

Oswego County Economic Development Overview

2021 Economic Development Highlights

Upward Graphics City of Fulton



- Screen printing and graphic design business
- Formed in 2019
- Expanded to offer wrap service
- Minority owned
- \$34,000 investment
- 2 jobs added
- FA: COIDA Micro Loan

Omni Richland Route 28 North Solar, LLC

Town of Richland



- 5 MW on 29 acres
- Developer Omni Navitas, Boston, MA
- \$6.8 million investment
- FA: COIDA

Kathy's Cakes & Specialty Treats

Town of Volney



- Bakery and ice cream business
- Woman owned
- Building renovation project
- \$40,000 investment
- 6 FT and 10 PT jobs
- FA: COIDA Micro Loan

Mother Earth Baby City of Oswego



- Relocated and expanded its cloth diaper service business
- \$92,000 investment
- 3 new jobs
- Woman owned
- FA: Alliance Laundry (UniMac) and COIDA

The Rooftop at Litatro City of Oswego



- New restaurant on 5th floor of the new Litatro Building
- \$423,000 investment
- 9 FT and 10 PT jobs
- FA: Pathfinder Bank, Oswego DRI and COIDA

Camelot Lodge, LLC – YMCA Building

City of Oswego



- Conversion of former YMCA into a mixed-use project
- 5,500 sf of commercial space
- 10 market-rate apartments and 6 market-rate townhomes
- \$2.1 million investment
- FA: COIDA

Wunderland, LLC

Town of Scriba



- Start-up yoga and massage studio
- Woman and veteran owned
- \$21,800 investment
- FA: COIDA Micro Loan

Tailwater Lodge

Town of Albion



- Expansion to add new 3-story, 25,000 sf with 21 suites
- Increase room capacity to 109
- \$3.2 million investment
- 38 new jobs
- FA: Pathfinder Bank and COIDA

SSC Oswego II, LLC

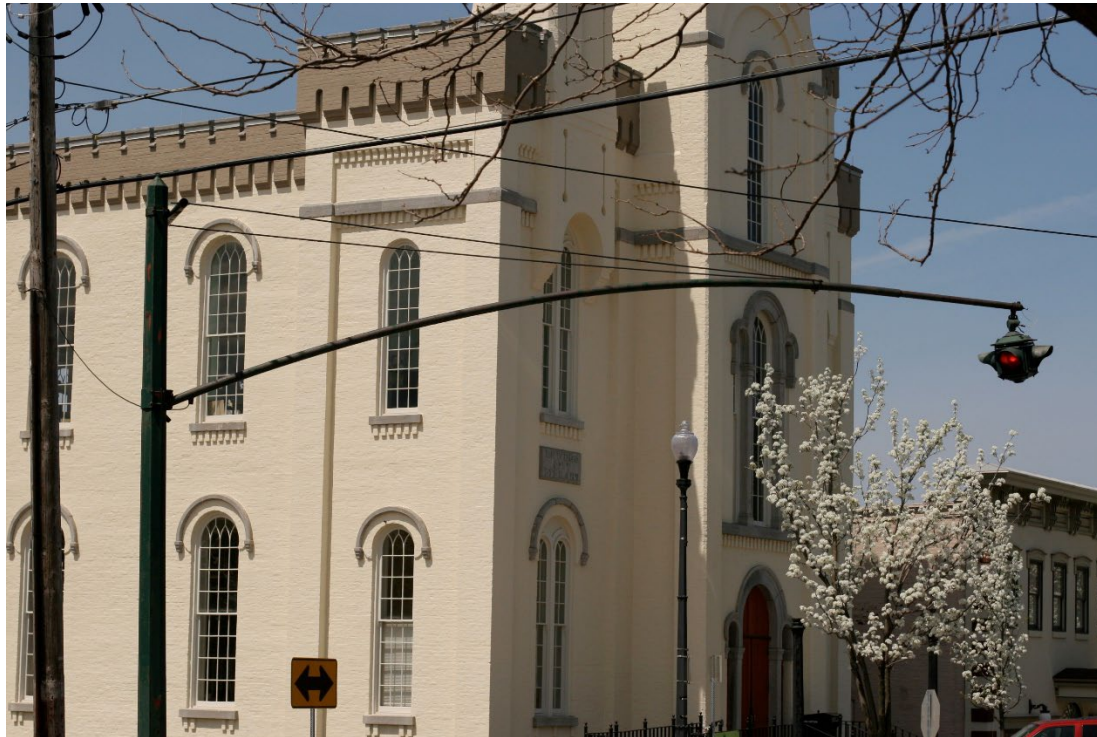
City of Oswego



- 4.5 MW on 25 acres
- Developer Summit Solar Capital, New York, NY
- \$3.5 million investment
- FA: COIDA

Oswego School District Public Library

City of Oswego



- \$3.9 million in bond refinancing
- Provided by Oswego County Civic Facilities Corp.
- Significant interest cost savings

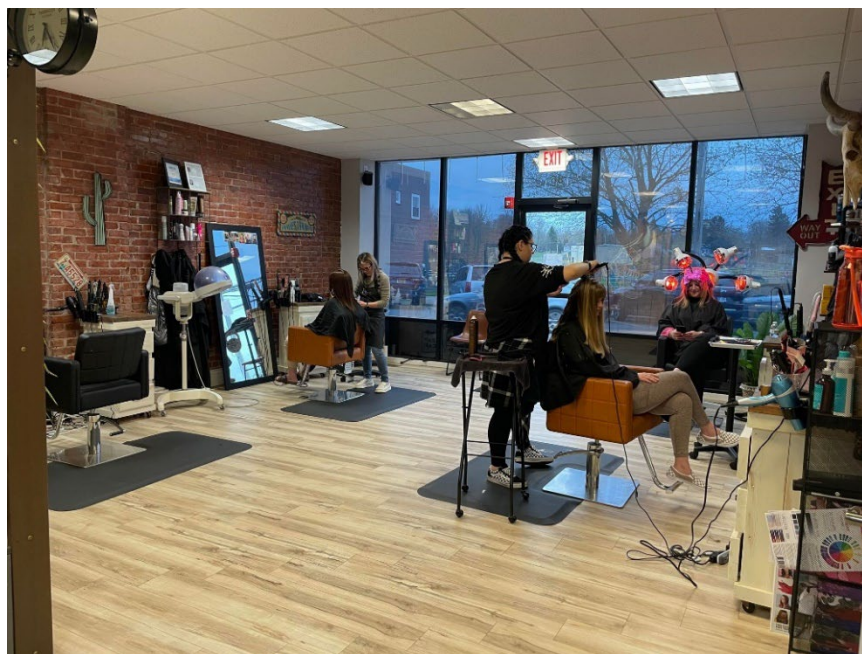
Tully's Good Times Family, Inc.

City of Oswego



- Acquired and renovated former Friendly's
- Focus on takeout business
- \$1.1 million investment
- 14 FT and 23 PT jobs
- FA: NBT Bank and COIDA

The Looking Glass Salon Village of Phoenix



- Started in 2020
- Doubling size to 5,800 sf
- Woman owned
- \$40,037 investment
- 6 new jobs
- FA: COIDA Micro Loan

Square Valley Trail Blazers

Town of Hastings



- Acquisition of snow trail grooming equipment
- \$230,462 investment
- Awarded \$184,369 in CFA Round 11 (NYS Parks)

Novelis

Town of Scriba



- \$130 million expansion and upgrades
- 72,000 sf addition for 3 new annealing furnaces
- Increase hot mill capacity by 124,000 metric tons
- Employs 1,150

OPERATION OSWEGO COUNTY 70th ANNUAL MEETING

NGI 2021 County of Oswego



MOTH + FLAME BASECAMP

VINTAGE RVS, AIRSTREAMS, & ECLECTIC STAYS



| Place | Business | Award | Project Cost | Location | Jobs |
|-------|--|----------|--------------|-------------------|------|
| 1st | Six Acres Farm Brewery | \$50,000 | \$300,000 | Town of Mexico | 25 |
| 2nd | North 40 Clover On Site Hydraulic Repair & Fabrication | \$25,000 | \$100,000 | Village of Lacona | 3 |
| 3rd | Moth & Flame Basecamp | \$15,000 | \$210,000 | TBD | 2 |

Oswego County Micro-Enterprise Training Program

Summary 2021

Number of Classes: 3

Number of Graduates: 46

- Online instruction to assist entrepreneurs
- Sponsored by Fulton CDA, Oswego CEDO, OOC, SUNY Oswego and the SBA
- Training provided by the SUNY Oswego SBDC



CNY REDC
CFA Round 11 Summary Results
Oswego County

Number of Projects

19

Location

2 Cities

5 Towns

2 Villages

3 Countywide

Grant Awards

\$5.7 million

State Funding Sources

6 agencies

Project Investment

\$21.9 million

ESD 6

EFC 7

Parks 2

DOS 4

Canals 2

DEC 1

2021 Economic Development *Impact Summary*

| | |
|---------------------------|---------------|
| New/Exp./Ret. Facilities: | 32 |
| Capital Investment: | \$167,355,209 |
| New/Retained Jobs: | 289 |
| Est. New Annual Payroll: | \$7,017,311 |
| Investment/Job: | \$579,084 |
| Avg. Ann. Pay/New Job: | \$32,791 |

Economic Development Impact

1953 – 2021

| | |
|---------------------|----------------|
| Capital Investment: | \$5.03 Billion |
| New/Retained Jobs: | 29,497 |
| Investment/Job: | \$170,517 |

2021 Marketing Highlights

2021 Marketing and Promotion

- Print Ads (13)
- Radio Ads (120)
- On-line Ads (336)
- Created new small business ad
- News/Editorial Releases (17)
- PR Assistance (36)
- E-News (34)
- Created 5 promotional videos

Website Success

- 9,663 visitors



Made for Manufacturing!

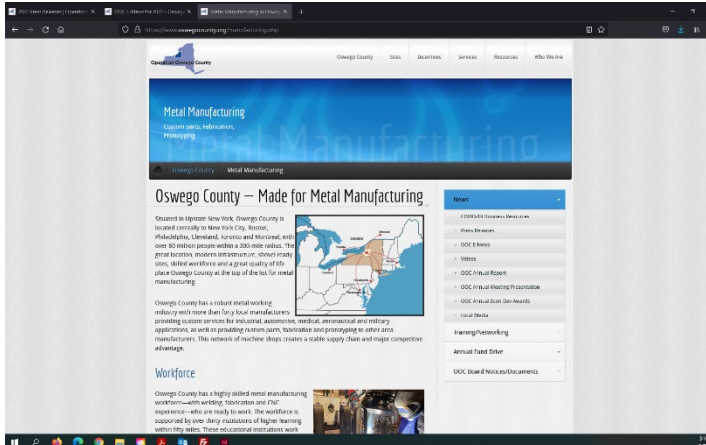
"We found an excellent site, in the Oswego County Industrial Park, for our new fabrication and distribution facility. With the help of Operation Oswego County, we are now in the right location to attract the talent we need to successfully design, manufacture and distribute our products."

— Tim McKernan, Facilities Manager, EJ, global leader in infrastructure access solutions

- Workforce development programs for finding and training labor
- Modern infrastructure network for industrial users
- Several industrial sites and parks throughout the county ideal for development
- Multimodal transportation options via interstate, rail, air and water
- Potential financing options and incentives available



L. Michael Treadwell, CEO (315)343-1545 www.oswegocounty.org



Economic Development Progress in 2022

Cayuga Community College Advanced Manufacturing Institute Town of Volney



- Opened its 7,800 sf facility on the Fulton Campus in May 2022
- To support specialized training for the workforce needs of the manufacturing sector

COIDA Manufacturing Startup Facility

City of Fulton



- 30,000 sf facility
- Located on 3+ acre site on the former Nestle site
- Two grants approved \$860,000 (Fulton DRI) and \$850,000 (ESD CFA)
- Estimated \$5 million investment

CNY REDC — CFA Round 12



- 10 regions competing for \$750 million in State Funding
- 30 programs available from 11 State agencies
- \$225 million (ESD)
- Opened May 1, 2022
- Deadline is Friday, July 29, 2022

OCIP / EDA BBBRC **Town of Schroepfel**



- Build out new public infrastructure on 185 acre site
- Will support up to 10 shovel ready sites
- Represents up to 700,000 sf of new space, 1,200 jobs and an investment of \$265M
- \$7.75 million investment
- FA: \$5.25 EDA BBRC Grant application (pending), \$2.5 million COIDA match

Giroux Aeronautical Company, LLC

Town of Volney



- FAA licensed general aviation aircraft maintenance company
- Operating at Oswego County Airport since 2010
- Acquiring 3,600 sf hangar to expand
- Project cost \$160,000
- 1 new job, retain 5 jobs

R&D Design and Associates

Town of Schroepfel



- Expansion for 3D printing of metal and plastics
- 4,000 sf
- Located in OCIP
- \$412,000 investment
- 5 jobs

Eir Healing and Wellness

Town of Sandy Creek



- Full service spa
- 2nd year of operation
- Acquiring 4,000 sf building being leased
- \$122,100 investment
- 5 employees, to create 2 new jobs

Highland Animal Hospital Village of Central Square



- Expanding and constructing 7,200 sf
- To include a veterinary urgent care center
- \$2.3 million investment
- Practice has 15 employees, expansion to create 14 additional jobs

RIC Energy / Mexico PV, LLC

Town of Mexico



- 5 MW solar renewable energy project
- 25 acre site
- \$6.2 million investment
- Global company founded in Spain in 2005

HealthWay Home Products, Inc.

Village of Pulaksi



- 32,000 sf expansion
- Manufacturer of air purification systems
- \$2.8 million investment
- Create 75 jobs

Phat Guy Burgers City of Fulton



- Startup mobile food truck business
- \$50,000 investment
- Create 3 jobs
- Graduate of Micro Enterprise Program

2022 Economic Development Awards

2022 Ally Award
Presented to



Oswego County Airport

2022 Business Excellence Award
Presented to



Menter Ambulance

2022 Jobs Awards

Presented to



Novelis

2022 Dee Heckethorn Entrepreneur Award

Presented to



Richard and Elizabeth Hamilton

2022 Martin Rose Economic Developer Merit Award

Presented to



Michael Pollock

**Thank You
Supporters and Allies!**