In 2022, Operation Oswego County helped to promote business development by assisting 38 projects that will, when fully implemented, invest more than $447.5 million in Oswego County and will create and/or retain 1,495 jobs. Throughout the past year, we saw significant investment in manufacturing by businesses who chose to locate or expand in Oswego County. These include:

- Novelis in the Town of Scriba
- Felix Schoeller in the Town of Richland
- Huhtamaki in the City of Fulton
- Think Variant in the Town of Schroeppep
- Daldrop in the Town of Schroeppep

In addition, a number of projects will impact the quality of life and tourism in the county. We can be proud of such projects as Fairway Billiards in the Town of Granby, Market House/1836 Brewing in the City of Oswego, Eir Healing & Wellness in the Village of Sandy Creek and Six Acres Farm Brewery in the Town of Mexico.

As we look toward the future, multiple county partners are working diligently together to foster strategic development that will support the growth of Micron in our region. And projects, like the redevelopment at the Riverview Office Park by TDJ Properties, will position Oswego County as an ideal location for supply chain businesses that will support Micron.

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

Ellen Holst
President

ON THE COVER: From left, Austin Wheelock, Executive Director for Operation Oswego County, Andy Clements, Vice President of Operations at Felix Schoeller, Matthew Serrao, Production Manager - Coating at Felix Schoeller, Assemblyman Will Barclay, and Michael Szidadt, Chief Executive Officer North America for Felix Schoeller, at entrance to Felix Schoeller NA in the Town of Richland.

ECONOMIC DEVELOPMENT SERVICES AND PROGRAMS PROVIDED

- 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
- County of Oswego Economic Advancement Plan
- 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
- CNYREDC’s CFA and URI Process
- COVID-19 Emergency Relief Program
2022 ECONOMIC DEVELOPMENT IMPACT SUMMARY

New/Expanded/Retained Facilities: 38
Capital Investment: $447,624,281
New/Retained Jobs: 1,495
Estimated New Annual Payroll: $9,560,000
Investment/Job: $299,414
Average Annual Pay/New Job: $45,094

1953-2022 ECONOMIC DEVELOPMENT IMPACT SUMMARY

Capital Investment: $5,477,325,940
New/Retained Jobs: 30,992
Investment/Job: $176,734

2022 ECONOMIC DEVELOPMENT MARKETING INITIATIVES

- Created 17 new ads: 6 print and 11 digital.
- Created 5 short promotional videos of award winners for OOC’s 2022 Annual Meeting.
- 15,735 visitors to OOC’s website www.oswegocounty.org.
- Launched an updated version of www.oswegocounty.org that is mobile friendly.
- Public relations initiatives included 17 news releases, 29 issues of the E-News, and 36 instances of assistance/coordination to business firms and community organizations.

IN MEMORIUM

David S. Dano (1940-2022)

The Board of Directors and staff of Operation Oswego County fondly remember David S. Dano for his commitment to the organization and for his significant contributions to the economic development process in Oswego County. Dave served as OOC’s president for 4 years, as vice-president for 10 years and as a member of the board for 15 years. Following his time on OOC’s board of directors, Dave provided financial consulting services to the organization for 3 years. From 2002-2018, Dave was a member of the OOC staff. He served as the Loan Manager for 2 years and the Business Finance Director for 14 years. Dave also served as CFO of the County of Oswego Industrial Development agency for 10 years.

Dave was involved in many organizations throughout Oswego County, serving on the boards of Oswego County Opportunities, Cornell Cooperative Extension, Pulaski Economic Development Task Force, Greater Oswego Chamber of Commerce, Diocese of Syracuse Catholic Charities, Catholic Charities of Oswego County, Oswego Health, Parish Lions Club, St. Ann's Parish Council, Mad River Club and Rural Migrant Ministries.

Dave received recognition for his volunteerism, receiving Cornell Cooperative Extension’s Volunteer of the Year (1996), Key Bank President’s Award for Volunteerism (1993) and Key Bank’s Gold Key Award for Community Involvement (1991). He also received the 2019 Martin Rose Economic Developer Merit Award from Operation Oswego County. Dave will be greatly missed.
Highland Animal Hospital, a longstanding veterinary clinic, located in the Village of Central Square, was acquired in 2019. Under new ownership, the company is undertaking an expansion project that includes the construction of a 7,200 sf building, which will double the animal care center’s available space, and the purchase of furniture and equipment. The expansion of this woman-owned business will include the addition of a much needed veterinary urgent care center. The $3,511,100 project will create 14 jobs. Financial assistance was provided by the COIDA and the SBA.

Felix Schoeller, located in the Town of Richland, will be expanding with the installation of new machinery and equipment for a new paper coating product line, and renovating portions of an existing 586,000 sf building. The $24,050,000 project is expected to create 30 new jobs. Financial assistance was provided by the COIDA and ESD.

Novelis, located in the Town of Scriba, will be constructing two new buildings totaling 26,000 sf, expanding a building by 47,000 sf and executing other strategic and sustaining capital projects, infrastructure upgrades, building renovations, production line improvements, and new equipment throughout. This $339,300,000 project will retain 1,119 jobs. Financial assistance was provided by the COIDA.

Huhtamaki, located in the City of Fulton, purchased two new slitter machines. These new machines replaced decades-old equipment and will improve efficiency at the facility. The $400,000 project was funded, in part, by the Fulton DRI.

Think Variant, located in the L. Michael Treadwell Oswego County Industrial Park in the Town of Schroeppel, constructed a new 3,000 sf building to house their 3-D printing prototype and manufacturing lab. The project will allow R&D Design and Associates to optimize their work flow. The $400,000 project was assisted by an ESD grant and will create 5 new jobs.

Market House/1886 Brewing, located in the City of Oswego, involves the renovation of an 18,800 sf, three-story historic building along the Oswego River. The first floor and a portion of the basement will be converted into a craft brewery with a bar and restaurant. The second and third floors will house 8 market-rate apartments. The $8.5 million project will create 5 full-time and 30 part-time jobs. Financial assistance was provided by a Restore NY grant, a National Grid Main Street grant, Historic Rehabilitation tax credits, the COIDA, the City of Oswego, and ESD.

Fairway Billiards, located in the Town of Granby, is a start-up pool hall. The $150,000 project involved the renovating and equipping of a leased former banquet facility. The facility will be open for both recreational play, as well as for American Pool Association sanctioned tournaments. The owner is a graduate of the Micro-Enterprise Training Program. Financial assistance was provided by the COIDA.

Devine Designs, located in the City of Fulton, leased 1,500 sf in the former Fulton TV to expand their existing business of 13 years. The new space will allow for additional gift offerings and more space for tuxedo rentals. The new location also offers improved vehicle accessibility. The $32,000 project will create 2 full-time and 1 part-time jobs. This woman-owned business is also a graduate of the Micro-Enterprise Training Program. Financial assistance was provided by the COIDA.

During 2022, there were 4 Solar Projects approved. Together they will provide a total of 14.95 MW with a combined total investment of $30,202,131. The projects will be located in the Town of Williamstown, the Town of New Haven, the Town of Scriba, and the Town of Mexico. Financial assistance was provided by the COIDA.

Eir Healing & Wellness, located in the Town of Sandy Creek, began operations in 2021. The project involves the purchase of the 4,000 sf building in which they are currently located. They plan to expand to occupy the entire building. The $122,100 project will retain 4 full-time and 1 part-time employees. The woman-owned business is also a graduate of the Micro-Enterprise Training Program. Financial assistance was provided by the COIDA.
Riverview Pediatrics, located in the City of Fulton, will renovate a vacant, 1-story, 16,682 sf former grocery store. Approximately 8,725 sf will be renovated for the practice, allowing for additional patient rooms and offices over their current location. The remaining space will be left as-is while complementary tenants are pursued. The $1,868,475 project will create 11 medical and administrative jobs. Financial assistance was provided by SBA, Oswego County and the City of Fulton.

Port of Oswego Authority, Oswego, NY

Port of Oswego, located in the City of Oswego, opened their grain testing lab, part of their new $15 million Grain Export Center. It is the only lab of its kind among Great Lakes ports. The lab is a collaboration between the Port and SUNY Oswego. The lab is staffed by student interns. Equipment for both the lab and a student training lab was funded by a $250,000 grant from the NYS Department of Agriculture. The Grain Export Center was funded by a grant from the NYS Department of Transportation. The Port also received the Pacesetter Award for the third time in four years.

Six Acres Farm Brewery was the 1st place winner of the Next Great Idea 2021 Oswego County Business Plan Competition. The brewing company, which produces fruit-infused beer with locally grown fruit, located in the Town of Mexico, is led by Jenna Behling and Denyel Busch. The $50,000 prize from NGI is being used towards the construction of a 5,000 sf tasting room and to acquire specialty brewing and refrigeration equipment. The total cost of the project is $300,000 and will create 25 jobs at full production.

Stress BioAnalytics, located in the City of Oswego, is a biotech start-up at the Business Expansion Center managed by Operation Oswego County. The business measures stress molecules in hair and fingernails for research institutions. The project was also a participant in the Next Great Idea 2021 Oswego County Business Plan Competition. The $40,000 project was assisted by Operation Oswego County and created 3 jobs.

TDJ is renovating an underutilized industrial complex totaling approximately 893,000 sf on 66.9 acres at the former Riverview Business Park, located in the Town of Volney. The $26,000,000 project will retain 10 jobs with current tenants and is expected to create 45 jobs through new tenants. The facility will be marketed towards semi-conductor supply chain companies and other industrial users. Financial assistance was provided by the COIDA.

CNY REDC was awarded $39.2 million for 51 projects in the CFA Round 12 of the Regional Economic Development Council Awards in 2022. Oswego County was awarded over $5.05 million in funding for 11 projects, representing 12.8% of the funding and 21.5% of the projects. The types of projects awarded funding in Oswego County included advanced manufacturing, sewer infrastructure, planning studies, performing arts, agribusiness, tourism/hospitality, and downtown redevelopment.

Three Oswego County projects were awarded funding through the 2022 ESD Restore NY program. The Pulaski River Revival project in the Village of Pulaski, Market House Oswego, LLC in the City of Oswego, and N.E.T. & Die Manufacturing Expansion in the City of Fulton together received $3.5 million towards projects that represent $24.6 million in total investment. The Restore NY program is meant to address vacant and blighted commercial and residential buildings in downtown districts and other strategic locations.

Daldrop, involves the relocation and expansion of a German-owned clean-room manufacturer to the L. Michael Treadwell Oswego County Industrial Park in the Town of Schroeppel, where they will construct a 40,000 sf LEED-certified manufacturing facility. The company selected a 17-acre site in the park for their future growth. The $6.75 million project will create 30 new jobs. The project was assisted by Operation Oswego County and ESD.

The Village of Phoenix was the winner of Round 1 of the New York Forward Initiative for the Central New York Region receiving $4.5 million for projects to be determined in 2023.
RECOGNIZING ECONOMIC DEVELOPMENT ACHIEVEMENT

On December 31, 2022, L. Michael Treadwell retired after leading Operation Oswego County, Inc. for nearly 40 years.

Treadwell joined Operation Oswego County in 1983 and served as Executive Director throughout his tenure. During that time, Treadwell touched almost every business in the county, at one time or another. Over his tenure, he helped facilitate over $5 billion in capital investment and impacted more than 25,000 jobs in Oswego County. Treadwell also played significant roles in keeping Huhtamaki (formerly Sealright) in Fulton and saving the FitzPatrick Nuclear Power Plant from closure.

Additionally, Treadwell served as the CEO of the County of Oswego Industrial Development Agency, a public-benefit corporation established in 1976 by the Oswego County Legislature and a major economic partnering agency in the County.

Throughout his time at Operation Oswego County, Treadwell was active on numerous boards and organizations that impact the Oswego County and Central New York economies including: Oswego County Workforce Development Board, New York State Economic Development Council, Northeastern Economic Developers Association, International Economic Development Council, Central New York Regional Planning & Development Board, Central New York Regional Economic Development Council, National Association of Development Companies, U.S. Department of Agriculture-Rural Development, U.S. Small Business Administration 504 Financing, co-chair of the Local Planning Committee for both the Oswego and Fulton DRIs, SUNY Oswego Start-Up NY advisory council, Cayuga Community College Foundation, National Business Incubator Association and Council of Development Finance Agencies.

Among his many achievements, Treadwell received the Economic Developer of the Year for New York State from the New York Economic Development Council in 2004, the Financial Services Champion Award from the U.S. Small Business Administration in 2005, and the Northeastern Economic Developers Association’s Lifetime Achievement Award in 2015.

At an event held in his honor in early December 2022, it was announced that the Oswego County Industrial Park had been renamed the L. Michael Treadwell Oswego County Industrial Park. The L. Michael Treadwell Oswego County Industrial Park is a well-established park, home to 14 companies from the industrial, business, and education sectors. In 2021, under Treadwell’s leadership, an additional 185 acres was purchased adjacent to the industrial park for future expansion. With the announcement of Micron investing $100B in Central New York, just a few miles to the south, the industrial park is well poised for continued growth.
The Jobs Award

The 2022 Jobs Award was presented to Novelis in recognition and appreciation of the significant contribution and economic impact of Novelis on the Oswego County and Central New York economies by investing $130 million to upgrade its Oswego operations; for increasing its hot mill capacity by 124,000 metric tons; for being the largest manufacturing employer in the county with 1,150 employees; for being the world’s premier producer of rolled aluminum and the global leader in aluminum recycling; and for its 60 year history of aluminum products manufacturing in Oswego County, NY.

The Ally Award

The 2022 Ally Award was presented to the Oswego County Airport in recognition and appreciation of the vision, commitment and leadership exhibited by the Oswego County Legislature to support and operate an outstanding general aviation transportation asset; for significant investments and improvements that have been made since 2018 or are in process including an 8,000 sf terminal building, apron construction, 8-bay hanger, rehab of 4,000 ft runway 6-24; among other projects, representing a $6.7 million investment of which $4.9 million (73%) was secured via NYS DOT and FAA grants; for playing an integral role in helping to bring water and sewer infrastructure to the area and to the Oswego County Airport Industrial Park; and for being a vital and essential partner in economic development and tourism in Oswego County, NY.

The Business Excellence Award

The 2021 Business Excellence Award was presented to Mentor Ambulance Service in recognition and appreciation for demonstrating outstanding leadership, adaptation and commitment in operating and expanding Mentor Ambulance as a private ambulance service for Oswego County since 1952; for operating 16 advance life support ambulances; for being the primary EMS provider for 9 towns, 3 villages and 2 cities in Oswego County; for employing over 140; for establishing a new 5,600 sf station in Oswego and doubling its station in Fulton to 14,000 sf; for establishing an EMT Academy to grow their workforce directly; and for being a vital and integral part of the County’s healthcare system.
### Assets:
- Cash: $1,214,300
- Accounts receivable: 216,800
- Deposits in loan funds: 44,300
- Other Assets: 21,500
- Loans receivable: 967,300
- Capital assets, net: 2,353,200
- Total assets: $4,817,400

### Liabilities:
- Accounts payable: $223,700
- Security deposits: 700
- Deferred revenue: 35,900
- Debt obligations: 789,900
- Total liabilities: $1,050,200

### Net position:
- Total: $3,767,200

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### Support and revenue:
- Local governments: $778,100
- State and other grants: 21,300
- Rental revenue: 159,000
- Service charge loans: 35,500
- Interest income: 22,300
- Paycheck Protection Program forgiveness: 5,800
- Total support and revenue: $1,022,000

### Operating expenses:
- Program expenses: 1,014,300
- Rental depreciation expense: 52,500
- Management and general: 126,000
- Management and general depreciation: 8,600
- Total operating expenses: 1,201,800

### Change in net position — FY Ended 12/31/22
- Change in net position: (179,800)
- Net position at beginning of year: 3,947,000
- Net position at end of year: $3,767,200
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### 2022 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.

### 2022 ORGANIZATION INFORMATION

**Board of Directors**

**President:** Ellen Holst  
Oswego County Opportunities, retired

**Vice President:** Eric Behling  
Behling Orchards

**Treasurer:** Tricia Peter-Clark  
ConnextCare

**Secretary:** Peter Cullinan  
Exelon, retired

Brian Anderson  
National Grid

Shane Broadwell  
Broadwell Hospitality Group

Bill Carhart  
Oswego County Federal Credit Union

William Galloway  
Century-21 Galloway Realty

Edward Gilson  
Blake Equipment

Thomas Greco  
Fulton Savings Bank

Timothy Hardy  
Attis Ethanol Fulton, retired

Vincent Lobdell  
HealthWay

James Mason  
North Atlantic State Regional Council of Carpenters

Joseph McConnell  
Huhtamaki

Daniel Murphy  
Exelon

James Ransom  
United Wire Technologies

John Sharkey IV  
Universal Metal Works

Michelle Shatrau  
N.E.T. & Die

Joseph Solazzo  
Construction & General Laborers, Local 633

Ronald G. Tascarella  
Pathfinder Bank

Chena Tucker  
Oswego County Workforce Development Board

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

Abby Weaver  
Alberts Group

Richard Weber  
Bond, Schoeneck & King

**Ex-Officio Members**

Gary Toth, Chair  
County of Oswego IDA

James Weatherup, Chairman  
Oswego County Legislature

Tim Stahl, 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

Kevin LaMontagne  
Business Finance Director

Evelyn LiVoti  
Marketing & Development Manager

Karen Perwitz  
Administrative Coordinator

Erin Weaver  
Administrative Assistant & Receptionist

### 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, collaborative, organized and environmentally-friendly atmosphere.
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+):**
- Constellation

**Gold Level ($3,000-4,999):**
- Caraccioli Law PLLC
- C & S Engineers
- National Grid

**Silver Level ($1,000-2,999):**
- Broadwell Hospitality Group
- Fulton Savings Bank
- SUNY Oswego
- The Kallet Theater

**Bronze Level ($500-999):**
- Century 21 Galloway Realty
- Construction & General Laborers Local 633
- EJ USA
- George Joyce
- Pathfinder Bank

**Partner Level ($100-499):**
- Behling Orchards
- Chirello Advertising
- Compass Credit Union
- Eastern Shore Associates
- N.E.T. and Die
- Oswego County Business Magazine
- Oswego Valley Insurance Agencies
- Lynn & Gary Toth
- Universal Metal Works
- Teresa Woolson

**Friends of OOC Level ($25-99):**
- Corte Spencer & Muriel Clark

**Special Thank You for Sponsors of the 2022 Annual Meeting:**
- Community Bank
- Fulton Savings Bank
- NBT Bank
- Pathfinder Bank

**Contributing Board Members:**
- Eric Behling
- Shane Broadwell
- Tricia Peter-Clark
- Peter Cullinan
- William Galloway
- Edward Gilson
- Timothy Hardy
- Ellen Holst
- Vincent Lobdell
- James Mason
- Daniel Murphy
- John Sharkey IV
- Michelle Shatrau
- Ronald G. Tascarella
- Chena Tucker
- Abby Weaver
- Richard Weber