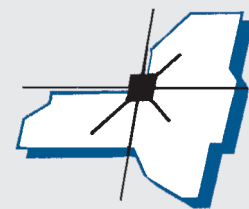


County of Oswego Industrial Development Agency



Annual Report
FY 8/1/04-7/31/05

Enabling Legislation

In accordance with New York State General Municipal Law article 18-A, the County of Oswego Industrial Development Agency was formed on April 25, 1973. Section 911-b constitutes the enabling legislation for the County of Oswego Industrial Development Agency.

Section 911-b: County of Oswego Industrial Development Agency

For the benefit of the County of Oswego and the inhabitants thereof, an industrial development agency, to be known as the COUNTY OF OSWEGO INDUSTRIAL DEVELOPMENT AGENCY, is hereby established for the accomplishment of any or all of the purposes specified in title one of article eighteen-A of this chapter. It shall constitute a body corporate and politic, and be perpetual in duration. It shall have the powers and duties now or hereafter conferred by title one of article eighteen-A of this chapter upon industrial development agencies and provided that the exercise of the powers by such agency with respect to the acquisition of real property whether by purchase, condemnation or otherwise, shall be limited to the corporate limits of the county of Oswego, and such agency shall take into consideration the local zoning and planning regulations as well as the regional and local comprehensive land use plans. It shall be organized in a manner prescribed by and be subject to the provisions of title one of article eighteen-A of this chapter. Its members shall be appointed by the governing body of the county of Oswego. The agency, its members, officers and employees and its operations and activities shall in all respects be governed by the provisions of title one of article eighteen-A of this chapter.

Board of Directors

Carolyn Rush
Chair

Dee C. Heckethorn
Vice Chair

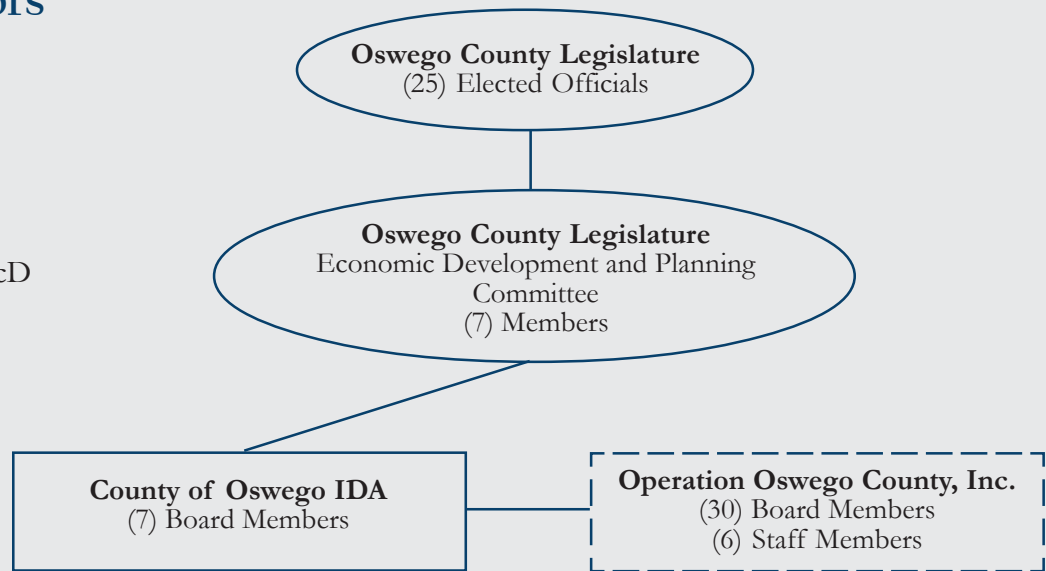
L. Michael Treadwell, CEcD
Secretary/Treasurer

Donald Kunzwiler

Arthur Ospelt

Morris Sorbello

Gary Toth



Mission Statement

The County of Oswego Industrial Development Agency’s mission is to establish and implement sound economic development strategies in order to enhance the economic vitality of Oswego County’s businesses, industries, communities, and citizens, leading to an overall better quality of life. Key to the Agency’s mission is the creation and retention of job opportunities, diversification and strengthening of Oswego County’s economic base, and developing the local economy in a planned, organized, and environmentally compatible manner.

Goals

- To create new employment opportunities through the attraction of or the creation of new businesses;
- To create new employment opportunities through the expansion of existing businesses;
- To retain existing employment opportunities;
- To enhance and encourage capital investment by new and expanding businesses;
- To increase the County's tax base;
- To help stabilize and diversify the County's local economy;
- To help facilitate the development of essential services or businesses generally lacking in the County;
- To target financial assistance to key industrial clusters critical to the County's economy, including manufacturing, health care, education, tourism, energy, and agribusiness;
- To leverage the greatest level of private and non-IDA financial assistance as possible;
- To work cooperatively with local governments and school districts to further economic development progress; and
- To improve the quality of life in Oswego County.

Objectives

- The issuance of Private Activity Bonds (tax-exempt or taxable bonds) to finance eligible manufacturing and commercial projects. The issuance of Civic Facility Revenue Bonds (tax-exempt or taxable bonds) to finance eligible not-for-profit 501(c)(3) organizations' projects.
- The issuance of tax-exempt bonds for pollution control facilities.
- The issuance of tax-exempt bonds for other projects that are eligible for financing in compliance with Federal and NYS legislation.
- Providing to eligible and qualified businesses exemptions from real property taxes, sales and use taxes, and mortgage recording taxes consistent with the County of Oswego IDA's Uniform Tax Exemption Policy.
- Providing financial assistance to micro-enterprise businesses utilizing the County of Oswego IDA's Micro-Enterprise Revolving Loan Fund.
- Providing financial assistance to eligible and qualified businesses utilizing the County of Oswego IDA's PILOT Revolving Loan Fund, HUD Revolving Loan Fund, and General Revolving Loan Fund.
- Serving as a conduit, as appropriate, to apply for and secure Federal and State government grants for economic development projects.
- Providing bridge financing for eligible and qualified businesses that will be receiving permanent financing through the SBA 504 loan program in cooperation with Operation Oswego County, Inc.
- Assisting in acquiring, constructing, and renovating necessary and appropriate real estate, working in cooperation with Operation Oswego County, Inc., to enhance and further economic development, including industrial park properties, incubator facilities, speculative buildings, and sites, etc.
- Collecting and distributing PILOT payments to taxing authorities in accordance with the General Municipal Law of the State of New York.
- Complying with the State Environmental Quality Review Act (SEQRA) on all projects assisted by the County of Oswego IDA.
- Working in partnership with government, education, labor, business and economic development agencies to maximize development potential and sustainability of the economy in Oswego County.

Networking and Coordination Highlights

- Recapitalization of the Micro-Enterprise Program: the county of Oswego transferred \$111,495 to the IDA from its HUD account to recapitalize the MEP;
- Columbia Mills Brownfield site: demolition and reconstruction was performed on the Columbia Mills pump station in order to address both safety and water flow issues at the site in the town of Minetto. The IDA owns the site and is conducting both remediation and development initiatives of the 90-acre Brownfield site;
- Presentation on IDA financing made to the Finance Strategic Planning Committee of the Oswego County Legislature;
- Letter of support provided to SUNY Oswego School of Business For “Advancing Free Trade with Latin America;”
- Letter of support for City of Oswego’s request to NYSDOT for new traffic relief road--104 East Commercial Area Alternative Route;
- Participated in New York State Economic Development Council’s 2004 IDA Survey;
- Letter of support for federal funding for the Small Business Development Center program to be included in the FY 2005 Commerce-Justice-State Appropriations bill;
- Approved easements for Mitchell Street improvements at the Lake Ontario Industrial Park;
- Coordinated securing letters of support to be used for the NYS Assembly IDA hearings on civic facility revenue bonds;
- Coordinated letters of support from Oswego Health and St. Luke for legislation that would make permanent the authority of IDAs to finance civic facility projects and remove the \$20 million cap;
- Letter of support for the Building Skills in New York State grant program;
- Letter of support for the Oswego City Revitalization Corp. for an application to the New York Main Street Program;
- IDA annual employment survey completed for 95 companies assisted by the IDA; and
- The ESD Notification of Initial Allocation for the issuance of Private Activity Bonds in 2005 was \$3,294,000.

Public Hearings Held 8/1/04-7/31/05

9/28/04	Sure-Lock Industries, LLC
9/30/04	Northeast Biofuels, LLC
3/28/05	Old Man’s Place
3/31/05	Erie Boulevard Hydropower LP
7/18/05	Oswego City School District Public Library

Financial Assistance

Project	Location	Type	Projected Jobs		Financial Assistance		Total Project Cost	Status
			New	Ret.	Type	Amount		
Sunset RV Park	Oswego	Service	6	0	MEP RLF	\$15,000	\$297,190	Funded
Stupp's Towing & Body Repair	Hannibal	Service	1	0	MEP RLF	\$15,000	\$74,000	Funded
Village Pizzeria	Hannibal	Retail	5	0	MEP RLF	\$15,000	\$154,000	Funded
Canal Commons	Oswego C.	Retail	45	0	PILOT RLF	\$100,000	\$993,100	Funded
Central Square Farm & Equine Supply	W. Monroe	Retail	4	0	PILOT RLF	\$15,000	\$191,350	Funded
Empire Fresh Cuts	Oswego	Mfg.	32	0	S/L	N/A	\$2,422,000	Leased
			0	0	Gen. RLF	\$36,000	\$36,000	Funded
Do-Shea Enterprises	Mexico	Retail	0	7	HUD RLF	\$15,000	\$23,519	Funded
KLG Transit	Granby	Transportation	3	3	PILOT RLF	\$15,000	\$146,000	Funded
Manhattan Moon	Constantia	Retail	8	0	HUD RLF	\$25,000	\$225,000	Funded
Matangi Motels	Oswego C.	Service	15	0	PILOT RLF	\$50,000	\$1,597,000	Funded
Modheshwari Motels	Oswego C.	Service	13	0	PILOT RLF	\$50,000	\$1,271,000	Funded
North Shore Powder Coating	Constantia	Mfg.	6	0	PILOT RLF	\$15,000	\$71,500	Funded
Old Man's Place	Granby	Retail	12	0	PILOT RLF	\$135,000	\$650,000	Funded
					PILOT RLF	\$60,000		Approved
Pack's Short-N-Sweet	Granby	Retail	3	0	PILOT RLF	\$15,000	\$45,525	Funded
C. Richmond, Esq.	Oswego C.	Service	4	0	PILOT RLF	\$13,000	\$275,400	Funded
Sure-Lock Industries	Oswego C.	Mfg.	24	0	PILOT RLF	\$250,000	\$2,087,000	Funded
					S/L	N/A		Approved
Oswego School District Public Library	Oswego C.	Service	2	0	CFRB	\$3,500,000	\$5,600,000	Approved
Brascan/Erie Blvd. Hydro	Orwell	Electric Gen.	0	3	S/L	N/A	\$2,500,000	Leased
Northeast Biofuels	Volney	Mfg.	51	0	S/L	N/A	\$148,360,000	Approved
Fulton Tool Company	Fulton C.	Mfg.	13	12	S/L	N/A	\$3,556,915	Leased
Huhtamaki	Fulton C.	Mfg.	60	0	S/L	N/A	\$2,000,000	Approved
New York Chocolate & Confections Co.	Fulton C.	Mfg.	35	0	Grant	\$20,427	\$2,400,000	Funded
Minetto Volunteer Fire Corp.	Minetto	Service	0	0	Grant	(0.5 acres)	N/A	Funded
Winter Harbor	Hastings	Service	28	0	S/L	N/A	\$1,366,530	Leased
Total:			370	25		\$4,359,427	\$176,343,029	

Loan Program

Loans Paid in Full

Project	Location	Type	Original Loan Date	Loan Type	Amount
Cheap Seats Sports Bar	Oswego C.	Retail	6/03	Gen. RLF	\$ 69,160
Fulton Chocolate	Fulton C.	Mfg.	10/03	Gen. RLF	\$ 300,000
Fulton Screen Printing	Fulton C.	Mfg.	4/00	PILOT RLF	\$ 45,000
Home Run Results	Mexico	Service	5/00	MEP RLF	\$ 12,500
Lakeshore Hardwoods	Richland	Mfg.	9/99	MEP RLF	\$ 12,000
Mahoney's Salmon River Outdoors	Albion	Retail	12/03	MEP RLF	\$ 15,000
Oliver B. Paine Greenhouse	Granby	Retail	2/02	Gen. RLF	\$ 40,000
Ontario Outfitters	Oswego C.	Retail	9/99	Gen. RLF	\$ 15,000
Oswego Wire	Scriba	Mfg.	4/98	PILOT RLF	\$ 200,000
Peppercorns, Inc.	Richland	Retail	2/97	Gen. RLF	\$ 60,000
Peppercorns, Inc.	Fulton C.	Retail	9/02	PILOT RLF	\$ 50,000

Bad Debt Loans

Project	Location	Type	Original Loan Date	Loan Type	Amount	Bad Debt
Garden Gate Greenhouses	Minetto	Retail	12/02	MEP RLF	\$ 15,000	\$ \$12,497 (Bankrupt)

Definitions for Types of Financial Assistance

- MEP RLF-- Micro Enterprise Program Revolving Loan Fund
- PILOT RLF-- Payment in Lieu of Taxes Revolving Loan Fund
- General RLF-- General Revolving Loan Fund
- S/L-- Straight Lease Transaction
- HUD RLF-- Housing and Urban Development Revolving Loan Fund
- CFRB-- Civic Facility Revenue Bonds

Distribution of 2005 PILOT Payments

	<u>Amount</u>	<u>%</u>
School Districts	\$4,251,654	60.2
City/Town/Village	\$ 855,214	12.1
County	\$1,778,002	25.2
County IDA*	<u>\$ 179,752</u>	<u>2.5</u>
<u>Total:</u>	\$7,064,622	100.0

*County's prorata share was split 90/10 with IDA to recapitalize the IDA's PILOT RLF in 2005

