



Operation Oswego County

*An Economic and Job Development Corporation
Serving Oswego County, NY*

2025 ANNUAL REPORT





BUILDING A STRONGER ECONOMY TOGETHER



I want to start by extending my sincere thanks to all of the partners and stakeholders within our county and regional economic development ecosystem that helped to make 2025 another great year for Oswego County! The passion and dedication of so many organizations, businesses, governments, and individuals all pulling in the same direction to support the advancement of Oswego County is truly inspiring. Over the past year, Operation Oswego County, Inc. (OOC) as an organization has seen remarkable growth and change with the addition of two new board of directors, the re-election of six board of directors, and a new board Treasurer.

In 2025, OOC helped to promote business development by assisting 43 projects that will, when fully implemented, invest more than \$196 Million dollars, create and/or retain 1,422 permanent jobs, and support 693 temporary construction jobs. Throughout the past year, we saw significant investment in the manufacturing, tourism & hospitality, agribusiness and energy industries by businesses who chose to locate or expand in Oswego County. These include:

- **Daldrop SBB in the Town of Schroepfel**
- **TrAvery Manufacturing in the City of Oswego**
- **Selkirk Lighthouse & Marina Hotel in the Town of Richland**
- **Lock 1 Distilling in the Village of Phoenix**
- **Six Acres Farm Brewery in the Town of Mexico**
- **Oswego Energy & Rail Park in the Town of Volney**

In addition, several initiatives were supported that will positively impact the economy and quality of life of residents in Oswego County. The L. Michael Treadwell Oswego County Industrial Park Expansion was able to secure all necessary funding and complete design and engineering, the development of a county wide MicroEnterprise grant fund, completion of the Oswego County Housing Assessment & Development Strategy, and the development of a board led strategic plan and rebranding.



\$196,378,954
CAPITAL
INVESTMENT

Looking forward to 2026, OOC will prioritize the continued development of shovel ready sites to support new and expanding business, developing new business incubation capacity, supporting small business growth with innovative programming, facilitating more business focused events, focusing investment in our target industry clusters, and implementation of the organizational strategic plan.



43 PROJECTS

Operation Oswego County, along with the County of Oswego IDA, Oswego County Civic Facilities Corporation, the Oswego County Legislature and our other partners, will continue to sustain the growth and diversity of the County's economy, create and retain good paying jobs, increase the tax base, and strive to make Oswego County a better place to pursue a career and raise a family.

..... **Austin Wheelock, CECd**
Executive Director



\$17,994,000
ESTIMATED NEW
ANNUAL PAYROLL

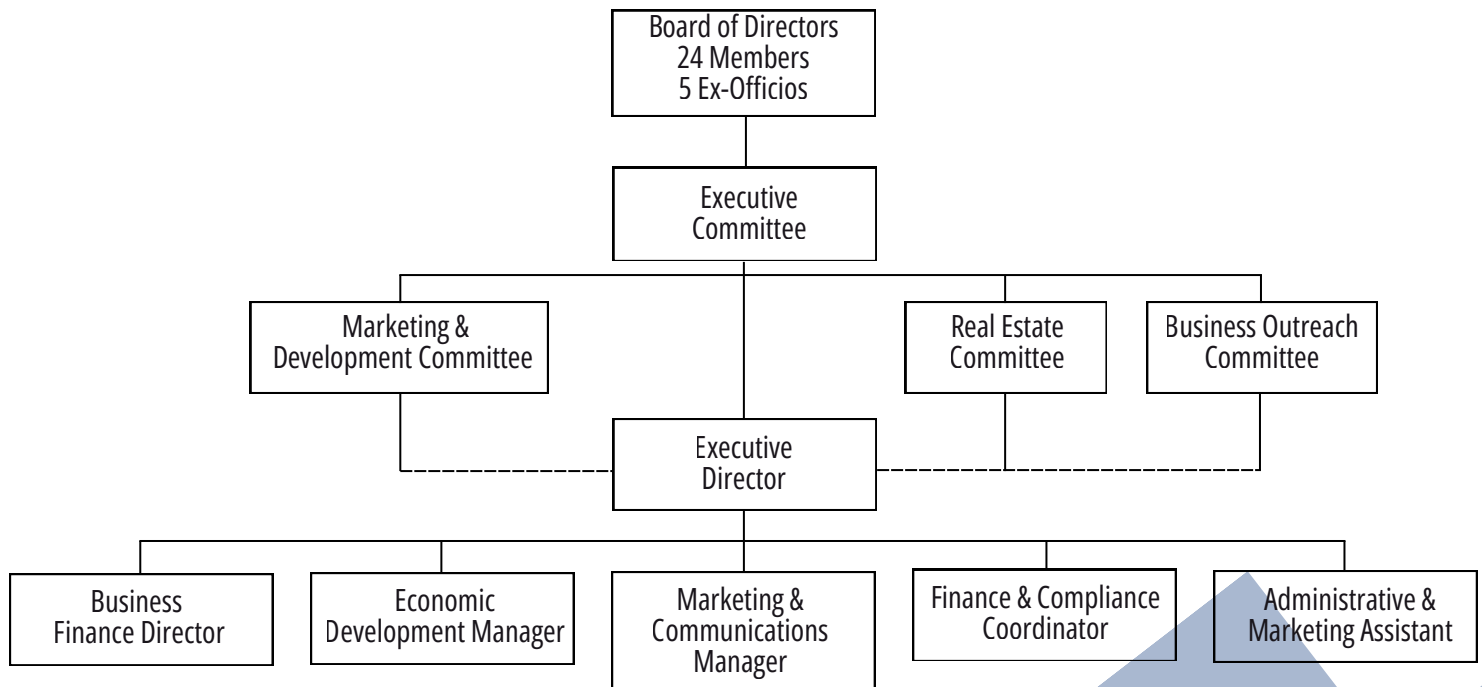


1,422
NEW/RETAINED
JOBs





ORGANIZATIONAL 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, collaborative, organized and environmentally-friendly atmosphere.



BOARD OF DIRECTORS

BOARD MEMBERS

President: Pete Cullinan
Exelon, Retired

Vice President: John Sharkey IV
Universal Metal Works

Treasurer: Ronald G. Tascarella
Pathfinder Bank

Secretary: Eric Behling
Behling Orchards

Shane Broadwell
Broadwell Hospitality Group

Robert Chetney
Fulton Savings Bank

Joseph Demars
Huhtamaki Inc.

William Galloway
Century 21 Galloway Realty

Edward Gilson
Blake Equipment, Retired

Brian Heffron
Citi BOCES

Ellen Holst
Oswego County Opportunities, Retired

Ryan Malone
W.D. Malone Trucking & Excavating

James Mason
North Atlantic States Regional Council of Carpenters

Daniel Murphy
Constellation Energy

Colin Palm
The Fulton Companies

Tricia Peter-Clark
ConnexCare

Rachel Pierce
Oswego County Workforce New York

Jim Ransom
United Wire Technologies

Peter Redmond
Novelis

Tom Roman
Transworld Business Advisors Exit Factor of Syracuse

Michelle Shatrau
N.E.T. & Die

Chena Tucker
Richard S. Shineman Foundation

Abby Weaver
Alberts Group

Richard Weber
Bond, Schoeneck & King, PLLC

Ex-Officio Members

Nick Canale, Jr.
Canale's Restaurant

Mary Ellen Chesbro
Oswego County Legislature

Phil Church
Oswego County Administrator

Dr. Peter O. Nwosu
President of SUNY Oswego

James Weatherup, Chairman
Oswego County Legislature



2025 HIGHLIGHTED PROJECTS



SELKIRK LIGHTHOUSE & MARINA, LLC

Location: Town of Richland

Jobs: 9

Total Project Cost: \$3,883,000



DALDROP SBB, LLC

Location: Town of Schroepfel

Jobs: 30

Total Project Cost: \$11,100,000



6 ACRES FARM BREWERY

Location: Village of Mexico

Jobs: 20

Total Project Cost: \$600,000



TRAVERY MANUFACTURING

Location: City of Oswego

Jobs: 22

Total Project Cost: \$10,224,000



IMPACT SUMMARY [1953 - 2025]

Since its inception in 1953, Operation Oswego County, Inc. has played a pivotal role in driving economic growth through significant capital investments, fostering job creation and retention across Oswego County. Take a look at the substantial impact below:

**CAPITAL
INVESTMENT**
\$5,969,209,978

Capital investment plays a key role in driving economic growth, with funds directed toward equipment, facilities, technology, and other assets that foster long-term benefits, boost productivity, create jobs, and strengthen our county's future prosperity.

**NEW/RETAINED
JOBS**
33,649

New jobs are created by business attraction and business growth, while retained jobs are preserved through efforts to maintain stability, both of which are essential for fostering a thriving workforce and strengthening our county's economy.



PROGRAMS & SERVICES HIGHLIGHTS

- Site Selection Assistance
- Promotion & Marketing
- Financial Packaging
- Industry/Government Liaison
- Assistance in Accessing Special Incentive Programs
- Specialized Research and Technical Assistance
- Retention/Expansion Programs
- Real Estate Development & Management



COLLABORATIONS

In 2025, Operation Oswego County was proud to collaborate with our local, regional, state and federal partners and stakeholders to advance many important economic development initiatives. Some of these highlighted collaborations are:

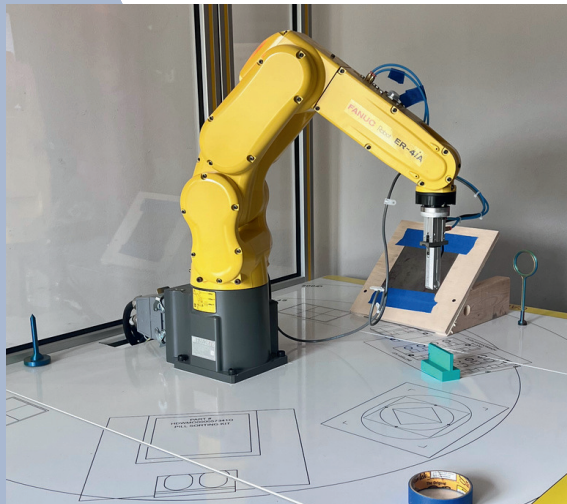
- Oswego County Micron Strategy Steering Committee
- Greater Oswego Fulton Chamber of Commerce & Oswego County Workforce Development (Network with a Purpose)
- Oswego County Childcare Initiative Fund
- SOCRIS Infrastructure with Oswego County & 8 Municipalities
- Lake Ontario National Marine Sanctuary
- NYSED, ESD, & CenterstateCEO



STRATEGIES & INITIATIVES

In 2025, Operation Oswego County assisted in the completion and/or advancement of many economic development initiatives and programs that will lead to further investment in Oswego County. Some of these highlighted programs and initiatives are:

- Site Development - OCIP Expansion, secured \$8.1M ESD FAST NY & \$625,000 National Grid for critical infrastructure
- Developed MicroEnterprise Grant program that will provide \$300,000 in grant assistance to Oswego County small business over next two year
- Supported extension of Nuclear ZEC program and new advanced nuclear generation in Oswego County
- Provided technical assistance to 21 businesses and community projects that secured \$20.8M in state and federal grants





AWARDING ECONOMIC EXCELLENCE

MARTIN ROSE ECONOMIC DEVELOPER MERIT AWARD



2025 AWARD WINNER: RONALD TASCARELLA

The 2025 Martin Rose Economic Developer Merit Award was presented to Ron Tascarella in recognition and appreciation of his outstanding record of leadership, expertise, support and commitment to enhance the economic vitality of Oswego County's businesses, industries, communities and citizens. He was recently employed as the Executive Vice President and Chief Lending Officer at Pathfinder Bank for eighteen years, playing an integral role in the Bank's success, growing their loan portfolio by hundreds of millions within Oswego County. Additionally, he contributed to the local banking industry for over four decades, serving on numerous board and organizations that are vital to economic development and quality of life in Oswego County, NY.

BUSINESS EXCELLENCE AWARD



2025 AWARD WINNER: SORBELLO AND SONS FARMS

The 2025 Business Excellence Award was presented to Sorbello and Sons Farms in recognition and appreciation for demonstrating outstanding leadership and commitment in operating and retaining Sorbello and Sons Farms in Oswego County. For showing resiliency, adaptation and growth as the 4th generation owners in an evolving agribusiness marketing. For investing in expanded facilities and new technology to improve crop yields while reducing their carbon footprint, and for over 100 years of agriculture and business excellence in the Town of Granby in Oswego County, NY.

JOBS AWARD



2025 AWARD WINNER: OSWEGO INDUSTRIES

The 2025 Jobs Award was presented to Oswego Industries in recognition and appreciation of the significant contribution and economic impact of Oswego Industries on the Oswego County economy by providing contract textile manufacturing and other specialty services in the City of Fulton. Employing over 100 persons with disabilities and 165 total jobs. For continuing adaptation to the needs of the populations they serve, and for its 57 year history of business and community growth in Oswego County, NY.

DEE HECKETHORN ENTREPRENEUR AWARD



2025 AWARD WINNER: SCOTT ANTONACCI

The 2025 Dee Heckethorn Entrepreneur Award was presented to Scott Antonacci in recognition and appreciation of exceptional entrepreneurial spirit, creativity and dedication for starting multiple advanced manufacturing and prototyping businesses in the Town of Schroepfel. Additionally, for his collaborative efforts with Genius NY participants furthering entrepreneurial activity across upstate NY, and for his vision to bring investment and innovation in emerging industry sectors like unmanned aerial vehicles and 3D additive metal printing to the Oswego County Industrial Park.

THE ALLY AWARD



2025 AWARD WINNER: THE GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

The 2025 Ally Award was presented to the Greater Oswego-Fulton Chamber of Commerce in recognition and appreciation of the vision, commitment and leadership exhibited by the Greater Oswego-Fulton Chamber of Commerce to support local businesses through comprehensive membership services, operating the Oswego and Fulton Farmers Markets supporting agriculture, partnering with Operation Oswego County on ribbon cuttings and groundbreakings, participating in special initiatives like the Oswego County Childcare Investment Fund and the Oswego County Micron Strategy Steering Committee and for being a vital and essential partner in economic development in Oswego County, NY.



NET POSITION - FY ENDED 12/31/25

Assets:

Cash	\$ 1,556,395
Accounts Receivable	120,861
Deposits in Loan Funds	44,305
Loans Receivable, Net	701,130
Capital Assets, Net	1,681,337
Deferred Outflow of Resources	17,195
Total Assets	\$ 4,632,187

Liabilities:

Accounts Payable	\$ 66,622
Deferred Revenue	6,730
Debt Obligations	200,095
Total Liabilities	273,445
Deferred Inflow of Resources	29,398
Net Position	\$ 4,329,342



CHANGE IN NET POSITION - FY ENDED 12/31/25

Support and Revenue:

Local Governments	\$ 883,000
State and Other Grants	85,000
Rental Revenue	123,000
Service Charge Loans	3,000
Interest Income	73,000
Miscellaneous Income	29,000
Gain on Sale of Land	363,000
Total Support and Revenue	\$ 1,559,000

Operating Expenses:

Program Expenses	\$ 1,001,000
Rental Depreciation Expense	46,000
Management and General	132,000
Management and General Depreciation Expense	6,000
Total Operating Expenses	1,185,000
Change In Net Position	374,000
Net Position at Beginning of Year	3,955,000
Net Position at End of Year	\$ 4,329,000



REAL PROPERTY OWNED - FY ENDED 12/31/25

PROPERTY	ADDRESS	TAX MAP ID	SIZE (ACRES)	BUILDING SIZE (SF)
CiTt BOCES Phoenix Center	70 Co. Rt. 59, Schroeppel	303.00-02-03.08	4.56	7,150
Discovery Day Care Center	80 Co. Rt. 59, Schroeppel	303.00-02-03.09	2.52	6,500
OOC Office Building	44 West Bridge St., Oswego	128.54-06-01	0.11	4,000
L. Michael Treadwell Oswego County Industrial Park	St. Rt. 264 & Co. Rt. 59, Schroeppel	303.00-02-03.12; 303.00-02-03.01; 303.00-03-09.03	65.00	—
Oswego County Airport Industrial Park	Howard Rd. & St. Rt. 176, Volney	202.00-08-09.1; 202.00-08-15; 219.00-05-41	130.18	—
Oswego County Industrial Site (adjacent to Lake Ontario Industrial Park)	Smith Beach Rd. & CSX Rail Line, Oswego	110.76-01-02.02	3.18	—

OOC Real Property Dispositions During FYE 12/31/25

PROPERTY	ADDRESS	TAX MAP ID	SIZE (ACRES)	PRICE
Oswego County Business Expansion Center	185 E. Seneca St., Oswego	128.34-01-01	3.5	\$442,025





MARKETING STATS & HIGHLIGHTS



New potential **business meetings** were conducted

63 times.

Mentioned in **229** plus publications, from local to regional levels.



8,486

e-news & newsletters **were distributed.**

OOC staff **delivered 15** presentations across Oswego County.



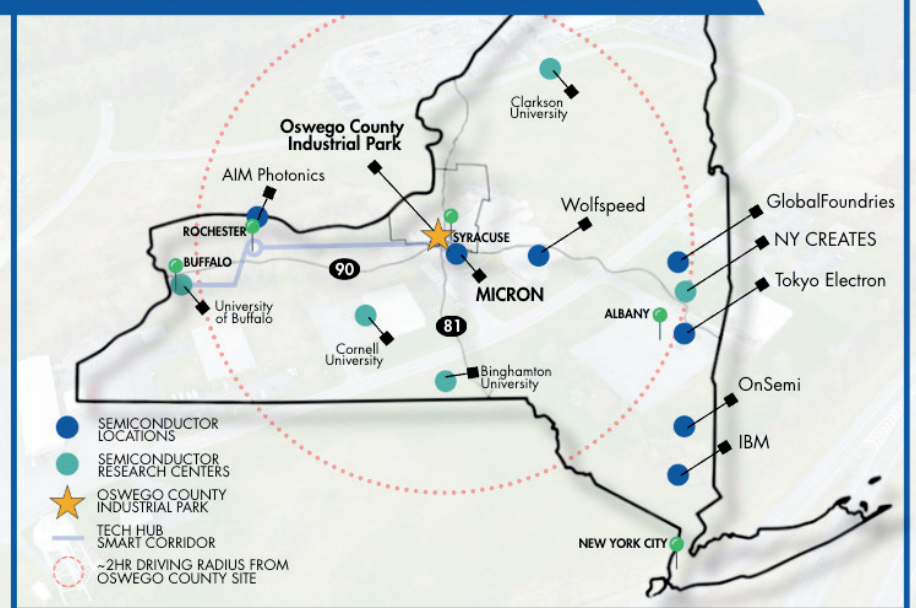
A total of **29** events were **attended and represented by** OOC staff.

15 events were **planned, both in** collaboration with partners and individually.



The OOC **website received 12,300** visitors with an avg. visit time of 0:00:73.

OSWEGO COUNTY'S VALUE TO SEMICONDUCTOR ECOSYSTEM



“Operation Oswego County played a major role in helping us launch both Old City Hall and The Foundry. Without their support, these developments simply wouldn't have been feasible. Their guidance and resources helped us turn our vision into reality, and we're proud to contribute to the continued growth and revitalization of the Oswego community.

- Ed Alberts, Owner
Old City Hall Brewery





EVENTS ATTENDED & PLANNED HIGHLIGHTS

SEMICON WEST

As part of efforts to attract semiconductor supply chain businesses, Oswego County representatives, including Legislature Chairman James Weatherup, Legislature Mark Bombardo, Oswego County Workforce Development Director Rachel Pierce, and Operation Oswego County Executive Director Austin Wheelock, attended SEMICON West in San Francisco. This increased participation gave the Oswego County team valuable insight into industry needs and opportunities tied to the nearby Micron investment. This will position the county for growth and strategic investments in new business, workforce development, infrastructure, housing, and quality-of-life assets.



MANUFACTURING SUMMIT

The 2nd Annual Oswego County Manufacturing Summit took place at Cayuga Community College. The event was a day filled with insightful discussions, engaging questions, and valuable connections. The summit featured presentations from key leaders, representing manufacturing, workforce development, and economic development sectors, shared insights on industry challenges and explored opportunities for growth, innovation, and long-term sustainability.



NUCLEAR ADVOCACY

In 2025 Operation Oswego County participated as a speaker and panelist at many events focused around the development of new advanced nuclear generation in New York State. These discussions helped shape future nuclear policy in the state while also positioning Oswego County as a leader in nuclear energy and a priority location for new nuclear investment. These events were hosted by state and economic development agencies including NYSDERDA, NYPA, and the NYSED.



SOCIAL MEDIA HIGHLIGHTS

TOTAL FOLLOWERS

 **1,902**

Our growth rate was 32% compared to the national average of 3.5%.

TOTAL ENGAGEMENT

 **9,135**

Engagements include likes, link clicks, comments and shares on posts.

TOTAL REACH

 **99,066**

Reach is the number of unique people who saw OOC content across all social channels.



FACEBOOK
TOTAL FOLLOWERS
959



INSTAGRAM
TOTAL FOLLOWERS
117



LINKEDIN
TOTAL FOLLOWERS
826



E-NEWS
TOTAL FOLLOWERS
628



FOUNDATIONS OF SUPPORT

Each year, OOC asks local businesses and individuals to drive our Annual Support Initiative, which is vital in promoting Oswego County as a prime location for business development. These contributions enable us to implement targeted marketing strategies that have expanded our reach locally, regionally, and nationally. With continued support, we can further enhance our promotional efforts, attract new businesses, and foster growth throughout the county. Together, we are building a stronger, more sustainable future for Oswego County.



REGIONAL CHAMPION

FULTON SAVINGS BANK

GROWTH PARTNER

C&S COMPANIES

COMMUNITY CATALYST

NATIONAL GRID
PORT OF OSWEGO AUTHORITY
AMERICU
CARACCIOLI LAW

ECONOMIC ALLY

RICHARD S. SHINEMAN FOUNDATION
NBT BANK
BROADWELL HOSPITALITY

BUSINESS ADVOCATE

HUHTAMAKI
PATHFINDER BANK
N.E.T. & DIE
COMMUNITY BANK
EASTERN SHORE INSURANCE AGENCY

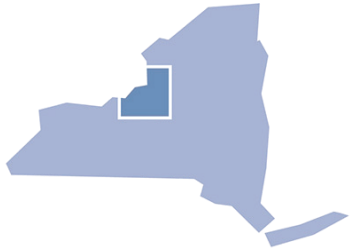
FRIEND OF OOC

UNIVERSAL METAL WORKS
RON TASCARELLA
OSWEGO COUNTY BUSINESS MAGAZINE
TERESA WOOLSON
GEORGE JOYCE

BOARD MEMBER SUPPORTERS

SHANE BROADWELL
PETE CULLINAN
JOSEPH DEMARS
WILLIAM GALLOWAY
EDWARD GILSON
ELLEN HOLST
COLIN PALM

TRICIA PETER-CLARK
RACHEL PIERCE
JOHN SHARKEY IV
MICHELLE SHATRAU
RON G. TASCARELLA
CHENA TUCKER



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