 15,000 employees in 36 countries. Its focus and expertise is in paper, plastic, films and molded fiber.

## Lowe's Opens in Oswego



Lowe's home improvement store on state Route 104 East in Oswego opened for business in December.

Hours of operation for the new store are Monday through Saturday, 7 a.m. to 10 p.m. and Sunday from 8 a.m. to 7 p.m.

Based in Mooresville, N.C., Lowe's is the second-largest home improvement retailer in the world serving approximately 10 million customers a week at more than 1,025 home improvement stores in 45 states.

One hundred seventy jobs were created by the 133,600 square-foot Oswego store.



## MDA Announces 2005 Summer Internship Program

Following the recommendation of the Central Upstate Regional Alliance, the Syracuse Metropolitan Development Association (MDA) is launching **The Essential New York Initiative 2005 Summer Internship Program**.

The Alliance, a 12-county, 25-member public/private development consortium whose goal is to promote broader regional cooperation on issues of collective importance, has determined that:

- Internships, co-ops and summer jobs with regional businesses are proven strategies for converting graduates into permanent residents;
- Internships allow a business to develop its workforce from the ground up and establish a workforce “pipeline” with regional colleges and universities;
- Internships are an incredibly effective way of stimulating knowledge and technology transfer from regional colleges and universities; and
- Nationwide, nearly 60% of employers offer full-time positions to students that intern with them. And more than 85% of employers who hire a former intern find that these employees have a higher retention rate than other employees (NACE: 2004 Experiential Education Survey).

The internship program seeks to provide substantive, paying internships that will allow students to gain hands-on experience in their field of study. In addition, the program will provide participants the opportunity for social and cultural interaction within Central New York communities, as well as the chance to learn more about the economic opportunities that Central New York has to offer.

Through this program, the business community can send an unmistakable

message to the 130,000 college students throughout the region that Central New York offers many exciting career opportunities with strong and innovative companies. By agreeing to participate, businesses would be committing to provide one or more substantive, paying internship opportunities that would allow a student to gain hands-on experience in their field of study.

To make the process easy and productive, the MDA serves as a clearinghouse for regional internship opportunities, access to 35 colleges and universities (and the 130,000 students they educate), and social and cultural opportunities for peer networking among the interns.

In addition, if businesses have never had an intern before or are concerned about the commitment that is required, the MDA has developed a handbook that is designed to answer many of these questions and provide ideas about how to get the most out of an internship.

For more information or for a company application, call the MDA at (315) 422-8284.

Oswego County is a member of the Alliance and is represented by Operation Oswego County Executive Director L. Michael Treadwell and Laser Transit CEO and OOC Board President George Joyce.

The Alliance meets several times throughout the year to establish regional priorities including identifying issues for regional cooperation; developing and branding a regional identity; fostering a cooperative regional consciousness; and identifying champions for specific projects and recommendations.



## WNET Spring Schedule Announced

**The Women’s Network for Entrepreneurial Training (WNET) 2005 spring schedule is as follows:**

**March 3:** “Bring Organization to Your Chaos—Skills for Managing Your Business at Home” with Lisa DeVeau, Completely Organized, at SUNY Oswego Institute for Professional and Organizational Development, Phoenix; catered by Aunt Mary’s Italian Cookies and Catering;

**April 7:** “Challenges for Women in Authority” with Nancy Bellow, SUNY Oswego Center for Business and Community Development, at Chubby’s Bar and Grill, Fulton;

**May 5:** “You Are Your Business—Take Care of Yourself” with Dr. Mary Starr Parmley, Starr Health, at Battle Island Bed and Breakfast, Fulton; and

**June 2:** “You Have a Web Site...Now What?” with Trisha Torrey, IntegriMark and Jody Frawley, Dot Publishing, Inc., at SUNY Oswego Institute for Professional and Organizational Development, Phoenix; catered by Aunt Mary’s Italian Cookies and Catering.

WNET is coordinated locally by Cornell Cooperative Extension of Oswego County with assistance from Operation Oswego County, Oswego Community Development Office, SUNY Oswego’s Center for Business and Community Development, BeautiControl, Dot Publishing, Inc., Oliver B. Paine Greenhouses, the Oswego County Chamber of Commerce and the SBA.

For more information about WNET, call (315) 963-7286, extension 501 or visit [www.oswegocounty.org](http://www.oswegocounty.org).

## OOC Recognized by National Publication

Business Facilities magazine recently 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 which provides monthly news and resource information for 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."

Other awardees included the Greater Omaha, NE Chamber of Commerce for its \$3 billion project, "Omaha's Targeted Investment in Economic Development" and the Whitley County, IN Economic Development Corporation for its "Tax Increment Finance District" project which created 1,499 jobs and retained 963.

"To be included in this group of the highest caliber, award-winning projects in the country is an honor and truly speaks to the viability of Oswego County as an exceptional place to locate a business," said L. Michael Treadwell, CECD, OOC executive director.

"This recognition would not have been possible without the cooperation and support from our federal, state and local partners."

## OPERATION OSWEGO COUNTY BUSINESS ASSISTANCE

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

### North Shore Powder Coating and Metal Fabrication

of Constantia will specialize in metal fabricating, custom liquid painting and powder coating, a paint process that consists of applying powder paint to an electrostatic charged metal object and curing it in an oven or by infrared lighting. The owner is a graduate of the Micro-Enterprise Training Program and will receive funding from the County of Oswego Industrial Development Agency (IDA). The project will create six jobs.

**Stupp's Auto Body and Towing** of Hannibal is a new auto body repair business that will provide towing services and will specialize in restoring classic cars. The owner is also a graduate of the Micro-Enterprise Training

Program and received a Micro-Enterprise loan through the IDA.



*Mark's Service Center recently constructed a new 9,675 square foot building in the town of Hastings with help from a SBA 504 loan.*

**Mark's Service Center** in Central Square was one of four area auto repair garages named 2004 "Top Shop" by AAA. Each year, AAA (Western and Central New York) recognizes auto repair shops that "are doing the most toward customer satisfaction."

In an effort to encourage people to purchase goods from local microenterprises, **MicroBizNY** will list the websites of small businesses that sell products online on their website [www.microbizny.org](http://www.microbizny.org). To request a listing, contact Emily Siegel, MicroBizNY program coordinator at (518) 463-5576.

## SBA 504 Program Enhanced

In December, the U.S. House of Representatives passed a senate amendment to the 2005 Omnibus Appropriations Act that included small business provisions which enhance and strengthen the SBA 504 Loan Program.

Key changes include:

- An increase in the maximum size of 504 loans to \$1.5 million for regular loans and \$4 million for manufacturing loans;
- One job must be created for every \$50,000 guaranteed by SBA for regular 504 projects; and
- One job must be created for

every \$100,000 guaranteed by SBA for manufacturing projects.

OOC is authorized to finance projects using the 504 loan program which is designed to promote economic development growth and job creation in small businesses.

An SBA Certified Development Company (CDC), such as OOC, finances up to 40 percent of the project with an SBA 504 loan, a bank finances at least 50 percent and the small business provides ten percent equity. The SBA 504 loan is guaranteed 100 percent by the U.S. Small Business Administration.



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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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