

Veteran Owned Business Achievement (VOBA) Award

Art Zimmer, Owner

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“Your accomplishments speak for themselves, and we are proud to have had you as winner...”

- Robert H. Linn, Managing Partner, Ernst & Young upon congratulating Art for being one of the 2003 Ernst & Young Entrepreneurs of the Year ®

Art Zimmer has owned and operated A. Zimmer Ltd. for 26 years. Art bought the “Syracuse New Times” when it had three employees, circulation under 2,000 and sales under \$200,000.00. Today Zimmer’s “New Times” employs 50 full and part time employees, has circulation over 35,000 and sales of more than a \$1,000,000.00 a year. Not bad for a guy who graduated last in his high school class!

Art began his journey by enlisting in the U.S. Army after high school. He served four months in the active reserve, three years in the regular Army, and three more years in the reserves. His tour of duty in the Army took him from the family farm in Hamilton, NY to Ft. Dix, NJ; Ft. Monmouth, NJ; Ft. Slocum, NY; Ft. Chaffee, AR; White Sands Missile Range, NM; and Ft. Bliss, TX.

After serving in the Army, Art embarked on his first entrepreneurial venture with Zimmer’s Pure Maple Sugar Company, a maple sugar candy manufacturing and distributing company back home on the family farm. After spending the earnings he made from that business on a boat trip with an unexpected ending, he hitch-hiked to Syracuse penniless.

In Syracuse, he found the opportunity in The Syracuse New Times. When he purchased the business it was just one weekly paper in a rented office. Today he owns a 24,000 square-foot office building, supplying office space to five other businesses and publishes a monthly parenting magazine Family Times. His company also prints more than a dozen other publications, some annually and some quarterly.

Along this incredible path, Art owned and operated extensive real estate, hotel and resort properties. He owned restaurants, a graphics arts company and a commercial printing business. He created and was the director for 16 years of the Syracuse Ski Show - a show that grew to be the largest pure ski show in the U.S. He also owns and operates a ultra-luxury motor car company, manufacturing the vehicles in Syracuse.

Art is very active in the Syracuse community and has been a strong supporter of over 100 community groups over the past few years. He is a regular counselor for SCORE providing expert counseling to other business owners who can learn so much from his many years of success. He created and ran the very successful SALT (Syracuse Area Live Theatre) Awards and a similar event for youth called the SALT Y (Syracuse Area Live Theatre Youth) awards. He works on the annual Street Painting Festival and the

Syracuse Area Music Awards (SAMMYS). Art wrote, directed, and produced the Broadway style musical show Cruizin' Thru the 1950's now in its eighth year. It is the only local show to sell out every performance of every show--- every year!

The determined and respected entrepreneur's company, A. Zimmer Ltd has survived four recessions, keeping a variety of businesses thriving, many for more than 10 years each. Now that is staying power!