

OSWALDS MILL AUDIO

A SWEET SOUND IN PENN'S WOODS



CASE STUDY



COMMUNITY
Berks County

REGION
Southeast Pennsylvania

- IMPACT**
- Creating unique high-quality audio systems
 - Utilizing Berks County and the Lehigh Valley's skilled workforce and prime location

TUNING INTO OPPORTUNITY

Oswalds Mill Audio (OMA) makes the world's finest high-fidelity equipment, including loudspeakers, tube amplifiers, turntables, and audio furniture. These sound systems are an outlier in the audio world — providing pure sound in a unique design that is something people have never experienced before.

Starting OMA wasn't Jonathan Weiss' initial plan, but it's where he landed. After earning degrees from Princeton University and the London School of Economics and working as a filmmaker, Weiss was eventually led to Oswalds Mill in Berks County, PA, where the story of OMA begins.

LOCAL NATURAL RESOURCES MAKE BEAUTIFUL MUSIC

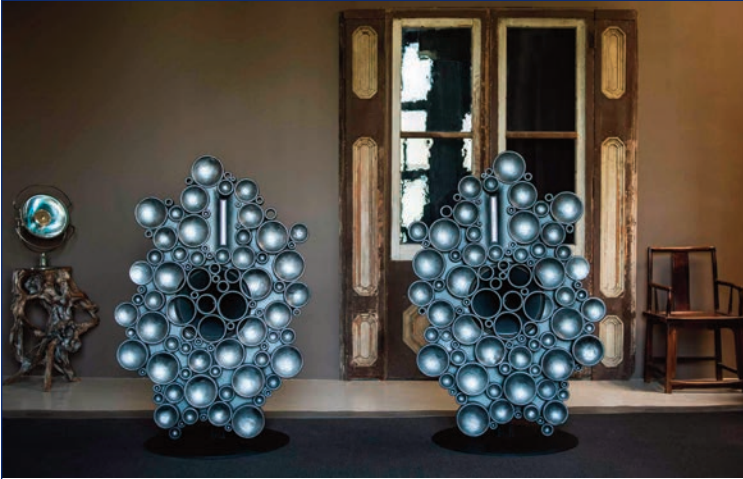
When Weiss came to Berks County, he was instantly captivated by Oswalds Mill — this continent's only known example of an integrally built house-mill, which allowed the miller and his family to work and live in the same residence. This mill not only gave Weiss his company's name — it also connected him with countless skilled craftsmen who would help him renovate the mill and eventually create sound systems.

Everything OMA produces is made with Pennsylvania partners. OMA utilizes a woodshop located in Bally, PA that only uses Pennsylvania hardwoods. All of the slate comes from quarries in Slatedale, PA, which is cut by a Mennonite family near Kutztown, PA. The metal-casting foundry OMA uses is in Temple, PA.

"I'm proud that we are able to make some of the world's most beautiful products from the raw materials around us right here in Pennsylvania. I'm proud of where my product comes from. When you have the resources that we have in Pennsylvania, of course you're going to be proud of it."

— Jonathan Weiss
Founder and CEO, OMA

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THE SOUND OF SUCCESS

Jonathan Weiss is creating a bright future for OMA with support from skilled Pennsylvania artisans and the Pennsylvania Department of Community and Economic Development (DCED). With the added support from DCED's Pennsylvania Industrial Developmental Authority (PIDA) loan, OMA was able to purchase a three-building complex in Fleetwood, PA.

The competitive interest rate enabled Weiss and company to reduce their down payment and channel that savings into creating a unique event space emblematic of historic preservation. It also allowed OMA to continue working on new systems that will, of course, be proudly made in Pennsylvania.

Pennsylvania Industrial Development Authority (PIDA)

PIDA provides low-interest loans and lines of credit to eligible businesses that commit to creating and retaining full-time jobs, and the development of industrial parks and multi-tenant facilities. Loan applications are packaged and underwritten by certified economic development organizations — in this case, the Greater Berks Development Fund. Visit dced.pa.gov/pida to learn more.

