

STERLING NORTH AMERICA DELIVERS 10X ON JOBS WITH SUFFOLK COUNTY IDA HELP



HAUPPAUGE, NY Sterling North America, a leading provider of commercial print management services, is expanding once again in Suffolk County with the support of the Suffolk County Industrial Development Agency (SCIDA). The company is investing more than \$6 million to acquire and renovate a 40,895-sq-ft building at 101 Corporate Dr. This project will increase capacity, bring outsourced work back in-house, and create additional jobs — all while relying on local vendors and contractors.

Founded in 2007, Sterling North America serves clients across the financial services industry and the broader tri-state business community. The company specializes in digital printing and print fulfillment for critical shareholder reports, compliance materials, and other high-volume, time-sensitive communications. Its clients include banks, insurers, and publicly traded companies that rely on Sterling's precision, confidentiality, and regulatory expertise.

Sterling's partnership with the Suffolk IDA began in 2021. At the time, the company was looking to consolidate its operations, which were spread across multiple locations in Hauppauge. With IDA assistance, Sterling leased and renovated a vacant 75,000-sq-ft facility at 70 Corporate Dr. The \$3.75 million project was designed to

retain 127 jobs and create 12 new positions, while allowing the company to improve workflow and eliminate reliance on certain out-of-state vendors.

"That original investment has already paid dividends. Sterling has since more than doubled its workforce, employing 253 people today. The company has also increased its payroll significantly, with average annual salaries exceeding \$55,000.

"Sterling promised 12 jobs [in 2021] and ended up turning in more than 100, which is awesome," said Joshua Slaughter, a member of the Suffolk County Industrial Development Agency's board of directors. "This is certainly a success story."

In 2024, Sterling returned to the Suffolk IDA to support its next phase of growth. Located adjacent to its existing facility, the newly acquired building at 101 Corporate Dr. will enable the company to further expand operations, boost efficiency, and invest in sustainability. Sterling is installing advanced digital presses and a new paper waste recovery system that will allow the company to repurpose waste rather than sending it to a landfill or incinerator.

To support the project, the Suffolk IDA approved a 15-year economic incentive package. The investment will help retain 253 jobs and create at least eight new positions, increasing the company's total payroll to over \$14.4 million. In addition, the renovation work is expected to generate approximately 400 construction jobs in the local economy.

"The Suffolk County Industrial Development Agency has played a crucial role in our regional expansion and success," said Ed McAllister, president and CEO of Sterling North America. "Their continuous support has been invaluable; without it, we might have had to consider relocating our business out of state. We are proud of our strong presence on Long Island and remain committed to being a cornerstone of the local community as we continue to grow."

As with its previous project, Sterling



Shown (from left) are: Dominic Yannotti, Ed McAllister, Eric David and John Oshmann

will continue to follow the Suffolk IDA's "Long Island First" policy, which prioritizes the use of local vendors and contractors whenever feasible. That policy ensures that investments supported by the IDA deliver broader economic benefits across the region — not just for the companies involved, but for surrounding businesses and communities as well.

"Sterling North America Inc. has been a valued partner of the IDA since 2021. What began with support for a single facility and the promise of 12 jobs has transformed into an impressive creation of more than 100 additional positions," said Kelly Murphy, executive director and CEO of the Suffolk County IDA. "They truly exemplify the kind of partnership we are proud to cultivate. Their ongoing growth within our region is not just substantial, it's a testament to their commitment to supporting local businesses, which plays a vital role in the economic development of our county."

Sterling's combined investment of nearly \$10 million in Suffolk County is a clear example of how the right resources and strategic partnerships can support long-term business growth. If your business is considering expansion, relocation, or investing in new technologies, the Suffolk County IDA offers the expertise, financial tools, and partnerships to help make it happen. Sterling North America is a clear example of how a successful public-private relationship can foster growth and create high-quality jobs in Suffolk County.

Make the Suffolk County IDA your first call. We'll provide your business with a wealth of expertise, explore potential financial incentives, assist you with workforce training and recruitment, and be a committed partner at every stage.

To learn more about how the Suffolk County IDA can help your business grow, visit www.suffolkida.org or call 631-853-4802.

SC IDA | SUFFOLK COUNTY INDUSTRIAL DEVELOPMENT AGENCY

MOVE TO SUFFOLK: YOUR LAUNCHPAD TO SUCCESS

- ✓ World-class research centers, cutting-edge laboratories, and top universities
- ✓ 55,000+ businesses in Suffolk focusing on tech, life sciences, pharma, and manufacturing
- ✓ Highly skilled workforce to power growth
- ✓ Top-rated schools, pristine beaches, and vibrant downtowns provide an enhanced quality of life



Make your business move a reality with SCIDA incentives
SuffolkIDA.org • 631.853.4802

Learn More >