

July 2002

Prospects, Progress & Partnerships

**STEG**  
Southern Tier  
Economic Growth

## Anchor Glass Invests in Elmira Heights Plant

Anchor Glass Container Corporation's recently invested \$34 million in its Elmira Heights plant, increasing its production capacity by 17 percent.

According to Mike Sopp, general manager of the Elmira Heights plant, Anchor put its money into the modernization of a glass production furnace and to purchase new bottle fabricating machinery and state of the art inspection, packaging and labeling equipment.

"Our business is very strong, perhaps the best it's been in 20 years," Sopp said. "These upgrades position Anchor to meet customer demand more quickly and efficiently, and to handle the current boom in the glass container business."

The Elmira Heights 826,000 square foot plant produces over two million glass containers per day, 90 percent of which are sold to customers in New York state, including Anheuser Busch, Seneca Foods, F. X. Matt Brewing Company and Cantisano Foods. It employs 370 people and pays among the highest annual wages in the region.

According to George Miner, president of Southern Tier Economic Growth (STEG), an impact analysis prepared by Ridgewood Economic Associates revealed that the Elmira Heights plant has an incredible economic impact on the region and the state — over \$97 million annually. He added that the



New York Governor George Pataki and Chemung County Executive Tom Santulli receive a tour of Anchor Glass's new \$34 million furnace and production line from Plant Manager Mike Sopp.

company receives assistance from the Elmira Empire Zone, New York Power Authority, Empire State Development Corporation, and the Chemung County Industrial Development Agency.

"The Elmira Heights plant is one of the most successful glass-manufacturing plants in the country," noted Chemung County Executive Tom Santulli. "This major undertaking guarantees the future of the facility."

New York Governor George Pataki also noted that the investment is, "a vote of confidence that Anchor is committed to upstate New York and committed to the workforce here."

Anchor Glass Container Corporation is the third largest producer of glass beverage containers in America and has 11 other plants around the nation.

# New York Energy \$mart<sup>SM</sup> Programs Address Growing Concerns



As concerns grow throughout the nation regarding the availability and cost of electricity, New York State is staying ahead of the energy curve. The New York Energy \$mart<sup>SM</sup> programs are a critical component of the state's energy strategy.

The goals of the New York Energy \$mart<sup>SM</sup> programs are to help businesses, municipalities, institutions, and residents across the state reduce energy costs and preserve the integrity of the state's electric transmission and distribution systems. This is done by providing industry with incentives to improve the efficient use of energy and to promote innovative, renewable energy technologies. The current funding for these programs is approximately \$150 million per year for a five-year period, which ends June 30, 2006.

The New York State Energy Research and Development Authority (NYSERDA), which administers the New York Energy \$mart<sup>SM</sup> programs, also helps leverage co-funding from the private sector. In fact, in the first 2.5 years the programs ran, NYSERDA leveraged over \$420 million in private-sector dollars to help with program implementation, bringing the initial round of investment to well over \$654 million.

The results of the New York Energy \$mart<sup>SM</sup> programs are paying off. Rate payers have saved more than \$100 million in annual energy costs, and energy use has been cut by more than 880 million kilowatt hours — enough energy to power approximately 150,000 homes for a year.

As a partner in economic development, NYSERDA has worked with Southern Tier Economic Growth (STEG) to provide funding to various energy-efficiency and research and development projects in Chemung County. More than \$530,000 in financial and technical assistance has been provided to a wide range of companies served by STEG, including Anchor Glass, Toshiba Display Devices, Silicon Carbide Products and Fennell Industries. Several service- and community-oriented entities have also taken advantage of the New York Energy \$mart<sup>SM</sup> programs.

By creating marketing information tailored towards the needs of economic development professionals throughout New York state, NYSERDA hopes to increase the exposure and implementation of the its New York Energy \$mart<sup>SM</sup> programs. STEG worked closely with NYSERDA to develop a handbook

that will assist economic development professionals in identifying and directing customers to the appropriate New York Energy \$mart<sup>SM</sup> programs.

## New York Energy \$mart<sup>SM</sup> Programs

### Energy-Efficiency Services

The New York Energy \$mart<sup>SM</sup> energy-efficiency programs use incentives to industry to encourage the use of energy-efficient products in new construction projects, and offer low-interest, revolving loans for the renovation of existing buildings.

The energy-efficiency programs also help develop an expanded and comprehensive energy services industry and technical assistance network in the state to provide customers with value-added services that help save energy and money.

### Research and Development

The New York Energy \$mart<sup>SM</sup> research and development program focuses on demonstrating renewable and energy-efficient technologies that are new to the market, and facilitates the commercialization of these products through field testing, evaluation, and information dissemination. Historically, NYSERDA has attracted significant co-funding to accelerate the manufacture of new products in New York state, while encouraging collaboration, teaming and networking on the state, regional and national levels.

### Environmental Monitoring, Evaluation and Protection

The transition to a competitive market offers opportunities and challenges to the research community. New partnerships are needed to bring renewable products to the end-user and to minimize the energy content of goods and services. In addition to product development, NYSERDA takes great care to collect the information necessary to protect sensitive ecosystems in New York that might be adversely impacted by a range of pollutants.

For more information on any of these programs, please contact STEG at (607) 733-6513 or NYSERDA toll-free at (866) NYSERDA (866-697-3732).

# Ohio Company Expands to Southern Tier

Ohio Logistics, a warehousing, distribution and transportation company based in Finlay, Ohio, opened Southern Tier Logistics in the Chemung County Commerce Center in Horseheads, New York. The expansion is the company's first in New York state.

With 200,000 square feet of space, Southern Tier Logistics services the warehouse and distribution needs of a handful of manufacturing customers in the Chemung Valley. The firm has the option to lease an additional 800,000 square feet of space in the center to accommodate growth. Southern Tier Logistics also includes a transportation group, which operates its own fleet of vehicles.

According to James Johnson, vice president of Southern Tier Economic Growth (STEG), his organization began working with Ohio Logistics in 2001, when the company contacted STEG looking for distribution space. "We narrowed down the field very quickly to the Chemung County Commerce Center and made the necessary introductions," Johnson said. He added that the company has been certified as a Zone Business through the Elmira Empire Zone.



Ohio Logistics has three other facilities: Penn Centre, an 80,000-square foot facility in State College, Pennsylvania; I-69 Logistics, a 250,000-square foot facility in Gas City, Indiana; and Tall Timbers Distribution Center in Finlay, Ohio, which has a total of 800,000 square feet.

Southern Tier Logistics joins Toshiba as tenants in the former A&P facility. Eighty-thousand square feet of office space remains available, along with the 800,000 square feet optioned by Southern Tier Logistics. The facility has parking for 1,400 automobiles and a prime 10-acre parcel for development directly off the highway interchange.

## STEG Web Site Offers More for You

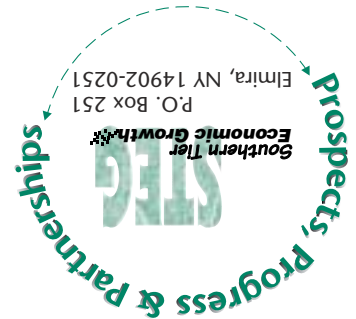
Take a moment to check out our Web site at [www.steg.com](http://www.steg.com), and you'll find two new things that we've added in order to provide you with better service.

Our first addition is a link to NYSite Finder, a property search tool that provides you with more information on the available buildings and sites in Chemung County. Accessible by clicking on the "Available Sites" button, the NYSite Finder lets you search for a property by name or geographical area, or you can put in your requirements and budget parameters and let NYSite Finder match them to what's available. There's also a map you can click on to show the exact location of a site or building you're interested in. The information provided on NYSite Finder is as up-to-date as if you made a phone call to our office. Instructions on how to use it are available online.

Our second addition is a registration form to help you gain easy access to our site and services. You'll be asked to fill it out when you surf for tax forms or enter the "Hot Topics" section of our Web site. Our goal is to gain a better understanding of who uses the site and why so that we can explore and implement new ways to serve you better. Rest assured that any information you provide to STEG will not be distributed to any third party. The



registration form is a one-time only request for information that will take just a minute of your time, yet it will help ensure that the services you need to grow your business are just a click away now, and in the future.



## A New Business Starts in Elmira



John and Kathy Peris show off their company's industrial laser that's capable of cutting thick steel while maintaining close tolerances.

From the ashes of the recession comes J. K. Peris, Inc., a new sheet metal fabricating business in the Elmira Empire Zone.

"This was the perfect time to start our new business venture," said John and Kathy Peris of Elmira, the owners and operators of J. K. Peris, which opened this spring. "We have a lot of faith in the economic viability of the area."

Using the assets the company purchased from the former Hungerford Corporation, J.K. Peris has the capabilities to shape, form, and weld sheet metal and structural steel into machine components and finished goods. Its strongest suit is a 15-ton industrial press capable of cutting inch-thick steel while maintaining close tolerances. The company services a

variety of industries.

John Peris brings a good deal of practical experience to the table. He holds an engineering degree from the Rochester Institute of Technology and has over 30 years experience in plastic and glass design processing, machine tool development, and management. John has also retained the former sales manager of Hungerford to help re-cultivate former business relationships.

Located at 1110 Sullivan Street in Elmira, the former

site of in-to-it Label Company, which recently expanded its operations to a larger facility in the Elmira Empire Zone, J. K. Peris employs seven people and expects to add four more employees by the end of the year. It's very likely that the company will employ up to 35 people within three years.

James Johnson, vice president of Southern Tier Economic Growth (STEG), noted that with the help of STEG and its economic development partners, J. K. Peris negotiated a \$75,000 grant from the Empire State Development Corporation, and will also receive financial assistance through REDEC and the Elmira Empire Zone.