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WEEKLY EDITION | VOL. 37 | No. 4 | JANUARY 23, 2023 | \$3.00



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LUXURY APARTMENTS PLANNED IN ENDICOTT

ENDING CREDIT: ATLAS JAMES CONSTRUCTION & FABRICATION



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Syracuse, N.Y. 13204

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- January 30 List: Casinos
- January 30 Special Report: Cybersecurity
- February 6 List: Colleges and Universities
- February 6 Special Report: Banking & Credit Union Report
- February 13 List: Skilled-Nursing Facilities
- February 13 Special Report: Small Business/Buy Local
- February 20 List: Conference & Meeting Facilities
- February 20 Special Report: Wealth Management
- February 27 List: Tax Preparers
- February 27 Special Report: Law/Accounting/Taxes
- March 6 List: Economic-Development Agencies
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- March 13 List: Coworking Spaces
- March 13 Special Report: Energy/Environment/Sustainability
- March 20 List: Architects
- March 20 Special Report: CNY Construction Projects

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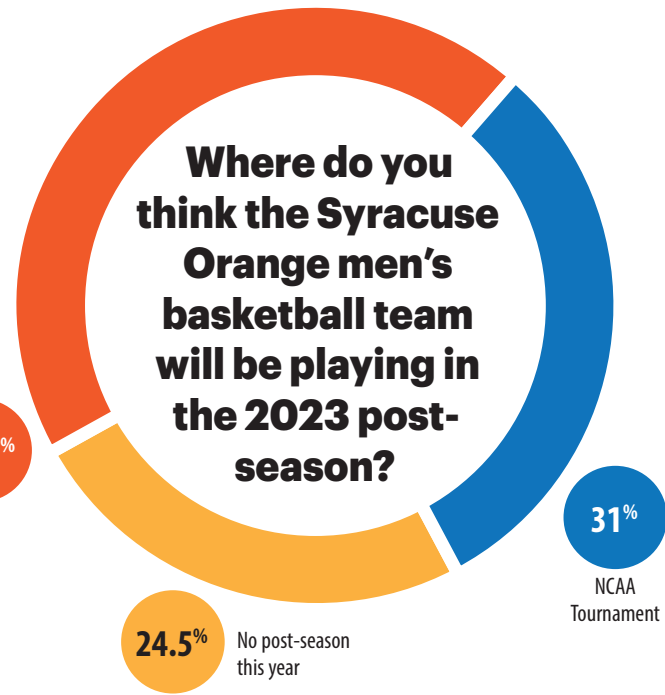
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Here are the results of the latest poll on cnybj.com:

TOTAL RESPONSES:

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CNYBJ Briefs



The Bassett Medical Center in Cooperstown.

Bassett adds robotic-assisted weight-loss surgery to offerings

COOPERSTOWN — Bassett Healthcare Network has expanded its services to include technologically advanced robotic-assisted Roux-en-Y gastric-bypass surgery as a weight-loss surgery option.

Dr. Joon Shim, attending surgeon and program director of the general-surgery residency program, recently performed Bassett's first surgery of this type.

"Robotic-assisted surgery is a tool that enables surgeons to make even smaller incisions resulting in faster recovery, less post-operative pain, and shorter hospital stays," Shim said in a news release. "Rural patients deserve the same options available in large urban areas."

The robotic-assisted Roux-en-Y gastric-bypass surgery provides a three-dimensional view of the

surgical field with high definition and a magnification 10 times what the human eye can see, Shim said.

"We can innovate in rural hospitals and improve the outcomes of our patients with excellent results," she added.

Bassett's bariatric surgery team received quality recognition for patient safety and better outcomes including the Blue Distinction Center+ for Bariatric Surgery by Excellus BlueCross BlueShield and accreditation by the Metabolic and Bariatric Surgery Accreditation and Quality Improvement Program.

Bassett Healthcare Network covers a 5,600-square-mile region in upstate New York with five hospitals, more than two dozen community-based health centers, 21 school-based health centers, and two skilled-nursing facilities.

Corn production in New York fell nearly 17 percent in 2022

New York farms produced 80.5 million bushels of corn for grain last year, down 16.9 percent from 96.86 million bushels in 2021.

That's according to a Jan. 12 report from the USDA National Agricultural Statistics Service (NASS), Northeastern Regional Field Office.

The total yield per acre in the Empire State averaged 140 bushels per acre in 2022, down 27 bushels per acre, or 16.2 percent, from 167 bushels in the previous year.

Area harvested for grain corn totaled 575,000 acres last year, down less than 1 percent from 580,000 in 2021, the USDA NASS said.



PHOTO CREDIT: NYS DEPT. OF AGRICULTURE & MARKETS WEBSITE

New York soybean production declined almost 14 percent last year

New York farms produced 14.63 million bushels of soybeans in 2022, down 13.8 percent from 16.96 million bushels the prior year.

That's according to a Jan. 12 report from the USDA National Agricultural Statistics Service (NASS), Northeastern Regional Field Office.

The total yield per acre in New York averaged 45 bushels per acre last year, down 8 bushels per acre, or 15.1 percent, from 53 bushels in 2021.

Area harvested for soybeans totaled 325,000 acres in 2022, up more than 1.5 percent from 320,000 the year before, according to the USDA NASS.



PHOTO CREDIT: USDA.GOV



PHOTO CREDIT: MWPAL TWITTER PAGE

The Munson-Williams-Proctor Arts Institute (MWPAL) in Utica.

Munson-Williams-Proctor Arts Institute announces new board chair, trustee

UTICA — F.X. Matt III is the new board chair of the Munson-Williams-Proctor Arts Institute, and the board also welcomed Laura Tansey Wetzel of Cooperstown as a new board trustee.

Matt has served on the board for several terms since 2007. He previously served as board chair from 2013-2016 and has worked closely with the finance and governance committees.

He succeeds William Craine, who served as chair for the last three years, and helped Munson-Williams take major steps forward in its organization strategic plan, including the development of a campus master plan and a new brand it will unveil in March. During his tenure, the organization navigated the COVID-19 pandemic, relaunched in-person events, welcomed the largest PrattMWP College class to date, grew membership, and welcomed several new directors.

"William Craine successfully led Munson-Williams' Board of Trustees through tumultuous and exciting times," Munson-Williams President/CEO Anna D'Ambrosio said in a release. "We look forward to F.X. Matt III's leadership as we move ahead on our rebrand and vision for the future."

Board member Christian Heilmann serves as vice chair while Dietra Harvey serves as secretary.

The new trustee Wetzel was the director of quality management and regulatory compliance at Bryn Mawr Hospital, Main Line Health System, in Pennsylvania before moving to the area. She has served on the boards for the Guild of the Glimmerglass Festival and the Catskill Symphony Orchestra, among others. Wetzel has served as a Museum of Art docent since 2019.

Munson-Williams-Proctor Arts Institute, founded in 1919, includes a 12,000-work collection, the PrattMWP College of Art and Design, community arts classes for all ages, and a calendar of performances and events throughout the year.

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Gov. Kathy Hochul on Jan. 10 delivering the State of the State address in Albany.

New state office to oversee Micron's \$100 billion investment

Will help develop state's semiconductor industry

BY ERIC REINHARDT
ereinhardt@cnybj.com

ALBANY — Gov. Kathy Hochul is creating an office that will oversee both Micron Technology's

(NASDAQ: MU) \$100 billion investment for a semiconductor campus in Clay and the state's overall effort to develop its semiconductor industry.

Hochul's office refers to it as GO SEMI, which is short for the Governor's Office of Semiconductor Expansion, Management, and Integration. The governor announced her plan to create the office during

her Jan. 10 State of the State address in Albany.

Empire State Development will lead GO SEMI with support from experts from numerous state agencies. It will work in coordination with federal and local partners and oversee investments in the semiconductor industry. GO SEMI will also help form and implement a broader, national model for "maximizing industry and community returns" on such public/private partnerships.

"Micron's historic investment in New York State will create thousands of jobs, cement our

manufacturing leadership, and is a testament to businesses seeing opportunities to relocate, grow and thrive in our state," Hochul contended. "Our forward-thinking new GO SEMI office will build on that groundbreaking momentum, bringing public and private sector partners together to attract even more investment, jobs and businesses to New York State."

The creation of GO SEMI follows Micron's proposed \$100 billion investment in Central New York to build the largest memory chip fab in the world, along with the opportunity for growth re-

sulting from New York's Green CHIPS program and the federal CHIPS and Science Act.

Micron plans to create nearly 50,000 jobs statewide, including 9,000 new high-paying Micron jobs with an average annual salary of over \$100,000 and more than 40,000 community jobs. The project will also create thousands of prevailing-wage construction jobs, Hochul's office noted.

When complete, the complex will include the nation's largest clean-room space at about 2.4 million square feet, the size of nearly 40 football fields. ■



Gov. Kathy Hochul on Jan. 10 announced the Governor's Office of Semiconductor Expansion, Management, and Integration, or GO SEMI. The office will oversee Micron Technology's \$100 billion investment in an upcoming semiconductor campus in Clay and developing the state's semiconductor industry. Hochul provided details in her 2023 State of the State address.

Federal funding to help Port of Oswego Authority make repairs to Oswego Harbor

BY ERIC REINHARDT
ereinhardt@cnybj.com

OSWEGO — The Port of Oswego Authority will use a federal grant of nearly \$18 million to help pay for the completion of repairs to Oswego Harbor's west break wall.

"Significant" repairs are needed on deteriorated sections of the west break wall, the office of U.S. Senate Majority Leader Charles Schumer (D-N.Y.) announced Jan. 6.

The west arrowhead breakwater protects the harbor's primary channel, which allows for safe navigation between Oswego

Harbor and Lake Ontario.

The \$17.9 million in federal funding is part of the recently passed \$1.7 trillion federal-budget package for fiscal year 2023.

"This is vital to the port's expanding business, local farmers and the many [businesses] that depend on the port," William Scriber, executive director and CEO of the Port of Oswego Authority, said. "As we close out a record setting year in 2022 with the most tonnage in over two decades, this project is an investment in continued business and job growth in Central New York."

Schumer explained that



The Port of Oswego Authority will use nearly \$18 million in federal funding for repairs to Oswego Harbor, the office of U.S. Senate Majority Leader Charles Schumer (D-N.Y.) announced Jan. 6.

Oswego Harbor is the only commercial harbor in New York state on Lake Ontario. It has four operating businesses that use the harbor in addition to two marinas

that are integral to Central New York's agriculture and manufacturing sectors.

Waterborne transportation that the harbor facilitates sup-

ports \$24.4 million in business revenue; 119 direct, indirect, and induced jobs; and \$8 million in labor income for the transportation sector, per Schumer's office.



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New CEO starts duties at St. Camillus, Integrity Home Care

BY ERIC REINHARDT
ereinhardt@cnybj.com

GEDDES — A leadership transition is underway at St. Camillus, a nursing and rehabilitation facility, and Integrity Home Care Services in the town of Geddes.

The nonprofit on Jan. 16 announced Michael Schafer is now serving as president and CEO.

Schafer, who started in his position on Dec. 16, previously served as VP for the St. Camillus nursing facility for 11 years. St. Camillus is located at 813 Fay Road in the town of Geddes.

He's succeeding Aileen Balitz, who plans to retire Jan. 27 after having served 31 years as president and CEO of St. Camillus.

Integrity Home Care Services is an affiliate of St. Camillus, which says it provides personal-care services to "help people

remain safe, independent, and empowered at home." It also provides support for caregivers.

Schafer has extensive operational knowledge, strategic experience, and the ability to develop relationships with staff, residents, donors, clinical partners, and community members, St. Camillus said. In addition, Schafer has previously served as an administrator for two other nursing facilities prior to joining St. Camillus.

"I am very excited to be provided the opportunity to lead the organization and continue to collaborate with the passionate and committed board members and St. Camillus team to navigate the organization through these challenging industry times," Schafer said in a statement. "The collective focus remains to continue to revision the St. Camillus of the future

and to support our greatest asset which continues to be the dedicated staff that drive the provision of quality care and services."

About Balitz

Balitz's career at St. Camillus spanned a total of 48 years. She started as a speech-language pathologist in 1974. Balitz was appointed president/CEO following her father's retirement in 1991. Her father, Robert Mack, was the founding administrator of St. Camillus.

"I was privileged to work with my father," Balitz said. "He inspired me to think more creatively, to identify and support people who had a passion for helping others and to advocate as strongly as possible for long term care."

During her career at St. Camillus, Balitz helped to launch the Katherine Clancy Brown

(KB) Rehabilitation Unit in 1992, which has provided care to thousands. She also helped oversee the start of Integrity Home Care Services in 1996 and an onsite LPN (licensed practical nurse) school with OCM BOCES in 2001.

Balitz also helped start a partnership with Upstate Medical University's Department of Physical Medicine and Rehabilitation in support of St. Camillus' brain injury and rehabilitation programs. The partnership has continued for more than 30 years, the organization noted.

In addition — through a partnership with Christopher Community in 2018 — she was part of the groundbreaking of Harborbrook Apartments, which is next to St. Camillus. Harborbrook is a 60-unit independent-housing complex, which



PHOTO CREDIT: ST. CAMILLUS

Michael Schafer is the new president and CEO of St. Camillus and its affiliate, Integrity Home Care Services. St. Camillus is a nursing and rehabilitation facility at 813 Fay Road in the town of Geddes. Schafer is succeeding Aileen Balitz, who will retire on Jan. 27 after serving 31 years as president and CEO.

includes 20 units that are supported by St. Camillus. ■

⌵ BUSINESS JOURNAL INDEX ⌵

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The Central New York
BUSINESS JOURNAL

Ask Rusty: Will My Work Earnings Affect My SS Benefits?

Dear Rusty: I am presently 67 years of age and am still working full time. I am receiving Medicare coverage, but I have not yet applied for monthly Social Security (SS) payments. I have been told that I can take SS payments even if I am still working. Is that correct? Is there a limit to how much I can earn each year and still receive SS payments?

Signed: Working but Wondering

Dear Working: Social Security's so-called "earnings test" applies only to those who haven't yet reached their full retirement age. At 67 years of age, you are already past your SS full retirement age (FRA) of 66 years and 2 months, which means there is no longer a limit to how much you can earn from working. Regardless of how much you earn, your monthly Social Security benefits will not be affected, so you can claim your Social Security at any time and not worry about your benefits being affected.

You should also know that because you haven't yet claimed your Social Security, your monthly benefit has been growing since you reached your full retirement age in October 2021. You've been earning delayed retirement credits (DRCs) at the rate of 0.667 percent more benefit for each month you have delayed claiming, so your benefit now at age 67 would be over 8 percent more than it would have been at your FRA last year. And, if you wish to, you can continue waiting to claim SS and continue to earn those DRCs to get a still-higher benefit. But DRCs stop when you reach age 70, when you would get your maximum Social Security benefit — about 31 percent more than your FRA amount — so never wait past age 70 to claim.

To recap: because you've already passed your full retirement age you can claim your SS benefit now and get a benefit which is 8-plus per-

cent more than you would have received if you claimed at your full retirement age, or you can continue to wait and get an even higher amount by claiming even later. Which way to go depends a lot on your current financial needs and your life expectancy. If you don't urgently need the money now and are in good health and expect at least average longevity (about 84 for a man your current age), then waiting longer to claim would be a smart move. But if you need (or want) the money now, then claiming at this time would also be a wise choice. In either case, you don't need to worry about your earnings from work negatively affecting your monthly Social Security benefit — they won't. ■

Russell Gloor is a national Social Security advisor at the AMAC Foundation, the nonprofit arm of the Association of Mature American Citizens (AMAC). The 2.4-million-member AMAC says it is a senior advocacy organization. Send your questions to: ssadvisor@amacfoundation.org.

Author's note: This article is intended for informational purposes only and does not represent legal or financial guidance. It presents the opinions and interpretations of the AMAC Foundation's staff, trained and accredited by the National Social Security Association (NSSA). The NSSA and the AMAC Foundation and its staff are not affiliated with or endorsed by the Social Security Administration or any other governmental entity.

RUSSELL
GLOOR
Viewpoint

Luxury apartments planned in Endicott

BY TRACI DELORE
tdelore@cnybj.com

ENDICOTT — Atlas James Construction & Fabrication recently announced it will build a \$30 million, 150-unit luxury apartment complex near the intersection of Odell Avenue and Watson Boulevard in Endicott.

Atlas James Construction owner Stephen Donnelly says his Vestal-based firm is in the final stages of negotiating the parcel acquisition from Phoenix Investors, LLC, with hopes to break ground on the project in May. He is also working with the Village of Endicott and Town of Union for necessary approvals and will receive a 10-year PILOT (payment in lieu of taxes) agreement from The Agency - Broome County IDA/LDC.

The demand for housing is only growing, he says, especially since Imperium 3 New York announced it plans to add about 1,200 jobs to Endicott's nearby Huron Campus by 2028. Couple that with the recent announcements in support of turn-

ing the Southern Tier into a battery-technology-innovation hub, Donnelly says the need for housing, especially housing that caters to working professionals, is acute.

"If we're going to make Endicott ... a mecca for battery manufacturing, we have to make sure we have the infrastructure in place," he says.

Consumers, especially after COVID-19, are looking for places to live that offer convenience, comfort, and for many, the ability to work from home, he notes. That's why Serenity Tower will offer a business center, study areas, a daycare center, coffee bar, game room, 24-hour fitness center, and on-site security along with its one-, two-, or three-bedroom apartments.

The apartments will all feature energy-efficient appliances, in-unit washers and dryers, and underground parking for all residents.

Donnelly's hope is that Serenity Tower offers up what professionals moving here from areas like the Silicon Valley or



Atlas James Construction & Fabrication hopes to break ground this May on its proposed 150-unit luxury apartment building, Serenity Tower. Developers hope the structure will be a draw for professionals in the Greater Binghamton area and those relocating here.

RENDERING CREDIT: ATLAS JAMES CONSTRUCTION & FABRICATION

big cities are seeking. In addition, having such luxury housing available can help companies recruit that new talent.

Funding for the project comes from \$10 million in private investments by Atlas James Construction & Fabrication and several private partners and \$20 million in financing through M&T Bank. Atlas James Construction, with a 55 percent share, is majority owner

of Serenity Tower.

Interest in the apartments has been great, Donnelly says, with most units already under pre-lease. His plan is for all of the units to be pre-leased before the building opens. He expects that opening to happen, at the earliest, at the end of 2024, but more likely toward the end of the first quarter of 2025.

"We're excited about it," Donnelly says.

Atlas James Construction & Fabrication will spearhead the project and partner with LeChase Construction Services, LLC, which has an office in Binghamton, on project management.

Founded in 2022, Atlas James Construction provides residential and commercial construction, general contracting, natural-stone countertops, and construction management. ■



The corporate headquarters of SRC, Inc. in Cicero

SRC awarded nearly \$14M contract modification from U.S. Air Force

BY JOURNAL STAFF
news@cnybj.com

CICERO — SRC Inc. was recently awarded an almost \$14 million modification to previously awarded U.S. Air Force contract for the Sensor Beam Program.

This pact provides for the contractor to research, analyze, technically document, and perform reviews on electromagnetic systems, events, and signatures required by all services and other U.S. agencies, according to a Jan. 11 contract announcement from the U.S.

Department of Defense.

Work will be performed at SRC's San Antonio, Texas office, and is expected to be completed by Jan. 31, 2024. No funds are being obligated at the time of award, per the announcement. The Acquisition Management and Integration Center, Detachment 2, at the Joint Base San Antonio in Lackland, Texas, is the contracting authority.

SRC is a nonprofit research and development company headquartered in Cicero that focuses on areas that include defense, environment, and intelligence. ■

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Gear Motions expands with acquisition of Auto Gear

BY ERIC REINHARDT
ereinhardt@cnybj.com

SYRACUSE — Gear Motions on Jan. 10 announced it has acquired Auto Gear Inc. in a deal that combines two long-time Syracuse-area gear manufacturers.

The two firms have worked together for many years as separate entities and will continue those efforts as part of the same company.

The Nixon Gear division of Gear Motions is located at 1750 Milton Ave. in Solvay. The company's Niagara Gear and Oliver / Pro-Gear divisions are situated in Buffalo, per its website. Auto Gear, located at 530 State Fair Blvd in Syracuse, specializes in low-volume gearbox production.

The deal closed on Jan. 1, Dean Burrows, president of Gear Motions, tells CNYBJ in an email. The Gear Motions announcement didn't include any financial terms of the acquisition.

"Having been partners with Auto Gear for decades, having them join the Gear Motion's family of companies adds to the capabilities of Gear Motions through gear box design and assembly," Burrows said in the firm's announcement. "This ac-

quisition complements our existing businesses while allowing us to provide more services and capabilities. It enables Gear Motions to offer custom gear box applications to its current customer base."

Burrows tells CNYBJ that Auto Gear will continue operating under its current name but, over time, will most likely add the tag line, "a division of Gear Motions." About a dozen Auto Gear employees will retain their positions, Burrows added.

The Auto Gear employees are joining a firm that already employs about 40 people in its Syracuse location and about 40 people in its Buffalo locations, according to Burrows.

George Sollish, president of Auto Gear, called gearbox design and manufacturing a "Syracuse tradition."

"As the last of our respective breed, gears by Gear Motions and gearboxes by Auto Gear are a natural partnership. I am delighted to commit my energy, my creativity, and my family's legacy to our combination. My mission, and Auto Gear's — 'To Be the Best Today, and Better Tomorrow' — is in good hands," Sollish said in the Gear Motions announcement.

Sollish will remain with Auto Gear as its



PHOTO CREDIT: TOM HUNTER

Syracuse-based Gear Motions says Auto Gear Inc., also of Syracuse, has "joined the [Gear Motions] family" as of Jan. 1. Gear Motions has been in business for more than 100 years, and Auto Gear was founded in 1945.

chief engineer, Burrows tells CNYBJ.

About the companies

Gear Motions is a gear manufacturer specializing in custom cut and ground gears for original equipment manufacturers (OEMs) around the world. The firm says its "wide range of precision gear manufacturing capabilities and services deliver quality gears to meet almost any application — and the most demanding specifications." Gear Motions has been in

operation for more than 100 years, per its announcement.

Founded by Irving H. Sollish in 1945, Auto Gear is described as designer and manufacturer of gear box, transmission, and transfer cases serving the commercial, industrial, and high-performance automobile industries. Auto Gear's gearboxes are found on the "streets, strips and tracks" of North America, Europe, Australia, and New Zealand, the company said.

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The Central New York
BUSINESS JOURNAL



PHOTO CREDIT: MIKE FLYNN

An aerial view of the former Popes' Grove Golf Course property at 695 State Fair Blvd. in Geddes. The new owner, Mike Flynn, says he plans to turn it into a "destination" for food, beer, and entertainment.

Former Popes' Grove golf course sold for \$900,000

BY JOURNAL STAFF
news@cnybj.com

GEDDES — The former Popes' Grove Golf Course was recently sold for \$900,000.

Stephen Saleski of Sutton Real Estate Company, LLC represented the seller of the property at 695 State Fair Blvd., according to a Sutton news release. The buyer was Mike Flynn, who was represented by Tommy Kehoskie of Independent Realty.

Opened in 1961, Popes' Grove Golf

Course was a 9-hole, par 3 golf course that was in operation for 60 years. Frank and Harriet Pope owned it for most of that time. It's located close to the New York State Fairgrounds.

Flynn, owner and president of The Roofing Guys, a roofing contracting business in Geddes, has recently announced plans to turn the 38-acre site into a restaurant with an attached brewery or a taphouse. He wants to offer a "destination" for highlighting local breweries, food, and entertainment.

2023 LOOKAHEAD/PRESIDENT FORECAST MESSAGES

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Survey finds inflation, labor concerns mixed with optimism

BY TRACI DELORE
tdelore@cnybj.com

SYRACUSE — While a majority of small- and mid-sized businesses anticipate a recession this year, according to JPMorgan Chase & Co.'s 2023 annual Business Leaders Outlook survey, the outlook is not all doom and gloom according to one area market leader.

A total of 65 percent of mid-sized businesses and 61 percent of small businesses expect a recession this year, particularly in light of inflation challenges, the survey finds. Overall optimism is a bit low, says John Huhtala, market executive for middle-market banking and specialized industries at JPMorgan Chase in Syracuse. However, "particularly with the Micron news, there's a bit more optimism with small businesses," he notes.

The dividing line between small- and mid-sized businesses comes down to nimbleness and the ability to respond to economic factors, he says. "It's easier for small business to be nimble," and address factors in the near term,



Huhtala

Huhtala notes. Those businesses are also less impacted by issues such as sourcing and exporting, for example, which may affect larger businesses.

The region's mid-sized businesses are slightly less optimistic, particularly as they struggle with geopolitical concerns and a strong dollar that weakens demand for exports, he says.

Across the board, inflation remains a challenge for businesses of all sizes. According to the survey, 91 percent of mid-sized businesses are experiencing inflation difficulties, and 45 percent of small businesses list inflation as their top challenge for the year ahead. Inflation is forcing businesses to re-evaluate approaches to things like pricing, sourcing materials, and running operations.

As a result, 83 percent of mid-sized businesses have passed at least some costs on to consumers. About 68 percent of small businesses have raised prices on certain products and services.

The survey findings show 94 percent of small businesses say inflation has impacted expenses, with 38 percent of those indicating expenses have increased by at least 11 percent. The drivers of that increase include wages and

benefits along with shipping and supply-chain expenses.

The second-largest concern behind inflation is the labor shortage and that is true across almost all industries, Huhtala says. "It's a near-term challenge," he notes, adding that local leaders and businesses working together to address the issue is the key.

To cope with these challenges, including the continuing labor shortage, more mid-sized businesses are leaning on smaller businesses more, Huhtala says. Businesses have also learned to adapt and be more thoughtful and strategic about how they operate. Businesses struggling with labor issues may look to solutions like automation, for example, to overcome gaps in the workforce, he notes.

Central New York has much to be proud of and a lot to be excited about, especially with Micron coming, Huhtala contends. It's important for the region to welcome new businesses and make sure to continue to help businesses already here continue to grow and succeed.

In spite of inflation and other concerns, businesses in general are optimistic about sales growth and profitability for the coming year with 69 percent of small businesses and 63 percent of



ADAM ROMBEL/CNYBJ

mid-sized businesses predicting increased sales.

Looking ahead, it's hard to tell what the next 12 months will bring for sure, he says. Overall, JP Morgan forecasts muted U.S. economic growth between 0.5 and 1 percent with a mild recession.

Businesses should stay in tune with economic trends including consumer spending, inflation, and labor markets, as well as to optimize working capital by

using tools such as supply-chain financing, and work to recession-proof their companies by remaining flexible and making sure their balance sheet is in order, JP Morgan Chase advises.

Over the past two years, businesses have learned how to adapt, Huhtala says. They have also had time to anticipate the challenges ahead, putting things in place for an improved economic outlook for 2024, he adds. ■

N.Y. manufacturers expect little improvement over the next six months

BY ERIC REINHARDT
ereinhardt@cnybj.com

The index for future business conditions in the January Empire State Manufacturing Survey held steady at 8.0, suggesting that firms expect little improvement over the next six months.

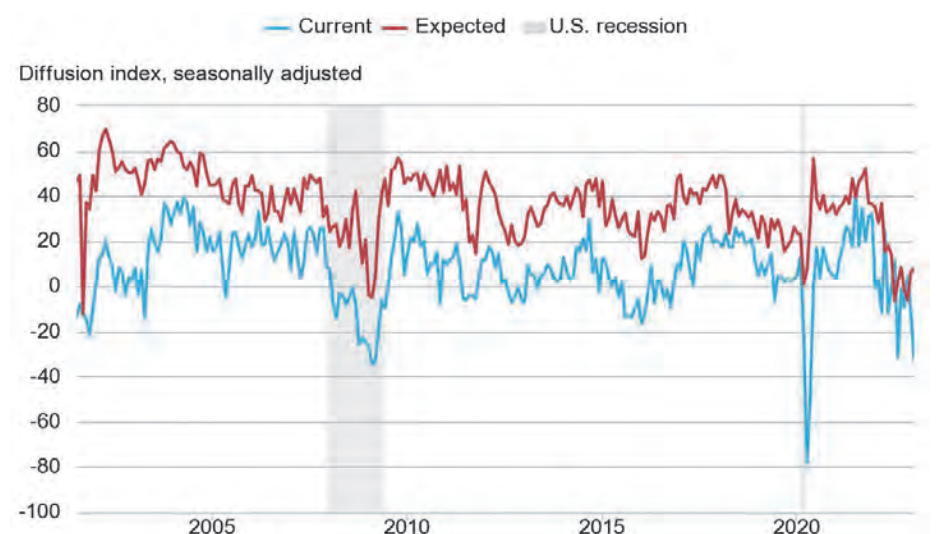
New orders and shipments are expected to rise somewhat, while employment is expected to increase "only modestly," the Federal Reserve Bank of New York said in its Jan. 17 survey report.

The survey's general business-conditions index fell 22 points to -32.9 in January, representing its lowest level since mid-2020 and the fifth-worst reading in the survey's history, the New York Fed said. The index had declined 16 points to -11.2 in December. The general business-conditions index is the monthly gauge on New York's manufacturing sector.

The January reading — based on firms responding to the survey — indicates business activity "contracted sharply" in New York, the New York Fed said.

A negative index number indicates a

General Business Conditions



VISUAL CREDIT: NEW YORK FED WEBSITE

decline in the sector, while a positive reading shows expansion or growth in

SEE MANUFACTURING, PAGE 10 ►

Greater Binghamton Chamber outlines agenda for 2023

BY TRACI DELORE
tdelore@cnybj.com

BINGHAMTON — With a robust legislative agenda, returning in-person events, and several new offices and initiatives, 2023 is shaping up to be a busy year for the Greater Binghamton Chamber of Commerce.

The chamber singled out three major priorities to advocate for on the legislative front —unemployment-insurance relief, affordable and reliable energy policies, and the prevention of mandated minimum-wage increases.



Duncan

All three areas are of concern to the chamber's membership as well as the region's overall business climate, says Stacey Duncan, president and CEO of the Greater Binghamton Chamber of Commerce, a pro-business membership organization representing nearly 800 businesses throughout the Binghamton area.

Unemployment insurance has been a concern since the increased payouts during the COVID-19 pandemic because those payments drained the unemployment fund, she says. As a result, businesses have been receiving invoices for interest assessment charges that, for some companies, can be as high as \$30,000.

"It is an important business issue," Duncan says. The chamber would like to see the state take a more "prudent approach" to handling the unemployment deficit and previously pushed for the state to use some COVID relief funding to pay it down.

Minimum wage is another concern for chamber members, Duncan says. The wage increased \$1 in upstate New York to \$14.20 per hour at the end of 2022. "We've been watching that closely as well," she says, with concerns about increasing wages in a recessionary environment. The chamber advocates for judicious increases that don't put undue burden on job creators.

As the state pushes an ambitious

clean-energy agenda, Duncan says the chamber wants to make sure changes happen on a realistic time frame with energy resources that are both affordable and reliable. She says the business community is not opposed to renewable-power generation, as long as it does not compromise their ability to do business in New York state.

Along with focusing on its legislative agenda, the Greater Binghamton Chamber is gearing up for the return of more in-person events as well as bolstering and launching several initiatives.

"This year we've just got a great lineup of events," Duncan says.

The chamber's annual Spark career event for the area's eighth graders started the year off right on Jan. 18. The event hosted more than 2,000 eighth graders at SUNY Broome and featured more than 40 businesses and over 120 interactive activities for students to explore as they learned more about career options available to them.

Working with the City of Binghamton,

the Greater Binghamton Chamber will host several roundtable events to discuss issues such as public-private relationships, public transportation, and co-operative bidding.

In May, the chamber's annual meeting returns to an in-person event, and the chamber is looking to create an event in late spring to bring together its new strategic office of placemaking and the Binghamton Film Office to further promote those initiatives.

Duncan says the chamber also hopes to launch a minority-owned business council this year to engage with and promote minority-owned businesses. The council will also serve as a means to connect those owners with financial tools, technical assistance, and other services.

"So, a lot is going on in the year ahead," Duncan says. With a renewed energy following the pandemic and a desire to get back out there to network, she expects the year to be an exciting one for the Greater Binghamton Chamber staff and members.

CNY ATD announces 2023 leadership team

BY JOURNAL STAFF
news@cnybj.com

SYRACUSE — CNY ATD, the local affiliate chapter of the Association for Talent Development (ATD), recently announced its 2023 leadership team.

The following local professionals are filling the following officer positions:

- President — Christy Rohmer, NYSErNet
- President Elect — Erin Cunia, National Grid
- VP, CNY BEST — Jim D'Agostino, TDO — Train, Develop, Optimize
- VP, Programs — Brent Danega, Trinity Health
- VP, Employee Learning Awareness — Cheri Green, OneGroup
- VP, Emerging — Robin Bridson, Colgate University
- Scholarship Chair — Eileen Hudack, SUNY Upstate Medical University



- President Emeritus — Steven DeHart, Progressive Insurance
- President Emeritus — Ingrid Gonzalez-McCurdy, Le Moyne College
- Managing Director — Julie Billings, Core Lynk
- Managing Director — Brenda Grady, ACME Planning

For more than 50 years, CNY ATD has been connecting talent-development professionals throughout the region and contributing to the growth and recognition of the profession. Currently, CNY ATD has more than 120 members from various businesses covering the central part of New York state from the North Country to the Southern Tier and from the Seneca-Cayuga Corridor to the Mohawk Valley.

Tioga County Economic Forecasting Forum set for late February in Oswego

BY JOURNAL STAFF
news@cnybj.com

OWEGO — The Tioga County Economic Forecasting Forum: Which Sky is NOT Falling? is coming up in late February.

The event is set for Thursday, Feb. 23 from 3-5 p.m. at the Quality Inn, Banquet Center in Owego, per an announcement on the website of the Tioga County Chamber of Commerce.

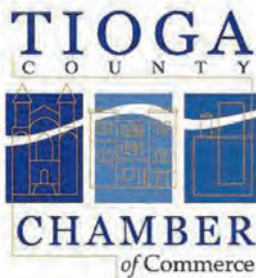
Giovanni Scaringi, professor of economics at SUNY Broome, will serve as the event's keynote speaker.

Those interested can register by Feb. 21 at Tioga County Chamber's site: <https://www.tiogachamber.com/events/details/tioga-county-economic-forecasting-forum-2023-1549>.

The cost is \$25 for general-public admission and \$20 for chamber members. Those interested in the business after hours event only will pay \$10, per the website.

The forum's topics will focus on the mid-term election results' impact on business, economic forecasting, and the labor market.

The event will also have an "Ask the Experts" panel with questions and answers involving experts in sectors that include real estate; Tioga County economic development; energy; diversity, equity, and inclusion (DEI); and finance.



Reviewing Gov. Hochul's agenda for New York State

Through [her Jan. 10] State of the State address, Gov. [Kathy] Hochul offered an optimistic vision for New York, while delivering a clear and direct set of proposals to address some of the critical issues currently facing the state. After working together here in Central New York to attract the largest economic-development project in the nation, we share Gov. Hochul's belief that our potential is limitless — and there is still work to do.



ROBERT M. SIMPSON
CEO Focus

We applaud Gov. Hochul for her unambiguous statement that New York will not raise income taxes. Recognizing that, particularly downstate, New York is losing population, we must work together to make our state more affordable and more inviting to all.

Highlighting New York's increasingly urgent housing shortage, the governor correctly assesses that there can be no solution to housing affordability without the development of new homes. State support for infrastructure costs, transit-oriented development and incentives for low- and moderate-income housing are all important pieces necessary to reach the governor's goal of developing 800,000 new units by the end

of the decade. We encourage the governor to work with local communities toward the adoption of best practices and streamlining of approval processes for new housing.

Implementation of the Climate Leadership and Community Protection Act will also be a vital issue for New York businesses this year. Climate change must be addressed, but it must be done with a recognition that initiatives that harm our business competitiveness also harm our ability to reach New York's climate goals. We're pleased that Gov. Hochul has acknowledged this and encourage her administration to engage businesses and impacted communities across the state.

We are pleased that Gov. Hochul's agen-

da will build on Micron's historic investment in Central New York with a new state office to support the growth of the semiconductor industry, expand the Excelsior Jobs program and provide enhancements to New York's minority and women-owned business enterprise certifications, including opportunities for MWBE reciprocity.

Robert M. Simpson is president and CEO of CenterState CEO, the primary economic-development and chamber of commerce organization for Central New York. This article is drawn and edited from a Jan. 10 statement that Simpson issued in response to Gov. Kathy Hochul's State of the State Address, outlining her priorities for the year ahead.



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Drivers of uncertainty persist into 2023



KENNETH J. ENTENMANN
Viewpoint

[L]ast year was] a volatile one for the economy and the financial markets. The main factors that drove uncertainty in 2022 remain the same as we enter 2023 — the stubbornness of inflation and its effect on the Fed's interest rate policies, and the looming threat of economic recession and its impact on corporate earnings. All are inter-related.

The main catalyst of uncertainty has been the persistent and pervasive nature of inflation. In response, the Federal Reserve has embarked on an historically aggressive monetary policy change that has quickly and significantly increased interest rates. This change in monetary policy clearly dampened economic activity. The first and second quarter GDP were negative (-1.6 percent and -0.6 percent) while the third quarter GDP rebounded to 2.9 percent. The economy limped into year-end and overall GDP growth will be modest, at best, in 2022. For 2023, the consensus forecast for GDP growth is sobering, with a 60 percent-plus chance for a recession in the first half of the year.

In the post-COVID economy, it was hoped that inflation would be "transitory." Unfortunately, inflation continues to remain problematic heading into 2023. The good news is inflation, as measured by the Producer Price Index (PPI) and

the Consumer Price Index (CPI), appears to have peaked. PPI peaked at 11.7 percent in March and was 7.4 percent in November. CPI posted a peak rate of 9.0 percent in June and was 7.1 percent in November. Both indices have declined every month since their peaks. While this trend is encouraging, inflation remains far above the Fed's 2 percent target. There continues to be three primary drivers of these pessimistic inflation expectations: supply chain disruptions, commodity prices and labor issues. While some of these factors have improved, others still are a significant concern.

Yet, a positive: supply chain disruptions have improved. At the outset of the COVID pandemic, a dramatic shift in consumer demand severely affected the supply chain. In "normal" circumstances, the U.S. economy is driven by the service sector. With the COVID lockdown, consumer demand shifted significantly to goods. While we were in lockdown, we refurnished the house, finished the basement, and replaced the appliances. This dramatically increased demand for commodities and finished goods. The supply chain buckled under this change. Demand is now shifting back to "normal," meaning the consumer has returned to buying services instead of goods. After all, how many new refrigerators can one buy? We are back in restaurants and hotels and air traffic is at record levels. This shift in demand has allowed "goods" inflation to decline and commodity prices to fall significantly.

Another area of inflation improvement

is the housing market. Clearly, the dramatic increase in mortgage rates from less than 3 percent at the start of 2022 to roughly 6.5 percent today has impacted housing activity. Existing home sales have declined for nine consecutive months and that has allowed home prices to decline.

Unfortunately, inflation remains problematic in one area: the service sector. Services represent nearly two-thirds of the economy, and services inflation is driven by one key factor — labor costs. And the labor market remains tight. November's unemployment rate was a historically strong 3.7 percent. Unfortunately, this low rate is misleading and masks what is a challenged labor market. The labor participation rate (62.1 percent) has yet to recover to pre-COVID levels. The JOLTS (Job Opening and Labor Turnover) report shows there are 10.3 million job openings — nearly 1.9 times the number of unemployed individuals. The National Federation of Independent Business (NFIB) Jobs Report states that 90 percent of small businesses report few or no qualified applicants for open positions. As a result, wage inflation has been growing more than 6 percent. This dysfunctional labor environment suggests that wage inflation will remain problematic in 2023, particularly in the small-business economy of NBT's footprint.

The Fed has responded to persistent inflation by aggressively increasing the Federal Funds interest rate. Since March, the Fed Funds rate has increased from 0.0 percent to 4.75 percent. This is an historically fast pace for the Fed. To provide some perspective, the last time the Fed embarked on a prolonged rate-hike strategy, it raised rates by 3.25 percent over the course of three years (2010-2012). In addition, the Fed continues to reduce the size of its balance sheet, i.e., quantitative tightening, and that has an ongoing tightening impact. However, the Fed is in a difficult spot. The aggressive policy clearly has slowed the economy, but service inflation remains problematic. This may force the Fed to raise rates further and then maintain them at a higher level for a longer period of time, increasing fears that they will "go too far" and force the economy into recession. Indeed, the slowing economy and the threat of a recession has challenged the financial markets. Both stocks (S&P 500 -20 percent) and bonds

(-12 percent) posted significantly negative returns in 2022 due to the double whammy of rising interest rates and declining earnings.

The economy has already reacted negatively to this aggressive change in monetary policy and uncertainties abound for 2023. Housing activity has been materially impacted. Industrial commodity prices have declined. Manufacturing activity has slowed. M2 money supply (the Fed's estimate of total money supply, including cash, checking deposits and non-cash assets that can easily be converted into cash) has declined significantly, and the 2-10-year Treasury yield curve is inverted by 50 basis points, both historic indicators of recession. Indeed, consensus economic forecasts suggest a 60 percent-plus probability of a "short and shallow" recession in the first half of 2023.

The direction of the economy and the financial markets will be determined by inflation. If recent trends continue and wage pressures abate, inflation may decline toward the Fed's 2 percent target. This would allow the Fed to complete its interest-rate hiking cycle. With the fear of further rate hikes over, the economy would be poised for renewed growth. With stable rates, corporate earnings may begin to grow again. However, the main risk for 2023 is that inflation will remain stubborn. That would require the Fed to raise rates further and keep them "higher for longer" — something the economy and the markets are not anticipating.

Reflecting these fears, the consensus economic forecast calls for a modest recession in the first half of 2023. Hopefully, any recessionary activity will be muted by strong corporate and consumer balance sheets. The expectations are for a rough start to 2023 as the economy works through the challenge of tight labor markets and persistent inflation. It is hoped that inflation will dissipate in the first half, setting the economy and the markets up for a strong second half of 2023.

Author's note: This article contains insights based on information available as of Dec. 29, 2022. ■

Kenneth J. Entenmann is chief investment officer and chief economist at NBT Wealth Management, a unit of NBT Bancorp (NASDAQ: NBTB). He oversees more than \$6 billion in assets under management and administration in trust, custody, retirement, institutional and individual accounts. Entenmann regularly shares his perspectives on the economy on his Market Insights blog at www.nbtbank.com/marketinsights.

MANUFACTURING:

Continued from page 7

manufacturing activity.

The New York Fed distributes the Empire State Manufacturing Survey on the first day of each month to the same pool of about 200 manufacturing executives in New York. On average, about 100 executives return responses.

Survey details

The survey found 11 percent of respondents reported that conditions had improved over the month, while 44 percent reported that conditions had worsened, the New York Fed said.

The new-orders index dropped 28 points to -31.1, and the shipments index also declined 28 points to -22.4, pointing to a "steep decline" in both orders and shipments, the New York Fed said.

The unfilled-orders index edged down

to -14.3, a sign that unfilled orders were lower. The delivery-times index came in at 0.0, indicating that delivery times were unchanged. The inventories index held steady at 4.5, pointing to a small increase in inventories.

The index for number of employees fell 11 points to 2.8, "its lowest level in more than two years, signaling that employment growth stalled," the New York Fed said.

The average-workweek index remained negative at -10.4, indicating a decline in hours worked. Input price increases "slowed considerably," with the prices-paid index dropping 18 points to 33.0.

Selling price increases also moderated, with the prices-received index falling 6 points to 18.8. The capital-spending index held steady at 22.3, and the technology-spending index rose to 17.0. ■

CNY BUSINESS JOURNAL

BEST 2023

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"Every Day, Every Way"

There's an important belief that everyone at CH Insurance carries: "Success is never a solo act. It can only be achieved by great teamwork." Teamwork is at the heart of what will be achieved in 2023, both at CH Insurance and across Central New York. The following series of questions asked by Angela Moonan, brand and storytelling consultant to CH Insurance for the past decade, helps tell the story and vision of what we believe the driving forces are that are shaping the horizon for 2023.

Joe, one thing that sets CH Insurance apart is the culture and talent you've curated over the years. Why is this so important to you, the CH team, and for the future of all businesses who want to thrive?

Joe:

As my father stated years ago, when you think about it, we are with our employees 8 hours a day, 5 days a week. That's just as much as your family. So, why not create a family environment and culture with strong communication, open door policies, structure, fun, recognition. Always with a balance of work hard and play hard, each and every day. We've built this over the years and it has created loyal staff with very low turnover. It's so important to celebrate the business side with your staff, not only the monetary, but fun within your organization. Each month we host town halls, birthday/anniversary celebrations, catered lunches. Outside of the office we orchestrate events such as 'Cooking with your Team,' sporting events, happy hours, and trivia nights. Lastly, you need to make sure you have a strong, mission, vision, and values as this helps mold and create a continuous culture of success!

With all of the consolidation, mergers and acquisitions, not only in the insurance industry but all industries, across the country and right here in CNY... how does this position CH moving forward?

Joe:

Over the last few years, the pressures of many outside factors have all owners and businesses thinking! Within our industry, I've never seen anything like it. This excites me because we're now one of the only true Independent LOCAL Agencies within the Central NY region. It can be a challenge, but you need to adapt and create new opportunities within your firm using technology, creating alliances, continuous culture development, access to local decision making, and a strong brand, storytelling, and brand promise. I truly believe within most insurance purchases within CNY, both businesses and consumers want to work with LOCAL teams, not a fortune 500, 800 number out-of-state, private equity, etc. Those changes have created market flux, and that's where CH Insurance is positioned strongly to be a true partner within

an organizations' risk management portfolio in 2023 and beyond.

The massive amount of new economic investments and expansion in downtown Syracuse and Onondaga County in particular, impacts us for generations to come. In what ways do you see CH capitalizing on this growth, and what wise words do you have for others who may not be certain how to best position themselves strategically?

Joe:

It's so exciting to see and hear about all the positive growth in CNY. Think about how long we have waited for this? You see it, feel it, and know it. Whether as large as Amazon, JMA or Micron, to all the new activity downtown with warehouse renovations for habitation /retail growth. Just so amazing that Syracuse is now on the map nationally! With CH being at the center of all of this downtown in the Atrium building, we're positioned with our talented staff, local connections and strategic alliances, to work on many of the insurance programs that will spinoff with this local growth.

CH Insurance is such a proud and vested community leader. Your team is always engaging in projects and events that matter so much to CNY. Why is this such a strong belief of yours and how do you get your team so involved?

Joe:

One of our core values is work and impact within the communities we serve! We really live with this principal throughout CNY. It's fulfilling to help others and the staff is completely engaged. At the end of the day, we all feel happy. The CH team has created a community corner where we address and write about something we provided during the year that was impactful and rewarding for us as a group. By investing in these projects and events, the level of people you'll meet far outweigh the energy and effort it requires. It matters who you surround yourself with so you're always getting better. Getting involved and making a difference... that is the real spark and reward through the relationships it creates over the years!



Joe Convertino, Jr.
President

Final question Joe... When you look ahead to the many innovations you'll continue to implement at CH, there are core values that are the cornerstone of CH as a leader, in insurance, and across all industries. You've developed the "5C's as your roadmap. Can you share how and why you bring those to life every day?

Joe:

Within any business you need to keep it fun, especially insurance. If you have the workplace culture and principles, every industry can achieve the same thing. Within the CH office we work and live by the 5C's: Connection - Always trying to find leaders or network sources to make you or your company better. Nurturing empathy between colleagues within the office and with customers is vitally important. Curiosity - what's around the corner? Why is it that way? What do we need to learn next? Communication - We all know this is the glue for any organization and with clients and customers. All of our policies and procedures are centered around this principle. Change - If you cannot accept this you are out of business, especially during these times. It's the world we live in. Adapt to thrive. At CH we change sometimes weekly, if necessary. Listen and implement is the key. Community - We all work hard and do well, why not impact and support the communities you live in? You have to give back. It put smiles on faces throughout the year and makes it all worthwhile!

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PROPERTY & CASUALTY INSURANCE AGENCIES

Ranked by No. of P&C Producers

Rank	Name Address Phone/Website	P&C Producers Employees	P&C as % of Total Premium Volume	Insurance Products & Market Segments	Key Local Executives	Year Estab.
1.	NBT Insurance Agency, LLC 66 South Broad St. Norwich, NY 13815 800-965-6264/nbtinsurance.com	36 96	70%	business insurance, group benefits and risk-management services for small business and middle-market accounts; personal insurance including our specialized Private Client Group	Tucker H. Lounsbury, President	1894
2.	Haylor, Freyer & Coon, Inc. 300 S. State St., Suite 1000 Syracuse, NY 13202 (315) 451-1500/haylor.com	34 185	75%	construction, transportation, public entities, employee benefits, manufactured housing, international, manufacturing, collegiate & personal risk management	James D. Freyer, Jr., Chairman & CEO Robert Rayo, President James Petrie, CFO	1928
3.	Brown & Brown 500 Plum St., Suite 200 Syracuse, NY 13204 (315) 474-3374/bbinsurance.com	25 90	60%	commercial & personal insurance, risk management, surety bonding, and employee benefits	Nicholas J. Dereszynski, EVP	1905
4.	Grimsley Agency of NY LLC 5320 W. Taft Road North Syracuse, NY 13212 (315) 452-0123/grimsleyagencyofny.com	22 24	NA	auto-repair shops, car dealers, restaurants, apartments, contractors, business owners, retail	Donald E. Grimsley, President & CEO	1989
5.	OneGroup 706 North Clinton St. Syracuse, NY 13204 (315) 457-1830/OneGroup.com	15 136	73%	automotive, construction, environmental, health care, manufacturing, municipal, nursing homes, physician/med practice, social services, transportation	Pierre Morrisseau, CEO, OneGroup Chris Mason, President	1993
6.	Reagan Companies 8 East Main St. Marcellus, NY 13108 (315) 673-2094/reagancompanies.com	12 65	NA	workers'-compensation premium recoveries, coverage & payroll audits, captive program evaluations & insurance placement	J. Michael Reagan, Chairman Ned Reagan, VP Richard Reagan, President of Financial Services Sean Reagan, President	1929
8.	HBE Group, Inc. 410 Folts Street Herkimer, NY 13350 (315) 866-3140/hbegroup.com	12 12	NA	auto, home, farm, life, recreation vehicles, business	J. David Christman, CEO Lenore A. Signorelli, President Sharon Baisley, Corporate Secretary/Treasurer Michelle Bass, VP	1994
	CH Insurance 100 S. Salina St., Suite 370 Syracuse, NY 13202 (315) 234-7500/chinsurance.cc	11 27	85%	commercial and personal; work with manufacturing, service organizations, real estate, nonprofits, distributors, health care, retail, technology, construction, national home inspector and interpreter programs; risk-management services and consulting; HR service programs, cyber insurance/analysis, and risk-management webinars	Joe Convertino, Sr., CEO Joe Convertino, Jr., President John Sereno, VP of Sales Tony D'Amato, VP of Risk Management/Operations Michele Porto, VP of Marketing Brandi Gough, CFO Susan Heffernan, Controller Mike Donovan, CFO	1999
9.	Gates-Cole Associates, Inc. 92 Genesee St. New Hartford, NY 13413 (315) 732-5183/gatescole.com	8 57	99%	personal lines and commercial lines (fire departments, municipalities, contractors, garages, restaurants)	William T. Cole, President Thomas J. Cole, VP	1896



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12.	Eastern Shore Associates 101 Cayuga Street Fulton, NY 13069 (315) 598-6000/esainsurance.com	8 65	NA	personal, commercial/business, municipal, life & health, risk management	Eryl Christiansen, President & CEO Robert Wallace, Chairman of the Board Melissa Calverase, Sr. VP, Finance & Director of HR Kelly Isabella, VP, Personal Lines Thomas Anthis, Vice President, Agency Advancement	1986
	Scalzo, Zogby, & Wittig, Inc. 120 Lomond Court Utica, NY 13502 (315) 792-0000/szwinsurance.com	8 12	95%	nonprofits, social-service agencies, manufacturing, wholesale, retail, office, contractors, financial-services industry. All types of personal insurance.	Gary D. Scalzo, President Stephen R. Zogby, EVP	1992
14.	The Rowan Group Inc. 131 Oriskany Blvd. Whitesboro, NY 13492 (315) 768-4230/rowaninsurance.com	7 7	100%	auto, home, small business	Scott E. Rowan, Principal Agent	1992
	Tompkins Insurance Agencies, Inc. 118 East Seneca St. Ithaca, NY 14850 (607) 257-4440/TompkinsIns.com	7 31	64%	municipalities, contractors, manufacturing, not-for-profits, agriculture, healthcare, automotive, fire departments, hospitality	Mark J. Kreydt, EVP	1876
15.	Perry & Carroll, Inc. 100 W. Church St. Elmira, NY 14901 (607) 734-4291/perrycarroll.com	6 25	NA	contractors, municipalities, education, technology, manufacturers, transportation, nonprofits, financial, medical	Chris Petrillose, Sr. VP Scott Proudfoot, President Meredith Rogers, Corporate Secretary	1860
	Dominick Falcone Agency, Inc. 507 Plum St. Syracuse, NY 13204 (315) 422-6128/falconeinsurance.com	5 15	100%	general commercial business, marinas, hospitality risks, real estate	David J. Falcone, President Michael J. LaValle, EVP Dominick Falcone, IV, EVP David T. MacLachlan, EVP	1920
16.	Sinclair & Andrews, Inc. 306 Hawley Ave. Syracuse, NY 13203 (315) 472-1010/sinclairandandrews.com	3 7	90%	personal & business insurance	William A. Dee, President	1932
	Crown Risk Management, LLC 432 North Franklin St. Syracuse, NY 13204 (315) 428-3830/crownrisk.com	3 15	35%	commercial property and casualty, workers' compensation, claim management, post injury management, medical benefits, retirement plans	Jean M. Sabourin, President	2005
18.	Firm Insurance Agency, LLC - WBE 5900 North Burdick St. East Syracuse, NY 13057 (315) 656-4114/firminsuranceagency.com	2 5	100%	commercial insurance, home and auto, bonds, health insurance, employee benefits	Patricia C. Oot, Managing Partner	1998
	Miller Agency of New York, Inc. 7000 E. Genesee St., Bldg. E Fayetteville, NY 13066 (315) 446-5444	1 6	NA	personal and business, property & casualty insurance, life, health, disability, and long-term care insurance	Jon M. Maloff, President	1981

THE LIST

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UPCOMING LISTS:

January 30
Casinos

February 6
Colleges & Universities

ABOUT THE LIST

Information was provided by representatives of listed organizations and their websites. Other groups may have been eligible but did not respond to our requests for information. Organizations had to complete the survey by the deadline to be included on the list. While *The Business Journal* strives to print accurate information, it is not possible to independently verify all data submitted. We reserve the right to edit entries or delete categories for space considerations.

Central New York includes Broome, Cayuga, Chemung, Chenango, Cortland, Herkimer, Jefferson, Lewis, Madison, Oneida, Onondaga, Oswego, St. Lawrence, Seneca, Tioga, and Tompkins counties.

NEED A COPY OF A LIST?

Electronic versions of all our lists, with additional fields of information, are available for purchase at our website: cnybj.com/Lists-Research

WANT TO BE ON THE LIST?

If your company would like to be considered for next year's list, or another list, please email: topranks@cnybj.com

The Central New York
BUSINESS JOURNALJANUARY 23, 2023
VOL. XXXVII, NO. 4

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The Central New York Business Journal (ISSN #1050-3005) is published every week by CNY Business Review, Inc. All contents copyrighted 2023. All rights reserved. No part of this publication may be reproduced without the written consent of the publisher.

Cover Price \$3.00

Subscription Rate \$95 per year

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State Leaders Must Listen to the Public When Setting the 2023 Agenda

With the beginning of each new legislative session, it's tradition to hear members of the New York Legislature and the governor lay out their goals and outline the policies they deem most valuable for the state's residents. Sometimes these ideas are rooted in common sense, and other times they are merely lip service. Gov. Kathy Hochul recently offered her vision for New York in her State of the State address, but there are significant concerns that plan favors lofty ideas over practical solutions.

**WILL BARCLAY**
Opinion

There is widespread support for some of the priorities outlined by the governor in her State of the State address. Efforts to improve the way New York handles mental illness, reducing the costs of childcare, and pledging not to raise taxes are all commendable goals. But much more needs to be done.

In recent months, polls have indicated New Yorkers believe the state is headed in

the wrong direction and key issues remain unaddressed. Supporting this discontent, recent data from the U.S. Census Bureau shows New York state lost more than 400,000 people in the past two years — the worst in the nation. This is not sustainable. If we continue to rank at or near the bottom for outmigration, our communities, businesses and educational institutions will suffer. It's a trend that has been ignored for years, and it's simply unacceptable to allow it to continue.

Affordability and the cost of living is crushing families and violent crime is plaguing communities across the state. These issues must be addressed without delay. The executive's budget proposal and budget negotiations are just weeks away. I encourage all parties involved to find common ground on common-sense legislation and policies that will make a difference for New York's 20 million residents. Once again, my colleagues in the Assembly Minority Conference and I will promote proposals that address the quality of life in New York. These measures include:

- Improving public safety;
- Creating more opportunities for children and families;

- Strengthening our schools and learning environments;
- Bolstering our health-care system's capabilities and preparedness;
- Improving infrastructure and rural resources;
- Ensuring our farmers prosper; and
- Increasing transparency in government.

As elected officials, we have the tools and resources at our disposal — not to mention the responsibility — to deliver solutions to the state's most pressing issues. If the governor truly hears and cares about what New Yorkers are thinking, she will work with Republicans and Democrats, alike, to deliver a state budget that benefits every resident. New Yorkers have diverse needs and opinions and they have elected us to act on their behalf and represent their unique views — that is exactly what we are going to do. ■

William (Will) A. Barclay, 53, Republican, is the New York Assembly minority leader and represents the 120th New York Assembly District, which encompasses all of Oswego County, as well as parts of Jefferson and Cayuga counties.

A Legislator's Toughest Job

As Congress and many state legislatures get under way for the year, there are lots of new lawmakers out there starting to learn the ropes. It's an exhilarating, exhausting time, and they'll have plenty of questions about the challenges. But here is one thing they might not even have imagined. The hardest part of their new jobs may be the most basic — casting a vote on legislation.

**LEE HAMILTON**
Opinion

It seems odd, doesn't it? And it actually took me a couple of decades in Congress before I realized it. I'd never reflected on the question until a constituent asked point-blank what I found most difficult about the role. I thought about the long hours, the time away from home, the criticism and pressure from pretty much every side (yes, even back then). Then I realized that it wasn't the frustrations of the job that made it difficult, but its very core: deciding how to vote.

This isn't always the case. Sometimes, voting on a bill can be straightforward — maybe it's a matter of no consequence, or it's clearly what your constituents need. But you have to remember that legislators are asked to vote on a stunningly complex array of issues, some of which they're familiar with, some of which they're not, and many of which have real consequences for real people. Often, these are complicated

issues, with aspects that extend far beyond the black-and-white views expressed in tweets and sound bites. So, for a legislator who is truly trying to do her or his best for the country, the state, or the community, deciding how to vote requires hard work.

The first consideration is — or at least, should be — the views of the people a lawmaker serves. Members of Congress and state legislators get inundated with calls and emails from constituents and hear plenty of feedback on key issues at public meetings. From time to time, those sentiments all run in the same direction, but often they conflict, so a legislator has to work hard to find the majority's sentiment. Similarly, lawmakers rely on the reams of material produced by experts, think tanks, lobbyists, and even colleagues with particular expertise, but those can often conflict, as well. Making a decision involves sorting through a host of arguments — from legal and economic to practical and moral — and then making a judgment about which are most compelling. Because it's a good bet that at some point, you'll be called to account for how you voted.

Then, of course, there are the political considerations. These have become both simpler and more complex over the last few decades, as partisanship has grown. On the one hand, politicians these days are often expected just to fall in line with what the congressional or legislative leadership expects. But if the electoral politics of the last few years has made anything clear, it's that voters do not follow party leadership dictates, and depending on the consti-

cy, any politician interested in re-election needs to look beyond the loudest and most-vociferous voices.

Finally, legislators do not arrive in office as blank slates waiting to be written on. They have their own experiences and convictions to draw from. At some point, everyone who holds office has to come to a decision on what he or she is willing to compromise on and what is beyond the pale — and, in the most dramatic instances, what is worth losing an election over.

You can see, then, why deciding how to vote is rarely the easy part of a lawmaker's job. On some issues, you'll vote your conscience. On others, you'll follow the wishes of your constituents, or of the party leadership, or of colleagues you trust and respect. On others, you'll become an expert as quickly as possible and then spend time parsing shades of gray. Yet on every vote, you'll be expected to have an opinion and to be able to defend it, sometimes in the face of withering criticism. So, in the end you'll cast your vote and then move on, because the next one is coming on fast. ■

Lee Hamilton, 91, is a senior advisor for the Indiana University (IU) Center on Representative Government, distinguished scholar at the IU Hamilton Lugar School of Global and International Studies, and professor of practice at the IU O'Neill School of Public and Environmental Affairs. Hamilton, a Democrat, was a member of the U.S. House of Representatives for 34 years (1965-1999), representing a district in south-central Indiana.

BUSINESS CALENDAR

Email us at movers@cnybj.com

JANUARY 24

■ **CNY ATD Coffee Chat** at 8:30 a.m. at Panera, 3409 Erie Blvd E., DeWitt. CNY ATD hosts informal meetups for talent-development professionals to socialize, share stories/experiences, discuss issues, explore challenges, and learn from each other. No charge to participate. For more information, call (315) 546-2783 or email: info@cnyatd.org. Register at: https://cnyatd.org/coffee_chat

■ **Central New York Political Leadership Institute (CNY PLI) Information Session** held virtually from 5-6 p.m. CNY PLI will

launch its 14th annual eight-week program to train individuals how to navigate the political process with a free, virtual information session. The CNY PLI training sessions cover campaign organization and operations, how to get on the ballot, messaging, working with the media, campaign finance, fundraising, and how to get out the vote. Program co-chairs have enlisted the help of local elected officials, party leaders, campaign managers, and others to teach program participants. Speakers represent all political parties. To register for the information session, visit: <https://leadershipgreatersyracuse.org/events/>. For more information about the program, visit: <https://>

leadershipgreatersyracuse.org/community/ or call (315) 422-5471.

JANUARY 25

■ **CenterState CEO Economic Forecast Breakfast** from 8-9 a.m. at the Oncenter in downtown Syracuse. Join CenterState CEO members, business leaders, and executives for a presentation of the region's 2023 Economic Forecast. Registration is from 7:30-8 a.m., and program runs from 8-9 a.m. Cost is \$40 for members and \$50 for non-members. For more information and to register, visit: <https://centerstateceo.com/news-events/economic-forecast-breakfast>

JANUARY 30

■ **Virtual Voyage Open Forum** from 12-12:45 p.m. CNY ATD is traversing the world of virtual with informal conversations,

providing a resource and opportunity to hear what's new, ask questions, discuss challenges, share experiences, and get tips. This month's topic: Talent Pipeline — discussing internships, apprenticeships, externships, and co-ops. No charge to participate in this virtual activity. For more information, call (315) 546-2783 or email: info@cnyatd.org. Register at: https://cnyatd.org/virtual_forum

FEBRUARY 8

■ **Employee Learning Awareness Roundtable** virtual program from 8:30-9:30 a.m. CNY ATD will hold a roundtable to discuss the importance of highlighting employee learning and for sharing ideas on shining the spotlight on employee learning in organizations. No charge to attend. For

SEE CALENDAR, PAGE 15 ▶

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PEOPLE ON THE MOVE NEWS

ECONOMIC DEVELOPMENT/ CHAMBERS OF COMMERCE

CenterState CEO recently announced three promotions. In her new role as VP of member engagement, **KATIE TOOMEY** provides leadership and strategic guidance overseeing a team of membership managers. She will have direct account-management responsibilities for high-level members and be responsible for the overall member-engagement process. Through this new role, she also ensures the members of CenterState CEO receive high-quality service and are maximizing their opportunities to engage with the organization's network and its work to advance the region. Toomey brings more than 15 years of experience, including six at CenterState CEO, in client relations, marketing communications, community relations, and advocacy. She is a member of the Oswego Health System board of directors, secretary of the Oswego Health Foundation, and was recently elected to the Health Trustees of New York State, where she will represent Central New York. Toomey received her master's degree in public relations from Iona College. **SARA BROADWELL** has been named executive director of the Greater Oswego Fulton Chamber of Commerce (GOFCC). She leads the strategic vision and daily operations of the Greater Oswego Fulton Chamber of Commerce. In this role, she is the primary point of contact for member engagement and recruitment, the development of strategic partners, advocacy within the community, management of staff, and delivering the highest level of service to all stakeholders. Broadwell has worked with the GOFCC for the past five years, helping to establish several community-based programs across Oswego County and has developed strong relationships with the leaders, business owners, and community members of Oswego County. Broadwell serves on several boards including The Children's Museum of Oswego. She attended SUNY Oswego. **KELLY FUMAROLA** has been appointed to the new roles of executive director of both the CenterState CEO Foundation and CenterState Development Foundation. She is chiefly responsible for supporting the success of the organization's



Toomey



Broadwell



Fumarola

charitable activities. This includes the parallel approaches of overseeing the organization's charitable fundraising activities as well as acting as one of its leading champions and promoters at a national level. Fumarola will maintain the portfolio of programs, investments, and initiatives that currently run through the foundations. Additionally, she is responsible for elevating charitable giving around CenterState CEO's current and future programs. Fumarola will continue to serve in her current role as director of development. Before joining CenterState CEO in 2020, she served as a consultant to the nonprofit sector with a specialty in grant-fund development. Fumarola graduated from Binghamton University with a master's degree in education and a bachelor's in economics.

HEALTH CARE

Slocum-Dickson Medical Group announced that **HAIDER KHADIM**, MD has joined its hematology and oncology department. Dr. Khadim concentrates on hematology and oncology for adult patients. He specializes in the diagnosis and treatment of blood disorders, as well as all types of cancers. He provides treatment consisting of chemotherapy, immunotherapy, or targeted therapy. Dr. Khadim also provides bone-marrow aspiration, bone biopsies, and palliative care. Khadim completed an internal-medicine residency, followed by a fellowship in hematology and oncology at Upstate Medical University. He obtained his medical degree at King Edward Medical College in Lahore, Pakistan.



Khadim

INSURANCE

SUSAN HOOK has joined the independent insurance agency Scalzo, Zogby & Wittig, Inc. as a commercial lines account manager. She is a New York State-licensed agent for property, casualty, and life, with more than 18 years of experience in the insurance industry. Hook lives in Ilion.



Hook

LAW

Hancock Estabrook, LLP announced it has elected three attorneys to the firm's partnership. **MARY L. D'AGOSTINO** is a member of the firm's litigation practice. She focuses her practice on commer-

cial litigation, federal and state-appellate advocacy, and other civil disputes. She previously served as a confidential law clerk to U.S. magistrate judges Christian F. Hummel and David E. Peebles, as an Appellate Court attorney with the Appellate Division, Fourth Department, and as an assistant corporation counsel for the City of Syracuse. **D'AGOSTINO** is a graduate of Le Moyne College and received her law degree from Albany Law School of Union University. **RYAN M. POPLAWSKI** is a member of Hancock Estabrook's litigation practice and focuses on general litigation, assisting clients in the areas of personal injury, products liability, and commercial litigation. He frequently advises and defends clients in matters related to trucking litigation, accident investigation, labor-law claims, wrongful-death suits, and premises and products-liability issues. In addition, Poplawski advises trucking and transportation clients on compliance with safety regulations, the Motor Carrier Safety Act and the Department of Transportation; the best practices to limit exposure; review of contracts and leases; compliance with recordkeeping requirements; and OSHA and contamination matters. He received his bachelor's degree from Siena College and his J.D. degree from the University at Buffalo Law School. **BRIANA K. WRIGHT** is a member of Hancock Estabrook's corporate, startup & emerging business and healthcare practices. She has significant experience with assisting women and minority-owned businesses on matters involving the NYS Minority and Women-Owned Business Enterprise (M/WBE) participation program certification, procurement, and appeal process. Additionally, she serves as the firm's professional development and diversity officer. In this role, Wright works closely with Hancock Estabrook's executive committee to support and develop equitable and inclusive programming. She is actively involved in the firm's diversity and inclusion initiatives, hiring and recruitment, and professional and business development. Wright is a graduate of the University at Buffalo and received her J.D. degree from Albany Law School of Union University.



D'Agostino



Poplawski



Wright

NONPROFITS

The Children's Home of Jefferson County (CHJC) recently added **MARGARET LAVANCHA** as its newly appointed human-resources director. In this role, she is a critical member of the agency's leadership team, participating in strategic change initiatives. She will provide leadership and supervision for the agency's human resources department, including staff recruitment, retention, and daily oversight of benefits. Additionally, LaVancha will ensure compliance with employment law and agency policy, and maintain and implement employee benefits, along with promote employee satisfaction. LaVancha received her bachelor's degree in business management from Ithaca College and is also an alumnus of Jefferson Community College. After college, she worked in several short-term accounting-related positions, first in Waltham, Massachusetts and then in Watertown, New York. LaVancha had previously worked in the accounting department at the Stebbins Engineering and Manufacturing Company, where she was promoted to payroll manager. She worked for five years in accounting and payroll before being promoted to the director of human resources in 2002 and maintained that position until 2020. In 2020, LaVancha was appointed chief resource officer/director of human resources and at that time passed certification exams to hold seven state contractors' licenses for Stebbins. ■



LaVancha

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CALENDAR: *Continued from page 14*

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■ **GOFCC Business After Hours** event from 4:30-6:30 p.m. at the Greater Oswego-Fulton Chamber of Commerce (GOFCC) Office at 34 East Bridge St. in Oswego. The GOFCC has recently relocated its office, and

it is welcoming members to its new space. Networking, appetizers, and cocktails will be provided. No cost for members of the GOFCC and CenterState CEO. For more information, including registration, visit: <https://centerstateceo.com/news-events/gofcc-business-after-hours-5>

FEBRUARY 16

■ **CNY ATD Learn@Lunch** virtual event from 12-12:45 p.m. CNY ATD holds an

informal conversation around current and emerging talent-development topics. This month's topic is: "Talent Pipeline." No charge to participate. For more information, call (315) 546-2783 or email: info@cnyatd.org. Register at: https://cnyatd.org/learn_lunch

FEBRUARY 22

■ **CNY BEST Information Session** virtual event from 12-1 p.m. CNY ATD will hold an informational session regarding

the CNY BEST Talent Development Program recognizing excellence in talent development and the awards-application process. No charge to participate. For more information, call (315) 546-2783 or email: info@cnyatd.org. Register at: https://cnyatd.org/cny_best_information_sessions

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