

ANNUAL REPORT 2017



Operation Oswego County

An Economic and Job Development Corporation
Serving Oswego County, NY

PRESIDENT'S MESSAGE



In 2017, Operation Oswego County helped to promote business development by assisting 41 projects that will, when fully implemented, invest more than \$280.6 million and will create and/or retain 2,587 jobs.

Throughout the past year, Oswego County saw significant advancement in the attraction of new manufacturing projects along with expansions of existing manufacturing facilities. Some of these include:

- Novelis Corporation in the Town of Scriba;
- 1886 Malt House in the Town of Volney;
- EJ USA, Inc., in the Town of Schroepfel; and
- United Wire Technologies, Inc., in the Town of Constantia.

In addition, a number of other major developments that will impact the tourism, healthcare and housing sectors have contributed to a successful year for the County's economy. We can be proud of such projects as the planned expansion of Tailwater Lodge in the Town of Albion, new student housing in the Town of Oswego by Lakeside Commons, LLC, and the acquisition of the former Price Chopper building in Oswego for the Oswego Health Behavioral Health Services relocation and expansion.

Operation Oswego County, along with the County of Oswego IDA and our other partners, will continue to strive to enhance the County's economy, create and retain jobs, and help make Oswego County a better place to live and work.

A handwritten signature in cursive script that reads "Barbara Bateman".

Barbara Bateman
President

ON THE COVER TOP TO BOTTOM:

1886 Malt House, Volney, NY; EJ USA, Inc, Schroepfel, NY; Aldi, Fulton, NY; and, Lakeside Commons, LLC, Town of Oswego, NY.

ECONOMIC DEVELOPMENT SERVICES AND PROGRAMS PROVIDED

- | | |
|---|---|
| <ul style="list-style-type: none">■ Site Selection Assistance■ Financial Packaging■ Planning and Coordination■ Industry/Government Liaison■ Assistance in Accessing Special Incentive Programs■ Specialized Research and Technical Assistance■ Retention/Expansion Outreach Programs■ Industrial and Business Parks■ The "Next Great Idea" Business Plan Competition■ COIDA Bond Financing■ Business Incubators and Entrepreneurial Program | <ul style="list-style-type: none">■ OCCFC Administration■ Minority and Women-Owned Business Enterprise Program■ SBA Certified Development Company (504 Loans)■ COIDA Administration■ Micro-Enterprise Program■ Domestic and International Marketing Program■ SBA 7(a) Banking Assistance■ Speculative Building Program■ COIDA Economic Development Fund Loans/Leases■ USDA IRP Loans■ COIDA Straight Lease Transactions■ Upstate Energy Jobs Coalition Support |
|---|---|

2017 ECONOMIC DEVELOPMENT IMPACT SUMMARY

New/Expanded/Retained Facilities: 41
Capital Investment: **\$280,620,554**
New/Retained Jobs: **2,587**
Estimated New Annual Payroll: **\$11,654,697**
Investment/Job: **\$108,473**
Average Annual Pay/New Job: **\$39,777**

1953-2017 ECONOMIC DEVELOPMENT IMPACT SUMMARY

Capital Investment: **\$4,586,697,258**
New/Retained Jobs: **27,589**
Investment/Job: **\$166,251**

2017 ECONOMIC DEVELOPMENT MARKETING INITIATIVES

- Operation Oswego County was selected by the editors of Expansion Solutions magazine as one of the 2016 "Top Five" Food Processing Award winners.
- OOC Website received "Honorable Mention" from New York State Economic Development Council (NYSEDC).
- OOC's 2015 Annual Report received "Honorable Mention" from New York State Economic Development Council (NYSEDC).
- Oswego County Economic Development News received "Honorable Mention" from New York State Economic Development Council (NYSEDC).
- 10,609 visitors to OOC's website www.oswegocounty.org.
- Public relations initiatives included 49 news releases, 36 issues of the E-News, and assistance/coordination to 38 business firms and community organizations.



2017 ECONOMIC DEVELOPMENT HIGHLIGHTS



EJ USA, Inc., Schroepfel, NY

EJ USA, Inc., is constructing a new 71,300 sf manufacturing facility on a 15 acre site in the Oswego County Industrial Park in the Town of Schroepfel. The facility will be used as a steel and aluminum fabrication plant and a distribution center for infrastructure access solutions products such as manhole frames, grates, covers, hatches, etc. The company is based in East Jordan, MI. The \$9.1 million plant will employ 91. Financial assistance being provided by the COIDA and ESDC.

The 1886 Malt House, in the Town of Volney, started up operations in July 2017, in 41,000 sf in the Sunoco Agri-Business Complex. The 1886 Malt House will produce a high quality supply of NY grown and malted grains for the craft beverage industry. Annual production will be 2,000 tons. The project represented a \$14.2 million investment and 8 jobs. Financial assistance provided by ESDC/CNY REDC and the COIDA.

Lock 1 Distilling Co., a new business established in the Village of Phoenix that was the first distillery in Oswego County having a New York Class D farm distillery license, permitted to produce up to 75,000 gallons annually. Recipient of a silver medal at the NYS World Wine & Spirits competition for its RYZE Vodka. The \$600,000 project created 3 jobs. Financial assistance provided by ESDC Restore NY through the Village of Phoenix.

Marmon Enterprises USA, LLC, acquired a 48,835 sf building in the Town of Williamstown to be used by Hardwood Transformations, Inc. and Designer Hardwood Flooring CNY, Inc., companies that provide pre-finishing of wood flooring and manufacturing of engineered hardwood flooring panels. The \$606,000 project retained 12 jobs and will create 4 jobs. Financial assistance was provided by NBT Bank, COIDA and a SBA 504 loan through OOC.

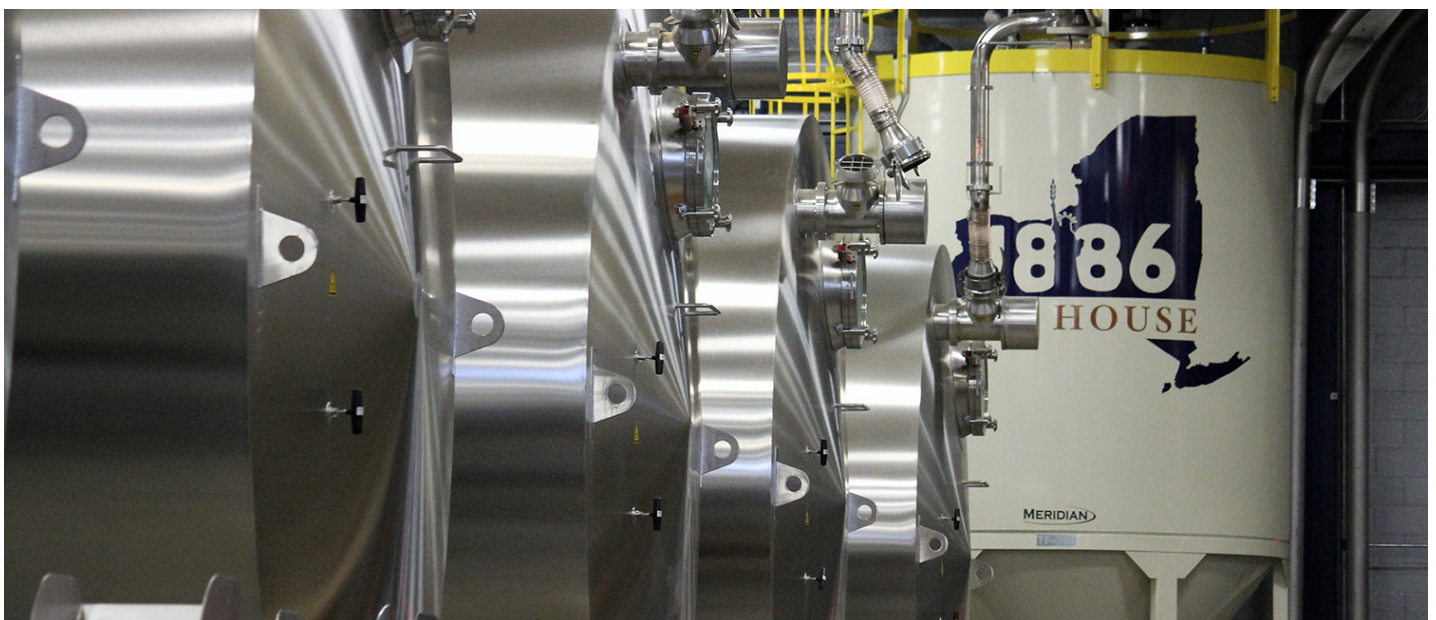
Aldi opened a new supermarket at the former Nestle site in Fulton, NY. The 18,750 sf store will employ 15 and represents an investment of \$2.9 million. Financial assistance provided by ESDC Restore NY through the City of Fulton.

Doty Contracting, LLC, located in the Town of Volney, expanded to fabricate specialized equipment for Novelis and to support the warehousing needs for Novelis. Equipment was acquired. The project represented an investment of \$326,200 and will create 21 jobs and retain 4. Financial assistance provided by the COIDA and USDA.

Oswego YMCA, in the City of Oswego, was awarded funding from ESDC/CNY REDC to help support the development of the \$750,000 pool connector project.



Lock 1 Distilling Co., Phoenix, NY



1886 Malt House, Volney, NY



Lakeside Commons, Town of Oswego, NY



United Wire Technologies, Constantia, NY

Tailwater Lodge, in the Town of Albion, will be expanding with a new 24,000 sf three-story addition that will house 46 rooms, a spa, pool and exercise facilities. Capacity will increase over 100% to 88 rooms for the destination complex that is affiliated with the Hilton Tapestry Collection. The \$2.5 million investment will create 35 jobs. Financial assistance was provided by Pathfinder Bank and the COIDA.

Exelon acquired the FitzPatrick nuclear plant in the Town of Scriba for \$110 million, saving 500 jobs. The acquisition was made possible by the adoption of the CES and ZECs by the NYS PSC and efforts by Governor Cuomo and supporters, such as the UEJ Coalition.

Man in the Moon Candies, is acquiring and renovating a 6,000 sf building in the City of Oswego to expand its chocolate candy business, a woman-owned business that started in 2005. The \$450,000 investment will create 3 jobs and retain 4. Financial assistance being provided by Pathfinder Bank and a SBA 504 loan through OOC.

United Wire Technologies, Inc., is a producer of copper based alloy wire, located in the Town of Constantia. The company expanded and added 7,800 sf to its existing 14,400 sf plant. New equipment was acquired for annealing. The expansion represented a \$488,600 investment and will create 5 jobs while retaining 16. Financial assistance was provided by the COIDA.

Above & Beyond TTRS, a new start-up business in the Town of Scriba, provides service for RV travel trailer repair and maintenance. The owner is a Micro-Enterprise Training Program graduate. The \$25,000 investment will create 4 jobs. Financial assistance provided by the COIDA.

Lakeside Commons, LLC, a new market rate student housing complex located in the Town of Oswego. The \$22.2 million investment to include 11 residential buildings containing 84 units (320 bedrooms), a 9,000 sf clubhouse, surface parking for 240 cars and is located adjacent to the SUNY Oswego campus. Project to create 8 jobs and 200 construction jobs. Financial assistance provided by NBT Bank and COIDA.



Tailwater Lodge, Albion, NY

Novelis Corporation, located in the Town of Scriba, is a rolled aluminum fabricator for the food, beverage, automotive and building products industries. The company is investing \$97 million over 3 years to construct a Hot Mill Fume Exhaust, Recycling and EH&S upgrades, plus electrical infrastructure and upgrades. The company employs 1,137. Financial assistance is being provided by the COIDA.

Nonna Dina Pizzeria, acquired a restaurant in the Town of Hastings and is a woman owned business. The \$165,000 investment will create 4 jobs. Financial assistance provided by Solvay Bank and a SBA 504 loan through OOC.

Regional Waste Water Treatment System, the Oswego County Legislature, the COIDA and OOC have collectively partnered to conduct an Oswego County Regional WWTS Feasibility Study. The C&S Companies was retained and the focus will be on the former Miller WWTP that was acquired by the COIDA in 2016. This initiative directly addresses the Oswego County Economic Advancement Plan that highlighted the waste water treatment capacity shortfall as a significant detriment to economic development potential.

Camelot Lodge, LLC, is converting the former YMCA building in the City of Oswego into a mixed-use development with 5,500 sf of commercial space and 10 market-rate apartments. Financial assistance for the \$1.7 million project, that will create 25 jobs, is being provided by ESDC/CNY REDC and the COIDA.

Oswego County Micro-Enterprise Program provided classroom instruction designed to assist entrepreneurs starting and/or expanding a business. The program is sponsored by the Fulton CDA, Oswego CDO, OOC and the SUNY Oswego Business Resource Center in partnership with the SBDC. In 2017, 2 training classes were held with 27 participants graduating.

CNY REDC was awarded \$86.4 million for 112 projects in Round 7 of the Regional Economic Development Council Awards. Oswego County was awarded \$4.4 million in funding for 14 projects that will create 102 jobs, help to retain 436 jobs and represent \$26.0 million in total project costs. The types of projects awarded funding included manufacturing, agri-business, tourism and recreation, infrastructure studies, not-for-profits and historic preservation.

Oswego County Economic Advancement Plan was adopted by the Oswego County Legislature at its November 9, 2017 meeting. The plan was prepared by Camoin Associates and the cost was shared between the County and the COIDA.

Oswego Health Behavioral Health Services, an agreement was entered into with the COIDA to acquire the former Price Chopper property in the City of Oswego to relocate and expand behavioral health services. A \$13 million state grant has been awarded for the project. It is estimated that 80 jobs would transfer from the current Bunner Street location and 25 new jobs would be created.



Camelot YMCA, Oswego, NY

RECOGNIZING ECONOMIC DEVELOPMENT ACHIEVEMENT



Pictured are, from left, Barbara Bateman, OOC board president, Allen Chase, owner of Allen Chase Enterprises, Inc., and L. Michael Treadwell, OOC executive director.

Dee Heckethorn Entrepreneur Award

The 2017 Dee Heckethorn Entrepreneur Award was presented to Allen Chase in recognition and appreciation of exceptional entrepreneurial spirit, creativity, and dedication to fostering the growth and development of Allen Chase Enterprises, Inc., a commercial outdoor maintenance provider for plowing, landscaping, herbicide application and mechanical vegetation removal; for transforming the garage-based start-up in 2001 to a fleet of over 70 specialized equipped vehicles and 72 employees located in the Town of Scriba; for providing services to public and private sector customers across New York State, Pennsylvania and beyond; for achieving annual sales growth of over 35 percent per year since 2014; and for his vision, commitment and focus on operating a very successful business in Oswego County, N.Y.



Pictured are, from left, Barbara Bateman, OOC board president, Kevin Gardner, Oswego County Legislature Chair and L. Michael Treadwell, OOC executive director.

Martin Rose Economic Developer Merit Award

The 2017 Martin Rose Economic Developer Merit Award was presented to Kevin Gardner in recognition and appreciation of his outstanding record of exhibiting leadership, support and cooperation in furthering economic development efforts that have substantially enhanced the business climate, economic progress and the quality of life in Oswego County through his dedication and commitment serving as the Chairman of the Oswego County Legislature; for serving on the Oswego County Legislature since 2004 and as Chairman since 2014; for effectively utilizing his private sector background in business and manufacturing to be vigilant in helping make the Oswego County government efficient and cost effective; for his leadership role in supporting the New York Clean Energy Standard and partnering with the Upstate Energy Jobs Coalition to protect the Nuclear Industry in Upstate New York and to save the James A. FitzPatrick Nuclear Power Plant; and for his vision on establishing the Oswego County Land Bank and the development of the Oswego County Strategic Economic Advancement Plan.

The Ally Award

The 2017 Ally Award was presented to CiTi in recognition and appreciation of its outstanding vision, commitment and dedication to implementing educational programs designed for enhancing career opportunities for students; for collaborating with business partners such as Davis-Standard, The Fulton Companies, Huhtamaki, Novelis and Sunoco to implement the P-TECH program targeted for students interested in Science, Technology, Engineering and Math careers; for creating a program that can lead to a Regents High School Diploma and an Associate Degree in Applied Science for Mechanical Technology or Electrical Engineering Technology; and for the P-TECH program's vital role towards advancing Oswego County's workforce skills that are essential to Oswego County's employers.



Pictured are, from left, Garrette Weiss, CiTi BOCES CTE Business Liaison, Christopher Todd, CiTi BOCES District Superintendent, Barbara Bateman, OOC board president, L. Michael Treadwell, OOC executive director, William Lynch, CiTi BOCES P-TECH Principal, Amber Preston, CiTi BOCES P-TECH Liaison, Misti Yaddaw, CiTi BOCES P-TECH Teacher, Sage Sirotkin, Associate VP of K-12 Partnerships at Onondaga Community College, and Greg Hilton, Engineering and Maintenance Manager at Huhtamaki.

The Business Excellence Award

The 2017 Business Excellence Award was presented to Oswego Speedway in recognition of the highly successful collaboration that brought the 45th Annual NAPA Auto Parts Super DIRT Week event to the Oswego Speedway in 2016; for the cooperation and team work between the World Racing Group, DIRTcar Racing, the City of Oswego, the County of Oswego, New York State and Oswego Speedway that lead to the conversion from asphalt to a dirt track, along with spectator camping and parking improvements, grandstand and infrastructure renovations, all completed in record setting time; for hosting a tourism event that delivered an economic impact of 70,000 fans contributing \$12 million to the local and regional economies; for being recognized for its success by being awarded to host Super DIRT Week 2017; and for Oswego Speedway's integral role in the tourism industry in Oswego County and Central New York since 1951.



Pictured are, from left, Barbara Bateman, OOC board president, Debbie Bond, Oswego Speedway Marketing, Camden Proud, Oswego Speedway Public Relations Director, L. Michael Treadwell, OOC executive director and Tom Salvador, representing Novelis, a sponsor of Oswego Speedway.

The Jobs Award

The 2017 Jobs Award was presented to Exelon in recognition and appreciation of its significant contribution and commitment to the Oswego County and Central New York economies; for its purchase of the James A. FitzPatrick Nuclear Plant and the operation of Nine Mile Point Nuclear Station in the Town of Scriba; for having the generating capacity of 2,300 MW, representing approximately 5 percent of the State's capacity; for the generation of carbon-free electricity and the avoidance of 16 million tons of carbon emissions annually; for its pivotal role in helping the State achieve its Clean Energy Standard goals; for employing 1,500 workers, making Exelon the largest private sector employer in Oswego County; for its impact on 1,000s of supplemental jobs needed during refueling and maintenance outages and the associated economic benefits to the local economy; and for its generosity for contributing and supporting community initiatives including education, environmental improvements, community based not-for-profits, community sponsored events and economic development.



Pictured are, from left, Barbara Bateman, OOC board president, Chris Mudrick, Exelon Sr. VP of Northeast Operations, and L. Michael Treadwell, OOC executive director.

NET POSITION — FY Ended 12/31/17

Net Position	
Assets:	
Cash	\$ 812,819
Accounts receivable	—
Grants receivable	—
Deposits in loan funds	44,305
Loans receivable	1,339,203
Capital assets, net	3,607,880
Total assets	<u>\$ 5,804,207</u>
Liabilities:	
Accounts payable	\$ 30,483
Security deposits	12,790
Deferred revenue	296,092
Debt obligations	1,761,658
Total liabilities	<u>\$ 2,101,023</u>
Net position:	<u>3,703,184</u>



Man in the Moon Candies, Oswego, NY

CHANGE IN NET POSITION — FY Ended 12/31/17

Change in Net Position	
Support and revenue:	
Local governments	\$ 707,765
Micro enterprise program	3,167
State and other grants	1,264
Rental revenue	259,766
Service charge loans	51,621
Interest income	14,393
Miscellaneous	506
Total support and revenue	<u>\$ 1,038,483</u>
Operating expenses:	
Program expenses	785,844
Management and general	82,881
Total operating expenses	<u>868,725</u>
Change in net position before depreciation	169,757
Non-operating expenses:	
Depreciation	8,067
Rental depreciation	99,189
Loss on sale of land	—
Total non-operating expenses	<u>107,256</u>
Change in net position	62,501
Net position at beginning of year	<u>3,640,683</u>
Net position at end of year	<u>\$ 3,703,184</u>



Doty Contracting, Volney, NY



Business Expansion Center, Oswego, NY



CiTi, Schroepfel, NY



Oswego Spec. Building, Oswego, NY

Property	Address	Tax Map ID	Size (acres)	Building Size (sf)
OOO Administrative Offices	44 West Bridge St., Oswego	128.54-06-01	0.11	4,000
Oswego County Business Expansion Center	185 E. Seneca St., Oswego	128.34-01-01	4.55	19,200
CiTi	70 Co. Rt. 59, Schroepfel	303.00-02-03.08	4.56	7,150
Discovery Day Care Center	80 Co. Rt. 59, Schroepfel	303.00-02-03.09	2.52	6,500
Oswego Spec. Building	249A Mitchell St., Oswego	110.68-01-01	5.0	32,500
Oswego County Industrial Park	St. Rt. 264 & Co. Rt. 59, Schroepfel	303.00-02-03.10	102.97	—
Airport Industrial Park	Howard Rd. & St. Rt. 176, Volney	202.00-08-09.1; 202.00-08-15	99.7	—
Oswego Industrial Site (adjacent to Lake Ontario Industrial Park)	Smith Beach Rd. & CSX Rail Line, Oswego	110.76-01-02.02	3.18	—



Oswego County Industrial Park, Schroepfel, NY

2017 NETWORKING/COORDINATION HIGHLIGHTS

- Provided administrative services for the County of Oswego IDA and the Oswego County Civic Facilities Corporation.
- Marketed SBA 504 loans as a Certified Development Company of the SBA.
- Participated with the Workforce Development Board of Oswego County to oversee job training initiatives.
- Administered a county-wide Micro-Enterprise Training and Loan Program.
- Provided administrative services for an USDA Intermediary Relending Program.
- Participated on numerous boards and economic development organizations including: CNY Regional Economic Development Council, CNY Regional Planning and Development Board, NYS Economic Development Council, Northeastern Economic Developers Association, International Economic Development Council, National Association of Development Companies, CenterState Corporation for Economic Opportunity, Cayuga Community College Foundation, National Business Incubation Association, Women's Network for Entrepreneurial Training and The Greater Oswego-Fulton Chamber of Commerce.

OPERATION OSWEGO COUNTY SUPPORTERS AND ALLIES

Each year OOC asks local businesses and individuals to invest in the future of Oswego County and help us continue to provide essential economic development services to our community by contributing to our Fund Drive. The annual appeal has provided OOC with supplemental funding that is used exclusively for promoting and marketing of Oswego County for business development.

Platinum Level (\$5,000+):

Exelon
Exelon NMPNS & FitzPatrick

Gold Level (\$3,000-4,999):

National Grid

Silver Level (\$1,000-2,999):

BioSpherix, Ltd.
Broadwell Hospitality Group
C & S Engineers
Caraccioli & Associates
Fulton Savings Bank
NBT Bank
Sunoco
Wiltsie Construction Co., Inc.

Bronze Level (\$500-999):

Community Bank
Laborers Local 633
The Fulton Companies
HealthWay
Universal Metal Works

Partner Level (\$100-499):

Jack Alter, CPA
Behling Orchards
Canale's Restaurant
Century 21 Galloway Realty
Eastern Shore Associates
Fulton Tool Company, Inc.
Great Lakes Recycling, Inc.
Oswego Valley Insurance Agencies
Charles Rock
Gary Toth

Friends of OOC (\$25-99):

Corte Spencer & Mame Clark
Diane & Dale Currier

Contributing Board Members:

Barbara Bateman
Eric Behling
Peter Cullinan
Michael Egan
William Galloway
Edward Gilson
Thomas Greco
Jeffrey Grimshaw
Theresa Himes
Ellen Holst
George Joyce
Vincent Lobdell
Edward Mervine
Bruce Phelps
Michael Quenville
John Sharkey IV
Joseph Solazzo
David Turner

Special Thank You for Sponsors of the 2017 Annual Meeting:

Community Bank
Fulton Savings Bank
NBT Bank
Pathfinder Bank



Nonna Dina Pizzeria, Central Square, NY

2017 ORGANIZATION INFORMATION

Board of Directors

President: Barbara Bateman
NBT Bank

Vice President: Ellen Holst
Oswego County Opportunities

Treasurer: Michael D. Quenville
Pathfinder Bank

Secretary: Eric Behling
Behling Orchards

Brian Anderson
National Grid

Peter Cullinan
Entergy/Exelon

Michael Egan
Retired Fulton CSD

William Galloway
Century-21 Galloway Realty

Thomas Greco
Fulton Savings Bank

Edward Gilson
Blake Equipment

Jeffrey Grimshaw
Jeffrey Grimshaw Consulting

Theresa Himes
Bosco & Geers Food Market

George Joyce
Laser Transit Ltd.

M.C. King
Dynegy

Vincent Lobdell
HealthWay

Edward Mervine, Esq.
Pathfinder Bank

Daniel Murphy
Exelon

Tricia Peter-Clark
NOCHSI

Bruce B. Phelps
Fulton Tool Company

James Ransom
United Wire Technologies

John Sharkey IV
Universal Metal Works

Joe Solazzo
Construction & General Laborers, Local 633

David R. Turner
Oswego County Department of Community Development, Tourism & Planning

Nancy Weber
Mexican Pride Farm

Ex-Officio Members

Gary Toth, Chair
County of Oswego IDA

Kevin Gardner, Chairman
Oswego County Legislature

Roy Reehil, Chair
Oswego County Economic Development and Planning Committee

Philip Church
Oswego County Administrator

Deborah Stanley, President
SUNY Oswego

Staff

L. Michael Treadwell, CEcD
Executive Director

Austin Wheelock, CEcD
Deputy Director & Property Manager

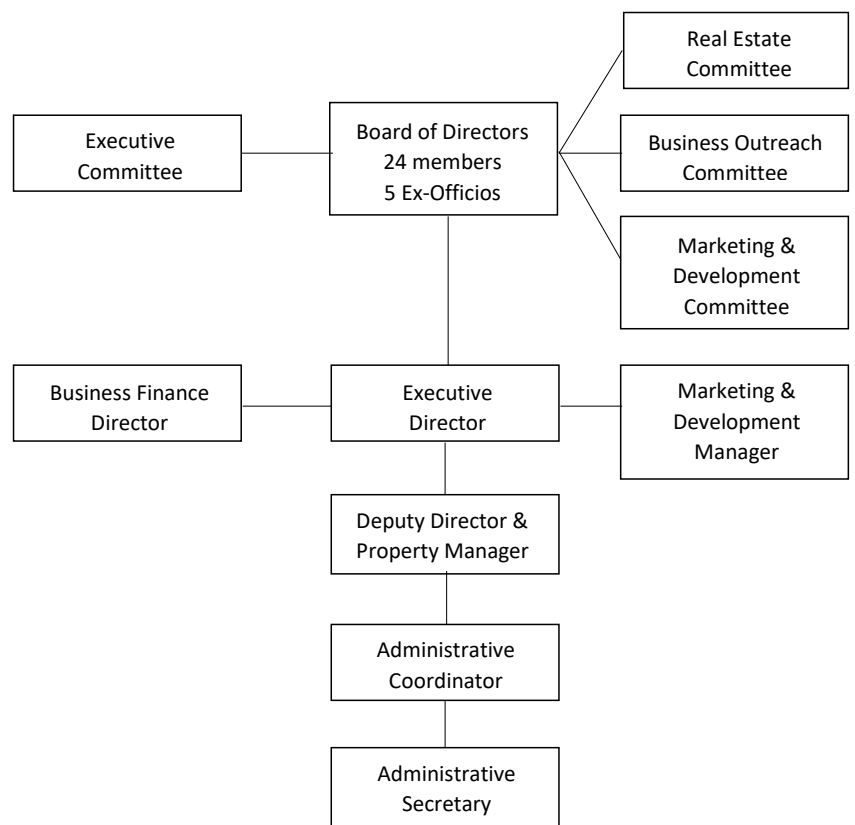
David Dano
Business Finance Director

Evelyn LiVoti
Marketing & Development Manager

Teresa Woolson
Administrative Coordinator

Karen Perwitz
Administrative Secretary

2017 ORGANIZATION CHART



MISSION STATEMENT

Operation Oswego County's mission is to establish and implement sound economic development strategies in order to enhance the economic vitality of Oswego County's businesses, industries and citizens, leading to an overall better quality of life.

Key to our mission is the creation and retention of job opportunities, diversification and strengthening of our economic base, and developing the local economy in a planned, organized and environmentally friendly atmosphere.

This is a publication of the Operation Oswego County Foundation, Inc.



Operation Oswego County

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