Oswego County Economic Development Overview
2018 Economic Development Highlights
EJ USA, Inc.  
Town of Schroeppele

- Manufacturer of infrastructure access solutions (manhole frames, grates, covers & hatches)
- OCIP in the Town of Schroeppele
- Constructed a new 71,300 sf building for manufacturing & NE distribution hub
- $9.1 million investment
- 91 jobs
- FA: ESDC, COIDA
iFreeze, Inc.
City of Fulton

- Acquired an existing 123,000 sf refrigerated facility for logistics and warehousing for vegetables and fruits
- Affiliated with Martens Fresh, LLC
- $5 million investment
- 30 jobs
- FA: COIDA, Tompkins Trust, SBA 504 Loan through OOC
Page Material Management, LLC
Town of Scriba

- Acquired a 34-acre site and a 100,000 sf building for material handling, processing and warehousing
- $7.6 million investment
- 21 jobs
- FA: COIDA, M&T Bank
Bella Fattoria
Town of Hannibal

- 5,536 sf winery operation including production area, kitchen, cold storage and equipment storage
- Winery plans to offer 10 wines and 9 ciders
- $732,046 investment
- 6 jobs
- FA: COIDA, USDA, Pathfinder Bank
Howland Solar, LLC
Village of Sandy Creek

- 18 acres of solar panels on a 20-acre site with an annual generation capacity of 3.6 million kWh
- Developer is Cypress Creek Renewables of Santa Monica, CA
- $3.2 million investment
- FA: COIDA, NYSERDA
Lindsey Aggregates, Inc.
Town of Palermo

- Added a state-of-the-art aggregate washing facility and associated units to efficiently crush and classify aggregate products
- $4.3 million investment
- Create 4 jobs, Retain 17 jobs
- FA: COIDA, USDA, Key Bank, CNYEDC, ESDC/CNYREDC
Woody’s on 37, LLC
Town of Hastings

- New 4,800 sf indoor/outdoor recreational facility on 3.95 acres featuring horseshoe pitching leagues and other tossing games
- Owner is a Micro-Enterprise graduate
- $144,853 investment
- 1 FT and 3 PT jobs
- FA: COIDA, Fulton Savings Bank, Empower FCU
Northern Optics Eye Care Center
City of Oswego

- Professional optometry office
- Renovations and expansion 4,500 sf
- $856,000 investment
- 14 jobs
- FA: COIDA, Pathfinder Bank, Oswego CEDO
Great Bear Child Care, LLC
Village of Phoenix

- Acquired and renovated a 4,132 sf building on 1.22 acre site to expand child care
- Woman-owned business and Micro-Enterprise graduate
- $280,500 investment
- Create 8 FTE jobs, retain 2 jobs
- FA: COIDA, Pathfinder Bank, SBA 504 Loan through OOC
Lake Ontario Water Park, Inc.
City of Oswego

- 16,000 sf water park
- Addition to the Quality Inn
- Oswego DRI core project
- $4.9 million investment
- 15 jobs
- FA: COIDA, Pathfinder Bank, ESDC/CNYREDC, Oswego DRI
Bishop’s Commons
City of Oswego

- Improvements for 60 unit Enriched Housing Residence
- $5.5 million investment
- Created 2 FTE jobs, retained 42 jobs
- FA: COIDA, Berkadia Bank, HUD
J&E Reid Enterprises
City of Fulton

- Registered Alibi Security dealer
- Offers a line of Alibi and 3rd party cameras, recording systems, access control systems, peripherals and related hardware
- Owner is a graduate of the Micro-Enterprise Training Program
- $26,223 investment
- Created 4 jobs
- FA: COIDA
Maple Hollow Farm
Town of Hannibal

- Expansion to include premium dairy products from herd of Brown Swiss cows
- $161,000 investment
- Will create 2 jobs
- FA: ESDC/CNYREDC
East Lake Commons, LLC
City of Oswego

- Redevelopment of Midtown Plaza
- 88,000 sf, 6-story building
- 72 apartments, 10,000 sf commercial
- Developer is Sutton Real Estate
- $26 million investment
- Will create 16 FT and 12 PT jobs
- FA: COIDA, NYSHFA, ESDC/CNYREDC, City of Oswego DRI
Thunder Island Water Park and The Oasis Banquet Facility
Town of Granby

- Chestnut Event Services acquired the 113.5-acre tourism destination
- $2.5 million investment
- Will create 10 jobs and retain 20 jobs
- FA: Pathfinder Bank, SBA 504 Loan through OOC
33 applicants
Prize increased from $25,000 to $50,000 with support from the Richard S. Shineman Foundation
15 semi-finalists
Winner: Wired Telecom
Oswego County Micro-Enterprise Training Program

Summary 2018

Number of Classes: 3
Number of Graduates: 34

- Classroom instruction to assist entrepreneurs
- Sponsored by Fulton CDA, Oswego CEDO, OOC, SUNY Oswego and the SBA
- Training provided by the SUNY Oswego SBDC
- Graduates from 11 towns and 2 cities in Oswego County, plus 1 from Jefferson County
## CNY REDC CFA Round 8 Summary Results

<table>
<thead>
<tr>
<th>Applicant</th>
<th>$ Grant</th>
<th>Purpose</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fulton Canal Trail (Fulton)</td>
<td>$150,000</td>
<td>Tourism</td>
</tr>
<tr>
<td>Pathfinder and Canalview Trail (Fulton)</td>
<td>$750,000</td>
<td>Tourism</td>
</tr>
<tr>
<td>Wrights Landing Marina (Oswego)</td>
<td>$934,200</td>
<td>Tourism</td>
</tr>
<tr>
<td>Lindsey Aggregates (Palermo)</td>
<td>$140,000</td>
<td>Mining</td>
</tr>
<tr>
<td>Maple Hollow Farm (Hannibal)</td>
<td>$32,000</td>
<td>Agribusiness</td>
</tr>
<tr>
<td>East Lake Commons (Oswego)</td>
<td>$800,000</td>
<td>Mixed-Use</td>
</tr>
<tr>
<td>North Sandy Pond Shoreline Restoration (Sandy Creek)</td>
<td>$320,000</td>
<td>Shore Restoration</td>
</tr>
<tr>
<td>Salt Storage Facility (Williamstown)</td>
<td>$214,600</td>
<td>Salt Storage</td>
</tr>
<tr>
<td>WWTP Disinfection Study (Central Square)</td>
<td>$18,800</td>
<td>Sewer Study</td>
</tr>
<tr>
<td>Main St. Revitalization (Pulaski)</td>
<td>$302,438</td>
<td>Downtown Revitalization</td>
</tr>
<tr>
<td>Sidewalk/U.S. 11 (Pulaski)</td>
<td>$635,500</td>
<td>Infrastructure</td>
</tr>
</tbody>
</table>

### Number of Projects
11

### Grants Total
$4.3 million

### Projects Total Investment
$34.5 million

### Estimated Jobs
23

### Location
- 2 Cities
- 4 Towns
- 2 Villages
2018 Economic Development Impact Summary

New/Exp./Ret. Facilities: 37
Capital Investment: $72,185,448
New/Retained Jobs: 355
Est. New Annual Payroll: $7,010,660
Investment/Job: $203,339
Avg. Ann. Pay/New Job: $37,093
Job Growth Top 100 Private Employers in Oswego County 2012-2018

- Average Job Increase: 52
- Average Job Decrease: 38
- Net Job Increase: 2,312

Source: Oswego County Business Guide
# Percentage Change in Wages for Manufacturing By County in CNY 2016-2017

<table>
<thead>
<tr>
<th>County</th>
<th>% Change</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oswego</td>
<td>4.5</td>
<td>1</td>
</tr>
<tr>
<td>Cayuga</td>
<td>4.1</td>
<td>2</td>
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<tr>
<td>Cortland</td>
<td>3.2</td>
<td>3</td>
</tr>
<tr>
<td>Madison</td>
<td>0.7</td>
<td>4</td>
</tr>
<tr>
<td>Onondaga</td>
<td>0.4</td>
<td>5</td>
</tr>
<tr>
<td>New York State</td>
<td>2.5</td>
<td>---</td>
</tr>
</tbody>
</table>

*Source: NYS DOL*
### Percentage Change Wages for All Industries by County in CNY 2016-2017

<table>
<thead>
<tr>
<th>County</th>
<th>% Change</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oswego</td>
<td>6.9</td>
<td>1</td>
</tr>
<tr>
<td>Cortland</td>
<td>5.1</td>
<td>2</td>
</tr>
<tr>
<td>Madison</td>
<td>4.7</td>
<td>3</td>
</tr>
<tr>
<td>Onondaga</td>
<td>3.6</td>
<td>4</td>
</tr>
<tr>
<td>Cayuga</td>
<td>1.2</td>
<td>5</td>
</tr>
<tr>
<td>New York State</td>
<td>4.0</td>
<td>---</td>
</tr>
</tbody>
</table>

*Source: NYS DOL*
Oswego County has seen a reduction in Unemployment by 57% since 2012

Oswego County Unemployment Rate 2012-2018

<table>
<thead>
<tr>
<th>Year</th>
<th>Unemployment Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>12.7</td>
</tr>
<tr>
<td>2013</td>
<td>9.8</td>
</tr>
<tr>
<td>2014</td>
<td>8.0</td>
</tr>
<tr>
<td>2015</td>
<td>7.2</td>
</tr>
<tr>
<td>2016</td>
<td>6.4</td>
</tr>
<tr>
<td>2017</td>
<td>6.3</td>
</tr>
<tr>
<td>2018</td>
<td>5.5</td>
</tr>
</tbody>
</table>

Source: NYS DOL
Economic Development Impact
1953 – 2018

Capital Investment: $4.65 Billion
New/Retained Jobs: 27,944
Investment/Job: $166,722
2018
Marketing Highlights
2018 Marketing and Promotion

- Print Ads (19)
- Radio Ads (126)
- On-line Ads (336)
- News/Editorial Releases (46)
- PR Assistance (35)
- E-News (32)

Website Success

- 11,326 visitors
Future Economic Development in Progress
Oswego Speedway
City of Oswego

- To host Super DIRT Week again in 2019
- Another 70,000 fans and a $12 million economic impact
Oswego Health Behavioral Health Services
City of Oswego

- Acquisition and redevelopment of former 43,000 sf Price Chopper building
- Being acquired from the COIDA
- $17 million investment
- 105 jobs to be retained/created
Oswego County Airport
Town of Volney

- New 3,000 sf terminal building to be constructed
- Sewer services to be provided by the City of Fulton to be extended to serve the 150 acre industrial park and airport complex
- New 10-bay T-Hanger to be constructed
R.M. Burritt Motors
City of Oswego

- Acquired a Chrysler/Dodge/Jeep/Ram dealership in 2017
- Plans to construct a new 38,800 sf Chrysler/Dodge/Jeep/Ram facility adjacent to current 31,000 sf Chevrolet/Buick dealership and 7,800 sf Collision Center
- $7.6 million investment
- Create 36 FTE jobs, retain 70 FTE jobs
Kathy’s Cakes & Specialty Treats
Town of Volney

- Acquired the former Big Dipper Ice Cream Parlor
- The bakery will relocate and add seasonal ice cream to their offerings
- $210,000 investment
- Create 1 FT, 1 PT and 4 seasonal PT jobs
Projects include demolition of existing 3,237 sf building, renovation of existing 8,800 sf building and construction of a new building.

- The 4-story mixed-use development totaling 44,000 sf will include 32 apartments, 5,000 sf of commercial space and 26 under-building parking spaces.
- $6.9 million investment.
- 30 FTE jobs associated with commercial tenants.
Litatro Building, LLC
City of Oswego

- Project involves the demolition of the Global Buffet building and the construction of a 5-story mixed-use building
- 22 residential apartments, 7,500 sf of commercial space
- $5 million investment
- Create 24 jobs associated with commercial tenants
LeRoi, Inc.
City of Oswego

- Manufacturer of high-end body piercing jewelry
- Relocating 3,000 sf in Fulton to 10,000 sf building in Oswego
- $530,000 investment
- Create 8 jobs, retain 35 jobs
Cahill Landing
City of Oswego

- Acquisition of a 12,133 sf of improved property and renovation of 8,600 sf of an existing building for mixed-use facility
- 7 residential units
- Construction of 4,000 sf of commercial space
- $1.2 million investment
- Create 1 FT and 1 PT job
The Maples Assisted Living Facility, LLC  
City of Fulton  

- Acquisition and conversion of former Michaud Nursing Home into an 80-bed assisted living facility  
- 2-floor, 41,000 sf on 1.17 acres  
- $4 million investment  
- Create 30 FT and 15 PT jobs
North Country EPS, LLC
Town of Hastings

- Franchisee of Paul Davis Restoration, includes rapid response services to fire, water, storm and other emergencies and full service restoration and reconstruction
- Veteran-owned business
- $70,000 investment
- Create 12 FTE jobs, retain 19 jobs
Design Concepts and Enterprises, LLC
Town of Hastings

- Manufacturer of specialized surgical needles and suture-attaching equipment
- Acquired a 9,300 sf building with 5,500 sf of outbuildings in 2013
- Renovation and relocation of a portion of their production operations
- $750,000 investment
- Create 24 FT jobs
Northland Filter International
City of Oswego

- Manufacturer of air filtration products
- Acquisition of 6-acre site in the Lake Ontario Industrial Park, renovations of existing 32,500 sf building, construction of a 15,000-30,000 sf expansion
- $4.2 million investment
- Create 40 jobs, retain 26
Nestle Spec Building Initiative
City of Fulton

- OOC & COIDA conducted a feasibility study on developing a 20,000-30,000 sf Spec Building
- Purpose: to attract manufacturers/projects supportive of manufacturing
- Financing structuring in progress, project included in Fulton DRI application
- Addresses the Oswego County Economic Advancement Plan
Attis Ethanol Facility
Town of Volney

June 3, 2019

Attis Industries Completes Acquisition of Corn Ethanol Plant from Sunoco LP
100 Million Gallon Per Year Plant will be Basis for State-of-the-Art Green Tech Campus

- Attis Industries based in Georgia acquired the Sunoco plant
- Plans to build a “green energy campus”
- Invest $100 million
- Create 100 new jobs
Opportunity Zones

- Federal tax program to encourage long-term investment in business
- 4 Census Tracts designated as qualified Opportunity Zones in Oswego County included:
  - City of Oswego (216.05) – NE Section/Port – LOIP
  - Village of Pulaski (203.1)
  - Town of Richland (203.02)
  - City of Fulton (211.02) – SE Section/Nestle
Oswego County
Economic Advancement Plan

- Retained CenterState CEO to provide consulting services to revisit the Plan adopted in 2017
- To track progress
- To evaluate via sub-committees potential changes and modifications
Downtown Revitalization Initiative (DRI)  
Round 4 - City of Fulton, Village of Phoenix  

- $100 million competition  
- $10 million to each REDC region  
- 1 community per REDC region  
- Application were due May 31, 2019
CNY REDC — CFA Round 9

- 10 regions competing for $750 million in State Funding
- 30 programs available from 11 State agencies
- Opened May 1, 2019
- Deadline is Friday, July 26, 2019
2019 Ally Award

Presented to

Cayuga Community College
Fulton Campus
2019 Business Excellence Award

Presented to

United Wire Technologies, Inc.
Producers of Ferros and Non-Ferros Wire
Plating - Gold • Silver • Nickel • Tin

United Wire Technologies, Inc.
2019 Jobs Awards

Presented to

EJ USA, Inc.
2019 Dee Heckethorn Entrepreneur Award

Presented to

Anthony Pauldine
2019 Martin Rose Economic Developer Merit Award

*Presented to*

David Dano
Thank You Supporters and Allies!