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**BERKSHIRE BANK TO SELL
 EAST SYRACUSE BRANCH
 TO PATHFINDER BANK**

FILE PHOTO CREDIT: ZOEYADVERTISING.COM



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**COUGHLIN & GERHART RELOCATES
 BAINBRIDGE OFFICE**

PHOTO CREDIT: COUGHLIN & GERHART



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**FEDERAL FUNDS TO SPUR CLEANUP
 OF LEY CREEK PART OF ONONDAGA
 LAKE SUPERFUND SITE**

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**PAINTCARE
 SEEKS TO GIVE
 NEW LIFE TO
 LEFTOVER
 PAINT**

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March 18 Special Report: CNY Construction Projects

March 25 List: Hotels

March 25 Special Report: Employee Benefits/HR/Insurance

2024 Book of Lists

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April 1 Special Report: Manufacturing Directory

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April 8 Special Report: Battle for Talent/Succession/Crystal Ball & CNY SME Awards

April 15 List: Commercial-Property Management Firms

April 15 Special Report: Small Business/Minority and Women-Owned Business Directory *NEW!*

April 22 List: Airports

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May 6 List: Technology Companies/Addiction Treatment Programs *NEW!*

May 6 Special Report: Health Care Quarterly


May 13 List: Minority-Owned Businesses

May 13 Special Report: Construction/Luxury Living

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CNYBJ BRIEFS



Seven certified nursing assistants (CNAs) have graduated from a job-training program at Oswego Health's The Manor at Seneca Hill in Oswego. They include (from left to right): Lataya Tunstall, Jason Rudick, Sarah Clements, Anthony Parker, Gabriela Campos Toro, and Haylee Klawonn. Another graduate, Jestina Inman, was not available for the photo. PHOTO CREDIT: OSWEGO HEALTH

Seven CNAs graduate from paid training program at The Manor at Seneca Hill

OSWEGO — Oswego Health announced that seven certified nursing assistants (CNAs) have graduated from the organization's on-the-job training and paid-certification program at The Manor at Seneca Hill, a 120-bed skilled-nursing facility.

Employees at the Manor can take advantage of a five-week, hands-on training program at the facility to advance their careers as CNAs, Oswego Health said.

Seven employees participated in the latest edition of the paid-training program: Jestina Inman, Lataya Tunstall, Jason Rudick, Sarah Clements, Anthony Parker, Gabriela Campos Toro, and Haylee Klawonn.

The program consists of 240 hours of clinical, class, and lab training. While in the

program, full-time employment is available for resident-care aides. The average cost of certification is \$2,000 and the Manor provides this at no cost for those interested in beginning their career in health care, Oswego Health said.

Upon completion, employees are eligible for full-time employment and a \$3,500 sign-on bonus. For experienced CNAs looking for a job, a \$7,000 sign-on bonus is available, per the announcement.

The Manor is still recruiting CNAs as it begins to plan for the next paid-training program.

To learn more or to register for the course, call (315) 349-5300 or visit: www.oswego-health.org/cna.

Hooters adds additional PAR Technology products to its lineup

NEW HARTFORD — PAR Technology Corp. (NYSE: PAR) announced Hooters of America, LLC, the franchisor behind the Hooters and Hoots Wings brands, has selected the company's PAR Bring POS and PAR Data Central systems for 367 Hooters restaurants.

The PAR products will enhance operational efficiency and order accuracy at the restaurants, PAR announced in a news release.

Hooters is an existing customer of PAR's customer loyalty product, PAR Punchh, and sought to expand its existing tech stack.

"The Hooters team has loved working with PAR because its technology matches our company vision and where we believe the restaurant industry is heading," Hooters CIO



Jaff Caplan said in the release. "Simplifying our operations with one provider for point-of-sale, restaurant back office, and loyalty has also been a game-changer, streamlining our relationships and saving us valuable time."

PAR Punchh helps engage and retain guests, supporting Hooter's goal to drive lifetime loyalty. The Brink POS system offers a configurable, easy-to-use, and scalable point-of-sale system, while the Data Central's inventory module offers the restaurant chain a single source for all its data to

help elevate service by improving inventory accuracy, reducing food waste, and lower food costs.

Hooters of America, LLC is the franchisor and operator of 367 Hooters restaurants in 36 states and 18 countries. The first restaurant opened in 1983 in Clearwater, Florida.

PAR Technology, based in New Hartford, provides hardware and software products and services including point-of-sale systems, digital ordering, loyalty and back-office software, and drive-thru offerings to more than 70,000 restaurants in over 110 countries.

Jefferson County hotels see increase in guests in January

WATERTOWN — Jefferson County hotels posted a more than 2 percent rise in overnight guests in January, as two other important indicators of hotel-business performance also improved.

The hotel-occupancy rate (rooms sold as a percentage of rooms available) in the North Country's largest county increased 2.2 percent to 36.7 percent in the initial month of 2024 from January 2023, according to STR, a Tennessee-



based hotel market data and analytics company.

Revenue per available room (RevPar), a key industry gauge that measures how much money hotels are bringing in per available room, rose 5.3 percent in Jefferson County to \$37.38 in January, compared to the year-prior month.

The average daily rate (ADR), which represents the average rental rate for a sold room, went up 3 percent to \$101.76 in January from the same month in 2023.



The Community Bank, N.A. branch on Route 31 in the town of Cicero. PHOTO CREDIT: ZOEYADVERTISING.COM

Community Bank System to pay Q1 dividend of 45 cents in April

DeWITT — Community Bank System, Inc. (NYSE: CBU) — parent company of Community Bank, N.A. — recently announced that it has declared a quarterly cash dividend of 45 cents per share of its common stock for the first quarter.

The dividend will be payable on April 10, to shareholders of record as of March 15.

The quarterly payment equates to an annualized yield of about 3.9 percent, based on the banking company's current stock price.

DeWitt-based Community Bank System is a diversified financial-services company with total assets of \$15.6 billion focused on four main business lines — banking, benefits administration, insurance services, and wealth management. Community Bank, N.A. is among the nation's 100 biggest banking institutions and operates about 200 branches across upstate New York, northeastern Pennsylvania,

Onondaga County hotel occupancy rises nearly 7 percent

SYRACUSE — Onondaga County hotels hosted more guests in January than a year ago, and two other vital benchmarks of business performance also posted increases.

The hotel-occupancy rate (rooms sold as a percentage of rooms available) in the county rose 6.6 percent to 47.8 percent in the first month of 2024 compared to January 2023, according to STR, a Tennessee-based hotel market data and analytics company.

Revenue per available room (RevPar), an industry gauge that measures how much money hotels are bringing in per available room, jumped 11.2 percent to \$53.10 in Onondaga County in January from a year prior.

Average daily rate (or ADR), which represents the average rental rate for a sold room, rose 4.3 percent to \$111.11 in January versus the year-prior period.

Oneida County hotels see improved business in January

UTICA — Oneida County hotels had a positive month in January, posting a rise in hotel occupancy and also registering increases in two other key indicators of business performance.

The hotel-occupancy rate (rooms sold as a percentage of rooms available) rose 2.5 percent to 45.4 percent in January from the year-prior month, according to a report from STR, a Tennessee-based hotel-market data and analytics company.

Revenue per available room (RevPar), a key industry gauge that measures how much money hotels are bringing in per available room, jumped 6.6 percent to \$53.98 this past January in the Mohawk Valley's largest county, compared to January 2023.

Berkshire Bank to sell East Syracuse branch to Pathfinder

It's also selling nine other New York state branches to other financial institutions

BY TRACI DELORE
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EAST SYRACUSE — Boston-based Berkshire Hills Bancorp, Inc., (NYSE: BHLB) announced it will sell the East Syracuse branch of its Berkshire Bank subsidiary to Pathfinder Bank.

Berkshire is also selling nine other branches in upstate and eastern New York to other financial institutions, as it works to create efficiencies and improve long-term profits, according to a press release from the banking company.

Eight Berkshire Bank offices in Albany, Saratoga, Schenectady, and Columbia counties will be sold to Hudson Valley Credit Union. Meanwhile Glens Falls National Bank and Trust Company is purchasing one location in Whitehall, and Pathfinder Bank is acquiring the East Syracuse branch at 6611 Manlius Center Road. Berkshire did not disclose financial terms of the sales, which are targeted for closing by the end of the third quarter.

Those 10 branches include a total of about \$485.5 million in customer deposits, \$60.5 million of related residential mortgage and consumer loans, and all branch premises and equipment. The deal excludes Berkshire's commercial banking business. "The buyers intend to

offer employment to all associated staff," Berkshire said.

Berkshire Bank's branch count will go from 96 to 86 with the sales.

"Our announcement today is another step in our continued efforts to create efficiencies in our branch network so we can continue to invest in our bankers and client experience to further improve our long-term profitability," Berkshire CEO Nitin Mhatre said in the March 4 news release. "The proposed sales will concentrate our overall geographic footprint and lower our expense run rate while strengthening focus in our core New York markets. The branch sales combined with a future securities sale will not materially increase borrowings and will be effectively neutral to full-year 2024 earnings outlook."

Oswego-based Pathfinder Bank, a unit of Pathfinder Bancorp (NASDAQ: PBHC), currently operates 10 branches in Onondaga and Oswego counties. The Berkshire Bank branch acquisition will bring \$198 million in deposits and other consumer and residential loans with outstanding balances of about \$32 million to Pathfinder, which expects the acquisition to generate a favorable internal rate of return as well as earnings-per-share growth. Following the acquisition, Pathfinder expects it will have total assets of \$1.7 billion. The addition of nearly \$200 million in low-cost deposits will improve its liquidity profile and balance-sheet flexibility, according to a release from Pathfinder.

"We are pleased to enter into this agreement with Berkshire Bank," Pathfinder Bank President/CEO James A. Dowd



The parent of Berkshire Bank is selling its branch office at 6611 Manlius Center Road in East Syracuse to Pathfinder Bank. FILE PHOTO CREDIT: ZOEYADVERTISING.COM

said. "This has given us a unique yet strategically aligned opportunity to help us achieve a higher level of financial performance for our shareholders by gaining meaningful access into a market with attractive growth opportunities."

He went on to say the East Syracuse location will help strengthen Pathfinder's local presence, enhance convenience for existing customers, provide for team expansion, and position the company for business growth.

"Pathfinder and Berkshire have been active community-based financial institutions dedicated to serving their local markets for a combined 340-plus years," Dowd said. "By acquiring a branch location from an organization that aligns with our relationship-driven values, we believe we have found the ideal strategic move to advance our customer- and community-centric approach. We warmly welcome the existing customers of the East Syracuse branch, offering an extensive product set and a

network of 11 additional regional branch locations for their banking needs. We're also excited to welcome the current Berkshire employees."

After the branch sale, Berkshire will continue to operate 16 branches in its core New York market including branches in Rome, New Hartford, Whitesboro, North Utica, West Winfield, and Ilion.

"We continue to execute on opportunities to create efficiencies in our franchise," Berkshire CFO David Rosato said. "These transactions allow us to exit these branches without incurring severance or real-estate costs while reducing expenses and contributing positively to our long-term profitability."

RBC Capital Markets LLC served as Berkshire's financial advisor while Luse Gorman, PC provided legal counsel. Janney Montgomery Scott LLC and Troutman Pepper Hamilton Sanders LLP are acting as financial advisor and legal advisor, respectively, to Pathfinder. ■

New York home sales slip nearly 4 percent in January

But pending sales, home prices rise

BY ERIC REINHARDT
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ALBANY — New York realtors sold 7,203 previously owned homes in January, down 3.8 percent from the 7,486 existing homes they sold in January 2023.

However, pending sales rose almost 9 percent, foreshadowing a rebound in closed home sales in the next couple of months, according to the monthly housing report that the New York Association of Realtors (NYSAR) issued on Feb. 22.

"Low housing inventory continued to slow the New York housing market and with interest rates still fluctuating near 6.5 percent, 2024 began much the same as 2023 ended in the Empire State," NYSAR

said to open its news release about the January housing report. "New year, same story for New York State housing to start 2024" was the headline that NYSAR used for the release.

Interest rates moved marginally lower from December 2023 to January 2024 in month-over-month comparisons. NYSAR cites Freddie Mac as indicating the average on a 30-year fixed-rate mortgage dropped from 6.82 percent in December to 6.64 percent in January. For comparison, a year earlier, the interest rate stood at 6.27 percent.

New York housing data

The inventory of homes available for sale across the Empire State totaled 35,492 in January, a decline of 10.2 percent from the January 2023 figure of 39,544.

New listings of homes dipped 1.5 percent to 9,279 this January from 9,423 a

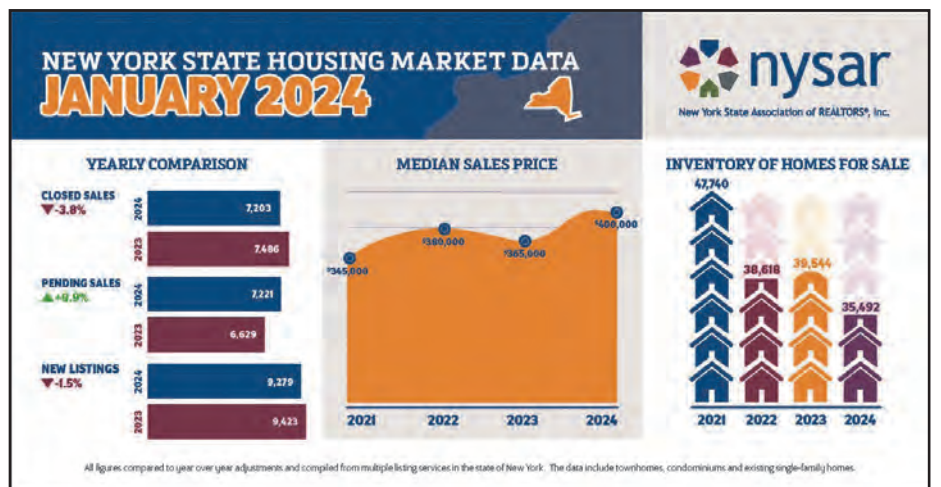


IMAGE CREDIT: NYSAR

year prior, per NYSAR.

Pending sales in New York state totaled 7,221 in January, an increase of 8.9 percent from the 6,629 pending home sales in the same month in 2023, the data shows.

Amid continued tight inventory, home prices jumped. The January 2024 statewide median sales price was \$400,000, up 9.6 percent from the January 2023 median sales price of \$365,000.

The months' supply of homes for sale at the end of January stood at 3.9 months, unchanged from the end of January 2023, per the association's monthly report. A 6 month to 6.5-month supply is considered a balanced market, NYSAR said.

All home-sales data is compiled from multiple-listing services in New York, and it includes townhomes and condominiums in addition to existing single-family homes, according to NYSAR. ■



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Timing was right for Symphoria name change to Syracuse Orchestra

BY ERIC REINHARDT
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SYRACUSE — The group performed for 11 years as Symphoria but is now moving forward as The Syracuse Orchestra.

Executive director Pam Murchinson said the “timing was right to once again, make it clear that our symphony orchestra belongs to the local community.”

The performing-arts organization made the announcement on Feb. 17 prior to its concert performing Gustav Holst’s 1914 masterpiece, “The Planets,” per a Feb. 19 news release about the name change and 2024-25 concert season.

The group has been performing as Symphoria since the “demise” of the Syracuse Symphony Orchestra in 2011. As Symphoria, the musicians have performed more than 500 full-orchestra concerts, and at least as many chamber-ensemble per-

formances in the community.

The performing-arts organization also noted that more than 20,000 children attended performances free of charge; and the orchestra’s “Healing Harmonies” program placed live music in both health care and social-service settings to provide “mental, physical, and emotional health benefits that come from live music.”

“I’m so proud to see all the ways that our orchestra is evolving as our community grows,” Mary Ann Tyszko, who chairs the board of directors of the Syracuse Orchestra, said in the release. “With our goal being the best orchestra we can be for Central New York; we’re excited to have a name that ties us more closely to our amazing community.”

With the new name, the Syracuse Orchestra says it believes it’s offering a 2024-2025 season that “has some-



Symphoria announced during its Feb. 17 concert that it is now performing as the Syracuse Orchestra. PHOTO CREDIT: CHUCK WAINWRIGHT VIA THE SYRACUSE ORCHESTRA

thing for everyone.” From movie and holiday music, to Beethoven, to a tribute to Aretha Franklin and more, the Syracuse Orchestra “will be seen and heard throughout the Greater Syracuse

area,” per its announcement. More information about the Syracuse Orchestra’s 2024-2025 season, including how to buy tickets, is available at: SyracuseOrchestra.org. ■

CALLING ALL ENTREPRENEURS:

SBA’s T.H.R.I.V.E. business-training program seeks applicants

BY ERIC REINHARDT
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SYRACUSE — Interested entrepreneurs can now apply to participate in

the T.H.R.I.V.E. program through the Syracuse-Upstate New York district office of the U.S. Small Business Administration (SBA).

T.H.R.I.V.E. — which is short for Train,

Hope, Rise, Innovate, Venture, Elevate — is a free national training program for small-business leaders, formerly known as Emerging Leaders.

The SBA on Feb. 21 said it is currently recruiting small-business applicants who have been in business for at least three years, generate annual revenue of at least \$250,000, have at least one employee other than the owner, and who can commit to participating in the six-month program from June 18 to Dec. 10, per the agency’s announcement.

“T.H.R.I.V.E. is a unique SBA program that can be instrumental for entrepreneurs aiming to grow or expand their small businesses. Throughout the course, participants will receive core business knowledge, work directly with a business coach, meet with peers and develop a three-year Strategic Growth Plan,” Daniel Rickman, director of the SBA Syracuse-Upstate New York district office, said in a news release. “We will select 20 participants for the Upstate New York cohort, and I strongly encourage small business

owners who are ready for growth to consider applying for this opportunity by the April 28 deadline.”

Over six months, this intensive executive entrepreneurship series includes in-person coaching and virtual, self-paced instruction.

The hybrid program allows participants to work with a network of experienced subject-matter experts in core business topics such as accounting, business strategy, marketing, and human resources “customized for the unique needs of small-business owners,” the Syracuse-Upstate New York district office said.

Small-business owners can learn more regarding eligibility, how to apply, program format, and locations by visiting www.sbathrive.com.

Business owners interested in applying to participate in the Upstate NY T.H.R.I.V.E. 2024 cohort may contact the district office at (315) 471-9393. They can also email: Syracuse.districtoffice@sba.gov for additional information. ■



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ConMed to pay Q1 cash dividend in early April

BY JOURNAL STAFF
news@cnybj.com

ConMed Corp. (NYSE: CNMD), a surgical-device maker with roots in the Utica region, says its board of directors has declared a quarterly cash dividend of 20 cents per share for the first quarter of this year.

The dividend is payable on April 5, to all shareholders of record as of March 15. At the company’s current stock price, the dividend yields about 0.8 percent on an annual basis.

ConMed is a medical technology company that provides devices and equipment for minimally invasive surgical procedures. The firm’s products are used by surgeons and physicians in a variety of specialties, including orthopedics, general surgery, gynecology, thoracic surgery, and gastroenterology.

Headquartered in Largo, Florida since 2021, ConMed’s former corporate headquarters in New Hartford are still used for manufacturing, finance, human resources, legal, and other corporate functions. ■

Coughlin & Gerhart relocates Bainbridge office

BY TRACI DELORE
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BAINBRIDGE — Coughlin & Gerhart, LLP started the month of March with a short move to a new office down the street in Bainbridge in Chenango County.

The move better positions the law firm to serve its clients in the area, Rachel Abbott, the firm's managing partner, says. Coughlin & Gerhart moved out of its old office on March 1 and opened in the new one on March 4.

The new office at 109 N. Main St. is just one-tenth of a mile away from the prior location at 29 N. Main St. but offers much more to both the firm and its clients, she says.

The law firm's lease at its old space was up, Abbott says, so Coughlin & Gerhart began looking around just to see what else was out there. While functional, the former space in a renovated house included stairs and didn't include off-street parking.

The new office, which shares space with Germond Chiropractic Healthcare and Wellness Center, has a stepless entry

and a wheelchair ramp along with a better office flow for the law firm, Abbott says.

"This is just a better space for the clients to come to," she notes.

Along with improved visibility, the new Bainbridge office also includes ample on-site parking, making things easier for staff and clients alike.

On top of that, the new office is bigger, providing room for the growing practice, Abbott says. Since the Bainbridge office opened around 2011, it has doubled in size.

"For a small, rural area, we've actually grown quite a bit," she says. The firm has doubled the number of attorneys from two to four and also has three paralegals and three secretaries on staff.

Abbott attributes the office's growth to several factors, including Coughlin & Gerhart's client-focused, community-driven value system.

"A lot of attorneys are retiring and closing their offices," she adds. New attorneys also seem reluctant to set up shop in more rural areas.

Coughlin & Gerhart is more than happy



The new office of Coughlin & Gerhart, LLP at 109 N. Main St. in Bainbridge in Chenango County. PHOTO CREDIT: COUGHLIN & GERHART

to fill that void, Abbott says, bringing its full array of legal services to Bainbridge and surrounding areas. The firm's practice areas include business and banking, litigation and trial, labor and employment, real estate, trusts and estates, accident and injury, workers' compensation and disability, and public law.

While small, the Bainbridge office is usually bustling, Abbott notes. "It's got a lot of energy." The office sees a lot of foot traffic with clients frequently popping in to drop off paperwork or request an appointment. Each year, the Bainbridge office opens anywhere from 750 to 1,000 files a year, although some of those may be for repeat clients, she says.

"You never know who might show up on a given day with a legal issue," Abbott says.

Although it boasts a small-town feel, the Bainbridge office has the full Coughlin & Gerhart firm and the expertise of its more than 50 attorneys across all its locations behind it, Abbott notes.

"It's really a unique way of doing things," she says of the law firm's ability to pull resources from its larger offices when needed.

Headquartered in Binghamton, Coughlin & Gerhart has more than 50 attorneys on staff and has additional offices in Cortland, Hancock, Ithaca, Walton, Montrose, and Owego. ■

Hofmann Sausage Company is now operating under the ownership of a Florida firm

BY ERIC REINHARDT
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CICERO — A Florida company is the new owner of a famous Syracuse-area business and brand that has been in operation for more than 140 years.

The Miami Beef Company, Inc. of Miami, Florida announced the acquisition of the Hofmann Sausage Company in a

Feb. 13 Business Wire news release. The company didn't disclose any financial details of its purchase agreement.

Hofmann Sausage Company is located at 585 Stewart Dr. in the town of Cicero.

Founded in 1879 in Syracuse, Hofmann is described in the announcement as "the leading sausage and hot dog brand" in the Central New York area. Hofmann's product portfolio includes beef and pork franks, smoked sausage, bratwursts, beef jerky, and condiments. Hofmann is joining Miami Beef's growing family of brands, the Florida firm said.

Hofmann Sausage Company announced the acquisition in a post on its Facebook page.

"Miami Beef is a family owned and operated company that has been around since 1972. It aligns well with Hofmann's core values and produces high quality products like we have been doing for well

over a century. Hofmann will continue to call Syracuse home, producing our famous, classic franks and sausage recipes while also creating new, tasty products for you to enjoy. Miami Beef is investing in the Syracuse market by keeping our operations 'business as usual.'" Hofmann Sausage Company said in the post.

Frank W. Hofmann came to New York in 1861, bringing his popular German recipes with him and starting a meat market. His family settled in Syracuse and incorporated Hofmann in 1879, per the Hofmann website.

In 2012, Oneida Nation Enterprises and a group of investors made a "significant" investment in the Hofmann Sausage Company and "helped transition the company from a regional icon to a national brand," per a March 25, 2015 Oneida Nation announcement.

"When the Oneida Indian Nation invested in Hofmann, the company was in a tough economic position. The Nation's investment ensured that Hofmann stayed in Central New York and continued

to successfully expand its brand. We are proud of the work we did to grow the company and put Hofmann in a position to be acquired by Miami Beef," Joel Barkin, VP of communications for the Oneida Indian Nation, said in a recent statement forwarded to CNYBJ. "We are equally proud of the fact that as part of our sale agreement with Miami Beef, they extended their lease in Syracuse and their collective bargaining agreement with its employees, which keeps Hofmann in Central New York."

"We are thrilled to welcome Hofmann Sausage to the Miami Beef family," Robert Young, CEO of Miami Beef, said in the Business Wire release. "Hofmann has a meaningful heritage and deep connection to its loyal customers, employees, and community, which we plan to continue serving through investment in its facilities in Syracuse. We are excited to add hot dogs and sausages to our high-quality hamburger

offerings to give our customers the full grilling experience. Our plan is to turbo-charge the growth of Hofmann's footprint throughout the country and continue to look for complementary brands to acquire."

Since 1972, Miami Beef has been providing fresh and frozen meat products to retail

and foodservice customers nationwide.

Miami Beef brands — including Miami Beef, Free Graze, Florida Raised, Sizzle King, Young Ridge, Brooklyn Burger, Devault Foods, and Hofmann Sausage — are produced out of its South Florida and Central New York-based facilities. ■





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Utica gynecology practice joins Community Memorial in Hamilton

BY TRACI DELORE
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HAMILTON — The Community Memorial Hospital (CMH) network announced on Feb. 27 that it is continuing to grow through its acquisition of a private gynecology practice in Utica.

Dr. Scott Beattie and his team from Medical Arts Gynecology and Infertility, P.C. have joined with CMH and will provide women's health services from an existing office on Old Burrstone Road in Utica as well as in Hamilton, according to a CMH news release. The practice will see patients at Hamilton Medical Services Center for Women's Health one day a week with procedures performed at Community Memorial Hospital.

"Dr. Beattie's decades of experience in comprehensive women's healthcare make him a valuable addition to the CMH medical staff," CMH Chief Medical Officer Dr. Michael Walsh said in the release. "We eagerly anticipate collaborating on patient care in both Utica and Hamilton, expanding our commitment to providing exceptional care."

Also joining CMH alongside Beattie is physician assistant Amy Roberson, who has spent a decade collaborating with Beattie.

"Recognizing the need for women's healthcare services locally, we are happy to welcome Dr. Beattie and his staff



Beattie



Roberson

to our network," CMH President/CEO Jeff Coakley said. "Our joint efforts to increase access to women's health through collaboration with our primary care providers will improve care coordination for patients. We are excited to continue elevating the quality of healthcare with both Dr. Beattie and Amy Roberson."

Beattie is board certified by the American Board of Obstetrics and Gynecology and holds a dual bachelor's degree in biology and chemistry from SUNY Oswego. He pursued his medical degree at SUNY Upstate Medical University and completed his residency in obstetrics and gynecology at the

University of Vermont Medical Center. Beattie specializes in minimally invasive and advanced laparoscopic surgery.

Roberson holds a bachelor's degree in biology from Elizabethtown College in Pennsylvania and a master's degree in physician-assistant studies from Le Moyne College.

The practice provides women's health care for patients from adolescence to adulthood and is accepting new patients in both locations.

Community Memorial Hospital, a Crouse Health partner, serves Madison County and portions of Chenango, Oneida, and Onondaga counties as a critical-access hospital. Hamilton Medical Services is a professional corporation of CMH. ■

FLLT completes largest-ever conservation project

Buys almost 1,000 acres in Steuben County

BY ERIC REINHARDT
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CORNING — The Finger Lakes Land Trust (FLLT) says it has completed the largest conservation project in its 35-year history with the purchase of nearly 1,000

acres, including 1 mile of frontage along the Canisteo River.

The 992-acre property is located in the towns of Erwin and Lindley in Steuben County, just southwest of Corning, per its Feb. 15 announcement.

The land purchase was made possible by the FLLT's internal revolving loan fund that is utilized for time-sensitive acquisitions and replenished either through fundraising or the sale of land to a pub-



An aerial view of Bad Bear Hill in Steuben County. The Finger Lakes Land Trust (FLLT) says it has purchased the nearly 1,000-acre property, an effort that represents the largest conservation project in its 35-year history.

PHOTO CREDIT: CHRIS RAY VIA FLLT

lic-conservation agency.

The property lies within an identified Habitat Linkage Zone by the New York Natural Heritage Program and is home to black bears and bald eagles. It contains forested hillsides, multiple streams, small meadows, and miles of existing trails.

Visible from Interstate 99, the Steuben County property has an elevation of 1,520 feet at its highest point, the FLLT noted.

The organization says protecting this property will expand outdoor recreation opportunities, safeguard wildlife habitat, and enhance water quality in the Canisteo River and further downstream. The Canisteo is a tributary to the Tioga River in the Susquehanna River basin of the Chesapeake Bay watershed, FLLT said.

The property acquired the name "Bad Bear Hill" many years ago when the previous landowner was planting trees for reforestation. Plastic tree protectors were placed around the young trees to guard against damage from deer. However, curious bears found that the tree tubes were "great chew toys, and pieces were found scattered throughout the forest."

The FLLT intends to convey Bad Bear Hill to New York State as an addition to the

adjacent McCarthy Hill State Forest, which will more than double in size as a result. After developing an interim-management plan, the FLLT will open the property to the public for daytime use, sometime during this spring.

"This was truly an exceptional opportunity," Andrew Zepp, executive director of FLLT, said in its announcement. "Our projects regularly involve working with multiple landowners to conserve the landscapes of the Finger Lakes. This single acquisition is large enough to provide an immediate positive impact for multiple wildlife species while also providing local residents with room to roam."

By working with landowners and local communities, the Finger Lakes Land Trust has protected more than 32,000 acres of the region's undeveloped lakeshore, rugged gorges, rolling forest, and scenic farmland, it said.

The Ithaca-based FLLT owns and manages a network of more than 45 nature preserves that are open to the public and holds perpetual conservation easements on 187 properties that remain in private ownership. The organization also provides programs to educate local governments, landowners, and residents about conservation and the region's natural resources. ■



SPECIAL REPORT

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ISSUE DATE: APRIL 1, 2023

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SPECIAL REPORT:

ENERGY/ENVIRONMENT/SUSTAINABILITY



Onondaga Lake, pictured here from the air in September 2020, has tributaries that include Ley Creek. The U.S. Environmental Protection Agency (EPA) will award about \$23 million to begin cleanup of the Ley Creek portion of the Onondaga Lake superfund site, U.S. Senate Majority Leader Charles Schumer (D-N.Y.) and U.S. Senator Kirsten Gillibrand (D-N.Y.) announced on Feb. 27.

PHOTO CREDIT: ZOEYADVERTISING.COM

Federal funds to spur cleanup of Ley Creek portion of Onondaga Lake superfund site

BY ERIC REINHARDT
ereinhardt@cnybj.com

SYRACUSE — The U.S. Environmental Protection Agency (EPA) is targeting the cleanup of the Ley Creek portion of the Onondaga Lake superfund site with a funding award of about \$23 million.

The money comes from the Infrastructure Investment & Jobs Law, U.S. Senate Majority Leader Charles Schumer (D-N.Y.) and U.S. Senator Kirsten Gillibrand (D-N.Y.) announced on Feb 27.

The overall project will include excavating, disposing of, and backfilling about 144,000 cubic yards of contaminated soil from the floodplains and excavating and

disposing of about 9,600 cubic yards of contaminated sediment from the bottom of Ley Creek. This funding will pay for about \$23 million worth of cleanup work to begin remedial action as the EPA “continues to engage with responsible parties to hold polluters of the site accountable,” Schumer’s office said in the announcement.

“I want to thank New York Senators Schumer and Gillibrand, the EPA and all those involved for delivering the funding to advance this important cleanup initiative. This issue has languished for decades and proper removal of PCBs from soil and sediments from the GM site and Ley Creek streambed is long overdue,” Edward Michalenko, Ph.D., president of

the Onondaga Environmental Institute, said. “The results will provide lasting environmental benefits for the entire Onondaga Lake watershed including fish and wildlife, and critical health benefits for nearby residents, downstream neighbors, and local business.”

The Onondaga Lake Superfund Site includes the lake and seven other waterways, as well as several land-based sources of contamination. Industries around Onondaga Lake discharged pollutants and sewage into the lake for more than 100 years. 12 subsites have been created for the site, including the General Motors-Inland Fisher Guide subsite and the Ley Creek Deferred Media portion of the site, which includes a portion of Ley Creek and

its floodplains.

Crews will use the Infrastructure Law funding to address soil on the floodplains and sediment in Ley Creek that are contaminated with polychlorinated biphenyls (PCBs) and metals.

“Our work is far from finished, but kick starting the cleanup of these long polluted sites and waterways is exactly what the Superfund funding I fought to supercharge in the Bipartisan Infrastructure Law was meant to do,” Schumer said in the announcement. “I am proud to deliver this federal funding so that cleanup for Central New York can finally get underway and vow to continue to fight for the resources needed to protect our beautiful Central New York waterways.” ■

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Endicott receives nearly \$1.8 million grant for water-improvement projects

BY TRACI DELORE
tdelore@cnybj.com

ENDICOTT — The Village of Endicott recently has received a \$1.78 million grant from the state’s Water Quality Improvement Project (WQIP) Grant Program administered by the New York Department of Environmental Conservation (DEC), according to a news release from the village.

The grant allows Endicott to continue its efforts to improve water quality and will be used in the rehabilitation of sewer lines and manholes, as well as the removal of municipally owned stormwater

connections from the system in identified high-priority areas. The initiative is focused on the reduction of phosphorus entering the Susquehanna River and Chesapeake Bay watershed.

“This grant represents a significant opportunity for the village of Endicott to make a real difference in our environmental efforts,” Endicott Mayor Nick Burlingame said in the release. “We are dedicated to working with the community to protect our local water resources and strengthen the resilience of our infrastructure.



Burlingame



The Village of Endicott has recently received a \$1.78 million state grant to make water-quality improvements. PHOTO CREDIT: VILLAGE OF ENDICOTT WEBSITE

This would not be possible without the support of Gov. [Kathy] Hochul and Assemblywoman Donna Lupardo.”

The WQIP program focuses on supporting projects that directly enhance water quality or aquatic habitat, reduce flood risk, foster restoration, protect drinking water, and promote enhanced flood

and climate resiliency.

“Each year we make sure that funds for water infrastructure improvements are included in the state budget for important projects like this,” Lupardo said. “The village’s efforts to update their aging water infrastructure is to be commended.”

Empire Center says N.Y.’s Climate Act needs “green guardrails”

BY JOURNAL STAFF
news@cnybj.com

ALBANY — The sweeping climate law that New York State passed in 2019 to reduce greenhouse-gas emissions through bans, regulations, and taxes is “deeply flawed” and needs the state legislature to reassert its authority over climate policymaking to avoid “costly and economically

destructive mistakes.” That’s according to a recent report from the Empire Center for Public Policy.

In the report, called “Green Guardrails: Guiding New York’s Drive to Lower Emissions,” Ken Girardin, the Empire Center’s director of research, analyzes the



Climate Leadership and Community Protection Act (CLCPA) that the state passed about five years ago and makes recommendations for changes.

Girardin says that the CLCPA — which mandates an electric grid that uses only “zero emission” technology by 2040 and an economy that has effectively zero emissions by 2050 — “leaves the bulk of the decisions about how emissions will be reduced to state agencies under direct control of the governor, vesting them with policymaking powers that are supposed to be reserved for New York’s senators and assemblymembers.”

He contends that the process that has played out since the law’s adoption “has been marred by a lack of transparency, with state officials failing to issue legally required cost estimates and crucial studies designed to guide state energy policy.” He

believes that the evidence is growing that the state “will be unable to achieve its goals without significantly affecting the cost of living and doing business in New York and harming the reliability of its electric grid.”

Girardin concludes that he is not calling for “abandoning the state’s climate goals,” but instead recommending “open discourse, informed by the policy lessons and scientific advances of the past five years, [that] can and will result in better climate policy for New York.”

You can read Girardin’s full analysis of New York’s CLCPA at: <https://www.empirecenter.org/wp-content/uploads/2024/02/green-guardrails.w.pdf>.

The Empire Center, based in Albany, describes itself as an independent, not-for-profit, non-partisan think tank dedicated to promoting policies that can make New York a better place to live, work, and raise a family.



Girardin

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PaintCare seeks to give new life to leftover paint

BY TRACI DELORE
tde lore@cnybj.com

Leftover paint is a nuisance waste that one nonprofit is hoping to remove from the waste stream and give it new life.

PaintCare is a Washington, D.C.-based not-for-profit that established operations in New York state in May 2022. Today, the organization boasts 328 year-round drop-off sites and collects about 1.4 million gallons of paint every year.

“It’s all just waste reduction,” says Kelsey O’Toole, PaintCare’s New York program coordinator.

Historically, paint has been difficult to dispose of, environmental experts say. Latex paint must be properly dried out before it can be sent to the landfill where the bulky cans take up a lot of valuable space.

Oil-based paint products are an even bigger disposal challenge, O’Toole notes, because they must be collected as hazardous waste.

Often, people only have a few windows of opportunity each year to properly dispose of paint when municipalities open waste collection for such items, O’Toole notes.

“As you can imagine, those were inconvenient,” she adds, forcing people to hang onto old paint until one of the collection windows opened.

With PaintCare, residents have another option, with 19 collection sites around Central New York available for them to drop off waste paint. Sites include a number of Ace Hardware locations, Sherwin-Williams stores, and numerous independent lumber and hardware stores.

The nonprofit partners with paint retailers like hard-

ware, home improvement, and paint stores to serve as collection sites where residents can drop off unwanted paint at no cost.

PaintCare’s funding comes from a fee charged in states that have paint stewardship laws. Manufacturers pay the fee to PaintCare and then pass the cost to dealers by including it in the product price, according to the nonprofit’s website. In New York, that fee ranges from \$0.45 for containers larger than a pint up to one gallon to \$1.95 for containers larger than two gallons up to five gallons.

What does PaintCare do with the all the collected paint? Most, O’Toole says, is blended to make “new” paint that is sold by their paint recycling partners. Oil-based paints are used for fuel blending.

“They’re incredible,” she says of the recyclers. They pour off the paint by like colors and blend it to make new batches. “It just gets new life as paint again.” Much of the new paint is sold overseas, she adds.

Since getting its start in New York, PaintCare has collected more than 46,000 gallons of paint in Onondaga County alone and more than 60,000 across Central New York.

But that’s still just a drop in the bucket when considering the 4 million gallons of leftover paint each year in New York. Nationally, about 10 percent of all paint sold each year becomes leftover paint to the tune of about 840 million gallons.

If PaintCare can help keep some of that out of the landfill, it’s just better for the environment, O’Toole says.

“We want to make it convenient as possible for residents to drop off their paint and know it’s going to be disposed of properly,” she says.

PaintCare also works to educate people about buying



PHOTO CREDIT: PAINTCARE

the right amount of paint in the first place to help further reduce the amount of waste paint.

PaintCare, Inc., is a program of the American Coatings Association, a membership-based trade association of the paint-manufacturing industry. It operates in Washington, Oregon, California, Colorado, Minnesota, New York, Connecticut, Rhode Island, Vermont, Maine, and the District of Columbia and is developing a program for Illinois.

To date, the organization has collected more than 70 million gallons of paint. ■



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Longest-serving DEC commissioner to leave role this spring

Seggos to step down after nearly nine years in office

BY ERIC REINHARDT
ereinhardt@cnybj.com

ALBANY — The New York State Department of Environmental Conservation (DEC) will have a new commissioner later this year.



Seggos

Basil Seggos, who has served as DEC commissioner since 2015, will be leaving his position this spring.

During his tenure, Seggos played a key role in implementing the state's environmental policies and regulations to combat climate change, according to the DEC. His efforts also

helped the department in "protecting drinking water from emerging contaminants, directing record investments in natural resource and water quality protection, enhancing recreational access, and growing DEC's workforce to more than 3,000 staff, among the many notable highlights over his tenure," the department said in a statement provided to CNYBJ.

Seggos is the longest-serving DEC commissioner, the agency noted. The DEC's statement didn't include any details about his future plans.

In addition to leading the DEC, Seggos also advises the New York governor on environmental policy and issues, per his biography on the department's website.

Seggos background

The DEC says Seggos was "instrumental" in the passage of the state's Climate Leadership and Community Protection Act. That law requires New York to reduce economy-wide greenhouse-gas emissions

by 40 percent by 2030 and by at least 85 percent by 2050, from 1990 levels, according to a state website about the law.

Seggos has been serving as the co-chair of the law's implementing body, the Climate Action Council. He also devised and is responsible for the \$2.5 billion Clean Water Infrastructure Act and spearheaded the reauthorization of the state's Superfund law and reforms of the Brownfield tax-credit program.

As co-chair of the state's Drinking Water Quality Council, Seggos oversaw the establishment of the "most protective" water-quality standards for PFOA/PFOS and 1,4-dioxane, the DEC noted.

In addition to leading DEC, Seggos also serves on a variety of boards, including as chair of the Environmental Facilities Corporation (EFC), chair of the Hudson River Park Trust, the Adirondack Park Agency (APA), Delaware River Basin Commission, the Great Lakes Commission, the New York State Energy and Research

Development Authority (NYSERDA), the Olympic Regional Development Authority (ORDA), the Susquehanna River Basin Commission, and the New York State Energy Planning Board.

Prior to becoming DEC commissioner, Seggos served as the deputy secretary for the environment for the governor. In that role, he counseled the governor on environmental policy and the operations of New York's environmental agencies, including DEC; the Office of State Parks, Recreation and Historic Preservation; the EFC and the APA; and was a liaison to the state legislature on environmental issues and legislation.

Before his career in state government, Seggos served as VP of business development at Hugo Neu Corp., a clean-tech private-equity company.

During law school, he was legal clerk at the President's Council on Environmental Quality. Seggos began his career as an associate at the Natural Resources Defense Council (NRDC), the DEC said. ■

Cayuga Medical Center to install new generators

Using over \$10 million in federal money for the effort

BY ERIC REINHARDT
ereinhardt@cnybj.com

ITHACA — Cayuga Medical Center in Ithaca will use more than \$10 million in federal funding to help pay for the installation of two 2,000-kilowatt emergency generators.

The money will also help fund a 20,000-gallon underground storage tank and the construction of a new building to house the generators and protect them from sub-freezing temperatures and flooding.

The U.S. Department of Homeland

Security's Federal Emergency Management Agency (FEMA) awarded the money, U.S. Senate Majority Leader Charles Schumer (D-N.Y.) and U.S. Senator Kirsten Gillibrand (D-N.Y.) announced on Feb. 22.

The funds reimburse Cayuga Medical Center for expenses related to key power infrastructure upgrades and are provided at a 90 percent federal cost share, Schumer's office said.

"The Southern Tier and Finger Lakes have been subject to numerous severe weather events, including heavy rainfall and devastating flooding. This federal investment will support the installment of critical infrastructure, such as two high-capacity emergency generators and an underground storage tank, that will help to bolster our operational resilience at



The federal government has awarded Cayuga Medical Center in Ithaca more than \$10 million to reimburse the cost of installing two generators, an underground storage tank, a new building to house the generators to keep the hospital operational during extreme-weather events. PHOTO CREDIT: CAYUGA HEALTH

Cayuga Medical Center in Ithaca," Dr. Martin Stallone, CEO of Cayuga Health, said in the Schumer announcement. "Now, the facility will be even better equipped to withstand future weather events and en-

sure the continued delivery of seamless, comprehensive, community-centered care for the many residents we serve. I would like to thank Senator Schumer for his leadership and support." ■

Mirabito formally opens travel center in Parish

Includes fuel station, convenience store, and restaurants

BY JOURNAL STAFF
news@cnybj.com

PARISH — Mirabito Convenience Stores — a chain of convenience stores and fuel stations, with more than 100 locations in New York and Pennsylvania — recently formally opened its new travel center in Parish.

The company said it officially launched this multi-faceted convenience center and fuel station at 2877 E. Main St. in Parish, with a grand-opening celebration and ribbon-cutting ceremony on Feb. 16.

The new Mirabito location in Parish includes Dunkin' and Subway restaurants, a new tech corner, and lounge-style seating, according to a Mirabito news release.

Mirabito contends it will be "a one-stop destination for a variety of needs catering to community members, travelers, snowmobilers, fisherman, and beyond."

The gas station offers non-ethanol and premium gas, diesel, and kerosene, servicing the needs of the local community and pass-through travelers.

Customers can also purchase a selection of Mirabito's extensive snack and drink offerings, including made-to-order pizzas. The Dunkin' and Subway restaurants inside the travel center also offer a variety of food options.

"We are proud to bring an upgraded



The newly opened Mirabito travel center in Parish.

PHOTO CREDIT: MIRABITO HOLDINGS, INC.

Mirabito Convenience Store experience to Parish, NY, and we are excited to celebrate the grand opening of the Travel center with the local community," Joe Mirabito, president and CEO of Mirabito, said in the release. "With the addition of

Subway, Dunkin', Mirabito pizza, as well as our multiple fuel options, we strive to provide a comprehensive and convenient shopping experience for our customers whether local or passing through the area." ■

SUNY Poly professors get grants to develop offshore-wind workforce

BY TRACI DELORE
tdelore@cnybj.com

MARCY — A project led by SUNY Polytechnic Institute has received state funding to advance offshore-wind efforts by offering programs on campus.

SUNY Poly's Dr. Zhanjie Li, a professor of civil engineering, and Dr. Iulian Gherasoiu, a professor of electrical-engineering technology, were included in the second round of Offshore Wind Training Institute (OWTI) grants awarded for workforce development, according to a university news release.

In total, nearly \$4 million in funding was awarded to support 12 programs at eight SUNY campus-led programs.

"We are grateful for these investments in SUNY Poly, and I commend Zhanjie and Iulian for their continued efforts in offshore wind, the advancement of which is a clear priority in New York state," Michael Carpenter, SUNY Poly interim dean of the College of Engineering and associate provost for research, said in the release. "These projects will be critical in educating the future generation of engineers entering this booming industry, as well as creating a clear and fast-tracked pathway for

students and professionals to successfully enter the offshore wind workforce."

A project led by Li will receive about \$298,000 to develop a strong workforce-training program to boost the number of engineers, scientists, and engineering technicians with the skills needed to contribute to the current offshore-wind industry and help foster its growth. SUNY Poly Department of Engineering Technology Chair Andrew Wolfe and Assistant Professor of Mechanical Engineering Aarthi Sekaran are co-principal investigators of this effort.

Li received a \$400,000 OWTI grant last spring that helped establish the SUNY Poly Offshore Wind Training Team and develop a plan to enhance workforce training in the design, construction, and manufacture of offshore wind. With the new funding, Li proposed additional areas and training opportunities, such as workshops, as a complementary effort.

Gherasoiu received \$86,525 for his part in a collaborative project with University at Albany Professor of Nanoscale Science and Engineering Haralabos Efstathiadis. The two professors are developing three new courses as part of an offshore wind micro-credential program available to students at both campuses.



Zhanjie Li, left, and Iulian Gherasoiu, right, are recipients of funding from the state's Offshore Wind Training Institute grant program to develop programs at SUNY Poly to support workforce development for the offshore-wind industry.

PHOTO CREDIT: SUNY POLYTECHNIC INSTITUTE

The courses at SUNY Poly enhance the renewable-energy curriculum, coordinated by Gherasoiu, and are offered in collaboration with the University at Albany's College of Nanotechnology, Science, and Engineering, which includes courses on the fundamentals of photovoltaic energy, an introduction to electrical-energy storage, and an introduction to fuel-cell nanotechnology. ■

New York egg production drops nearly 5 percent

BY JOURNAL STAFF
news@cnybj.com

Farms in New York state posted a 4.7 percent decline in egg production in January to 142.9 million eggs from 149.9 million eggs in January 2023, according to a report from the USDA's National Agricultural Statistics Service (NASS).

The total number of layers in the state averaged just under 5.6 million in the first month of 2024, off 2.4 percent from 5.73 million layers in the year-prior period. Egg production per 100 layers fell 2.3 percent to 2,554 eggs in January, compared to 2,615 eggs in January 2023.

In neighboring Pennsylvania, egg production increased 7 percent to nearly 710 million eggs in January 2024 from nearly 663 million eggs a year before.

U.S. egg production totaled more than 9.27 billion eggs in January, up 2.5 percent from about 9.05 billion eggs in January of the prior year. ■



New York milk production and prices slip in latest month

BY JOURNAL STAFF
news@cnybj.com

Dairy farms in New York state produced 1.339 billion pounds of milk in January, down 0.4 percent from 1.345 billion pounds in the year-prior month, according to the monthly milk-production report that the USDA's National Agricultural Statistics Service (NASS) issued on Feb. 21.

Milk production per cow in the state averaged 2,125 pounds in the first month of 2024, down 0.5 percent from 2,135 pounds in January 2023. The number of milk cows on farms in the Empire State totaled 630,000 head in January, unchanged from the year-ago month, NASS reported.

Milk prices also declined in the latest month for which data is available. New York dairy farms were paid an average of \$21.90 per hundredweight of milk in December 2023, down 12 percent from \$24.90 in December 2022, and off more than 5 percent from \$23.20 in November 2023. ■



CNY BUSINESS JOURNAL MOHAWK VALLEY GEAR AWARDS

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From left to right: Tim Giarrusso-HTC, Jim Morris-Berkshire Bank, Jen Hunt-Berkshire Bank, Carl Reistrom-HTC, Linda Forth-HTC, and Gary Kline-HTC.

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Rank	Name Address Phone/Website	Combined Area (Sq. Ft.) of Coworking Locations in		Monthly Price Range	Coworking-Space Options	Top Local Executive and/or Facility Rental Contact	Year Estab.
		CNY — No. of Coworking Locations in CNY	Maximum Seating Capacity — No. of Private Offices				
1.	Koffman Southern Tier Incubator 120 Hawley St. Binghamton, NY 13901 (607) 777-5094/thekoffman.com	35,000 — 1	NA — NA	\$150-750 per month based on type of space	four different coworking areas on three floors	Bandhana Katoh, Executive Director Per Stromhaug, Assistant VP for Entrepreneurship and Economic Development Steve Pierce, Facilities Manager	2017
2.	Commonspace Work 351 South Warren St. Syracuse, NY 13202 (800) 674-3350/commonspace.com	20,000 — 1	300 — 60	\$80-\$1300	private offices, conference rooms, open workspaces, booths, phone booths	Troy Evans, Co-Founder Joe Sisko, Co-Founder Shauna Diliberto, Community Engagement Manager	2019
3.	ShareCuse 224 Harrison St. Syracuse, NY 13202 (315) 430-1827/sharecuse.com	15,000 — 1	NA — NA	\$450-\$1,100	private offices, shared open space, and conference rooms	Matt Funciello, Space Manager	2019
4.	MVCC's thINCubator 326 Broad St. Utica, NY 13501 (315) 880-0511/thincubator.co	8,500 — 1	50 — 9	\$100/mo.-10 days/mo.; \$150/mo.-unlimited access; \$400/mo.-private offices (12 month lease)	open space, conference rooms, board room, event space, private offices	Ryan Miller, Director	2014
5.	Anchorspace Potsdam 22 Depot St. Suite 19 Potsdam, NY 13676 (207) 613-5344/ anchorspacepotsdam.com	1,500 — 1	22 — 3	\$149 (coworking flex desk) - \$529 (private office)	weekly flex, monthly flex, monthly dedicated desk	Nicole Ouellette, Owner	2019
6.	The CommonSpot 108 N. Cayuga Street, Third Floor Ithaca, NY 14850 (607) 323-7768/commonspot.org	1,250 — 1	25 — 5	\$360 - \$800	coworking room, dedicated desks, private offices, phone booths, conference room	Bob Rossi, Owner	2015
7.	Melody's Co-Working & Event Space 128 Genesee Street Auburn, NY 13021 (315) 370-9227/melodyscny.com	750 — 1	12 — 2	day pass (\$30/day); student monthly membership (\$100/month); monthly membership (\$145/month); dedicated desk monthly membership (\$175/month)	access to high-speed wireless internet, wireless B/W office printer, professional grade paper shredder, use of private 2-team member office room up to 3-hour blocks, with sound barriers	Melody Smith Johnson, Owner/ Operator	2022

THE LIST

Research by Vance Marriner
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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 consists of Broome, Cayuga, Chemung, Chenango, Cortland, Herkimer, Jefferson, Lewis, Madison, Oneida, Onondaga, Oswego, St. Lawrence, Seneca, Tioga, and Tompkins counties.

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

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Increasing Border Security is No. 1 Priority to Americans

With a tidal wave of illegal immigrants crossing the southern border under President Joe Biden daily and Congress locked in a battle over border security, zealots pushing open borders are becoming increasingly out of touch with the American people.



MANZANITA MILLER
Opinion

Under Biden's reckless Open Borders agenda, 9 million illegal immigrants have entered the country through the southern border, including [more than] 1.8 million who escaped Border Patrol and are presumably living in the U.S. without documentation.

[Recently] the Senate rejected the Biden/Schumer immigration bill, temporarily preventing an open-borders agenda from being fully implemented. However, political elites dedicated to effectively eliminating the southern border and allowing rampant illegal immigration are far from finished.

Where do the American people stand? A series of opinion polls since Biden's border crisis became an inescapable threat to civil society shows that the public is increasingly against the assault on the southern border.

Recent Gallup polling shows that among the 54 percent of Americans who disapprove of Biden's job as president so far cite illegal immigration and open borders as the reason for their disapproval. The poll (<https://news.gallup.com/poll/610322/immigration-leads-reasons-biden-detractors-disapprove.aspx>) finds 19 percent of those who disapprove of Biden say [his]

advancement of illegal immigration and open borders is their top concern, followed by his handling of the economy (9 percent), and inflation (5 percent).

A recent PBS News/NPR/Marist poll finds the number-one priority to the largest share of the American public — 41 percent — is increasing security along the southern border to prevent illegal border crossings. Just 28 percent of the public cites allowing "Dreamers" to become citizens as their top priority, 15 percent say increasing America's number of refugees is their top priority, and 14 percent say deporting illegals is their top priority.

The poll (<https://maristpoll.marist.edu/polls/the-road-to-the-general-election/>) also finds support for immigration as a whole into the U.S. has declined by 9 percentage-points since July 2021, and 60 percent of U.S. adults give the Biden Administration poor marks on handling immigration. This sentiment is far from exclusive to Republicans — 66 percent of independents and 30 percent of Democrats, as well as 90 percent of Republicans take issue with Biden's open-borders policy.

The poll also finds that Americans say by 12 percentage points — 41 percent to 29 percent — Republicans are doing a better job at handling immigration than Democrats.

To well over half of both Republicans and independents, immigration-curbing policies are top priorities for reform, according to the NPR/Marist poll. Among Republicans, 82 percent of voters say increasing security along the border to reduce border crossings or deporting illegals are their primary concerns, as opposed to allowing the children of illegal immigrants to stay in the country or taking more refugees. Among independents,

59 percent cite either increasing border security or deporting illegal immigrants as their primary concerns. Among Democrats, 69 percent say their top concerns are efforts to add more immigrants, whether through accepting additional refugees or allowing those who came to the U.S. illegally as minors to gain citizenship.

A mid-January Morning Consult poll (<https://pro-assets.morningconsult.com/wp/uploads/2024/01/Full-Data.pdf>) also found that an increasing share of the American public believes illegal immigration harms our economy, with Americans saying 64 percent to 25 percent that illegal immigration hurts the U.S. economy. This includes 42 percent of Americans who voted for Biden in 2020.

What is more, a January CBS News poll found Biden's approval rating on the border crisis has fallen to its lowest point on record, with Americans giving the president negative marks by a margin of 70 percent to 30 percent. The poll (<https://www.cbsnews.com/news/cbs-news-opinion-poll-americans-border-crisis/>) also found Americans are fed up with Biden's weak approach to border security and say by a margin of 63 percent to 16 percent that Biden should be tougher on illegal immigrants.

The American people are making their voices heard in virtually every public-opinion poll — and they are demanding stricter border security and the deportation of those who enter the United States illegally. The radical open-borders agenda is supported by only a sliver of left-wing Democrats — not by a majority of the country. That should tell you all you need to know regarding "incentives" for open borders. ■

Manzanita Miller is an associate analyst at Americans for Limited Government Foundation, the research arm of Americans for Limited Government, a libertarian political advocacy group. The organization conducts policy research and publishes reports with the goal of reducing the size of the government.

Justice O'Connor championed civics education

Justice Sandra Day O'Connor, who died in December, was rightly celebrated as a trailblazing jurist who brought common sense and moderation to the Supreme Court. She also was a champion of civics education, especially after she retired from the bench.



LEE HAMILTON
Opinion

And civics education needs champions in this era of partisanship and conspiracy theories, which thrive when Americans lack understanding of our system of government.

Justice O'Connor, who left the court in 2006, enjoyed talking to students and promoting the study of how citizens participate in governing. She told the National School Boards Association in 2008 that civics education would be her primary focus in retirement. She created the iCivics program to carry out that mission.

She and I served as co-chairs of the Campaign for the Civic Mission of Schools and partnered to make public-service announcements promoting civics education. The Center on Representative Government at Indiana University, where I serve as a senior adviser, also promotes civics education, using similar approaches to iCivics.

O'Connor was, of course, the first woman to serve on the Supreme Court. Her nomination by President Ronald Reagan made history. A rancher's daughter and a proud Westerner, she built a reputation as a moderate in her 24 years on the court. She often provided a swing vote on abortion,

voting rights, sex discrimination and other controversial issues.

"The Supreme Court during that crucial period was often called the O'Connor Court," Linda Greenhouse wrote in the *New York Times*, "and Justice O'Connor was referred to, accurately, as the most powerful woman in America."

Unlike many justices, O'Connor started out in local politics; she served as a state legislator and majority leader of the Arizona Senate. She traced her interest in civics to her days as a precinct committeewoman gathering signatures to get candidates on the ballot.

That real-world background influenced her approach to jurisprudence. O'Connor valued facts and experience over legal theory and ideology. Her views on affirmative action, for example, evolved from serving alongside Justice Thurgood Marshall, a legendary civil-rights litigator. She could compromise, a key quality in civic decision-making.

O'Connor's experience in local and state politics forged her commitment to civics education. She said in a 2012 interview that Americans have a never-ending obligation "to teach our young generation about citizenship."

But we haven't always fulfilled that obligation as well as we might. In a recent survey by the Annenberg Public Policy Center, one-third of Americans couldn't name the three branches of government. Most could identify only one of the five rights protected by the First Amendment. Other surveys have found a lack of knowledge about the filibuster, the length of Senate terms, the Electoral College, and other matters.

When people don't understand how gov-

ernment works, they're more likely to believe the worst of their elected representatives. Divisions and distrust infect our politics. Worst of all, people of good will give up and disengage from political and civic activity.

That's the bad news. The good news is that the work that Justice O'Connor and others have done has had an impact. The iCivics project recently found that 38 states now require a stand-alone high-school civics course, a significant increase from previous years, and six states require a full year of civics study. Crucially, more schools teach citizenship in the early grades.

And it works. Studies find that young people who have taken civics classes score higher on assessments of what they know about government. They are more likely to rate voting, public service, and jury duty as important. They voted in higher numbers in the 2020 election.

On O'Connor's death, her colleague Justice Sonia Sotomayor said that she had "transformed how children learn about our shared responsibility as citizens." That alone would be a remarkable legacy, for a Supreme Court justice or anyone else. ■

Lee Hamilton, 92, 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.

MARCH 12

■ **Successful Successions: Learnings from Rochester Family Firm Leaders and Their Journeys to the Top** program from 5-8 p.m. at Cleary Family Auditorium in Kearney Hall on the campus of St. John Fisher University in Pittsford. Attendees will hear panelists' invaluable insights, lessons learned, and advice for families navigating the intricate process of succession planning. The program will include a networking cocktail hour and dinner. Carol Wittmeyer, director of the Family Business Program at Fisher, will moderate the panel, which includes Jack Doyle (fifth generation), president and CEO of Doyle Security Systems; Jon Spacher (fifth generation), co-owner and CEO of Fee Brothers; and Kate Hildebrandt (fourth generation), president and CEO of Leo J Roth Corporation. Additionally, Alexandra Justis (fifth generation), director of marketing and engagement at Doyle Security Systems, is serving as the event

chair. Online registration is now open and closes on Friday, March 1 (also the last day to request a refund). For more information, email: Carol Wittmeyer at cwittmeyer@sjf.edu or call (585) 385-8238.

MARCH 13

■ **Tompkins Chamber Business After Hours** event from 4:30-6:30 p.m. at Tompkins Cortland Community College, 170 North St., Dryden. Co-hosted with the Cortland Area Chamber of Commerce. Tour TC3's exciting new spaces, including science labs, food and clothing pantry, and Health and Wellness Center. Snacks and beverages will be available, and TC3 alumni will get special recognition. Please be sure to indicate if you

are an alum, when you register online or in-person. Cost to attend is \$10 for chamber members, \$15 for non-members. For more information and to register, visit: <https://business.tompkinschamber.org/events/details/business-after-hours-at-tompkins-cortland-community-college-192516>

MARCH 19

■ **2024 Nonprofit Awards** from 11:30 a.m.-2 p.m. at the DoubleTree by Hilton hotel, near Carrier Circle in East Syracuse. The *CNY Business Journal* and BizEventz honor individuals, companies, and organizations in a range of nonprofit categories, including Board Leadership, Corporate Community Support, Executive of the Year, and Outstanding Fundraising Event.

MARCH 20

For much more information, including a list of winners and details on tickets, visit: <https://www.cnybj.com/2024-nonprofit-awards/>

■ **Advocate Drum, AUSA, GWNC Chamber Business After Hours** event from 5-7 p.m. at LeRay Mansion, 99 LeRay Drive #69, Fort Drum. Cost is \$10 for GWNC Chamber members and \$15 for non-members. For more information, visit: <https://business.watertownny.com/events/details/business-after-hours-march-2024-12418>

MARCH 21

■ **Speed Networking for a Cause 2024** event from 5-7 p.m. at Holiday Inn Binghamton. The goal is for nonprofits to recruit new volunteers and board members for their organizations. Business professionals

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PEOPLE ON THE MOVE NEWS

ACCOUNTING

FustCharles, a certified public accounting firm in Syracuse, has promoted the following individuals. **DESIREE M. BENNETT** has been promoted to principal. She joined the accounting firm in 2010 and has more than 19 years of experience providing tax services to tax-exempt clients including health-care systems, colleges and universities, foundations, and other exempt organizations. Bennett is a graduate of Le Moyne College. **JASON T. COLEMAN** has been elevated to principal. He joined FustCharles in 2012 and has more than 12 years of experience providing auditing and accounting services to many of the firm's commercial, health care, and not-for-profit organizations. He is also one of the leaders of the firm's employee benefit plan practice. Coleman is a graduate of Le Moyne College. **KATHERINE M. (BOTT) CRAWFORD** has been promoted to senior manager. She joined the firm in 2015. Crawford is a graduate of SUNY Oswego. **CANDICE M. PACK** has been elevated to senior manager. She rejoined the firm in 2020, after previously working for FustCharles from 2006-2010. She is a graduate of Syracuse University.



Bennett



Coleman



Crawford



Pack

BANKING

The Lyons National Bank (LNB) announced it recently promoted eight employees who have excelled in their respective positions. **EMILY HILIMIRE**, branch manager, was elevated to VP. She joined LNB in 2014 as branch manager in the bank's Seneca County office. In that role, Hilimire helped grow the customer base to be the bank's third-largest branch. Recently, she assumed the role of branch manager in LNB's Auburn marketplace. **TERRI MARTIN**, payroll and benefits specialist, was promoted to banking officer. Martin began her banking career at LNB in 2002 as a teller in Lyons. As payroll and benefits specialist for the bank, she is a vital member of the human resources



department, managing its payroll system and processing along with being the staff liaison for all matters related to employee benefits. **CRISTIN MENOTTI**, senior credit underwriter, was promoted to assistant VP. With more than 10 years of bank credit-administration experience at LNB, Menotti is a key member of the bank's credit team. Her knowledge of commercial lending and solid work ethic make her a lead resource to handle larger, more complex lending scenarios. **DANIELA QUALDIERI**, was promoted to director of sales and operations training and VP. In this new role, Qualdieri is responsible for overseeing LNB's training programs, including operational-product training, along with sales and customer-service culture. With 20 years of experience in banking, she joined LNB in 2020 and most recently served as branch manager in the Perinton Park office. Qualdieri also serves on the bank's WOW! Committee. **SCOTT RUSSELL**, mortgage underwriter, was elevated to assistant VP. With 16 years of bank-lending experience, Russell has assumed the lead role in management of the bank's home-equity underwriting function. In addition, he has become a mentor to the bank's branch staff, offering training and providing guidance to employees involved in the mortgage and home-equity process. Russell joined LNB in 2017 and serves on the bank's WOW! Committee. **JUSTIN SINISI**, commercial/agricultural loan officer, was promoted to banking officer. Sinisi joined LNB in 2016. During his tenure, he has worked at the bank's Geneva branch, its credit department, and most recently the commercial-lending department. Sinisi serves businesses in LNB's greater Lyons marketplace. **JENNIFER SRMACK**, marketing specialist, was advanced to banking officer. Srmack joined LNB's marketing department in 2018. In her role as marketing specialist, she manages many of the department's initiatives, including social media and website communications, graphic design, branch fulfillment, and events planning. Srmack is a graduate of Rochester Institute of Technology with a bachelor's degree in graphic design, and she serves on the bank's WOW! Committee. **MICHAEL WARNER**, was promoted to director of performance management and assistant VP. In this new role,

Warner will be responsible for identifying and implementing performance improvements and efficiencies across the bank. He has eight years of experience in banking and holds a bachelor's degree in business economics with a minor in computer applications from SUNY Cortland. Warner joined LNB in 2021.

ENGINEERING

Ryan Biggs | Clark Davis Engineering & Surveying, D.P.C., a firm specializing in structural engineering and land surveying in Skaneateles Falls, announced the promotion of **KYLE OBERDORF** to associate. With the firm since 2013, Oberdorf provides structural engineering for investigation, restoration, and renovation projects in the educational, municipal, and religious markets. He is a licensed professional engineer in New York, Maine, and Pennsylvania, and a certified drone airman. He is currently working on projects at Cornell University, Hamilton College, and SUNY Plattsburgh.



HEALTH CARE

Crouse Medical Practice – General Surgery recently added **AMANDA KENYON**, family nurse practitioner, to the practice. She is a Syracuse native, who is board certified in family medicine. Kenyon received her bachelor's degree from SUNY Canton and her master's degree from Simmons University in Boston. In primary care, Crouse Medical Practice has added **HDAYATU SALAWU**, M.D., to its downtown Syracuse office. Dr. Salawu received her medical degree from SUNY Upstate Medical University and completed her residency at United Health Services Hospital in Johnson City. She is a native of the Ivory Coast and is welcoming new patients.



Kenyon



Salawu

LAW

GoldbergSegalla has added **CHRISTOPHER J. McCUNE** to the firm's civil litigation and trial practice group in Syracuse. McCune

is an experienced civil-litigation attorney, well versed in personal injury, motor vehicle, premises liability, general litigation, civil rights actions, and medical-malpractice defense. He has litigated cases as outside counsel to multiple major insurance providers, including high-exposure actions venues in Albany, Rensselaer, Saratoga, Greene, Ulster, Dutchess, Putnam, Orange, and Rockland counties. McCune works with clients from the onset of litigation through trial or settlement — analyzing the strengths and weaknesses of each lawsuit, developing the appropriate legal strategy, and taking proactive steps to defend, dismiss, or settle each action. McCune earned his bachelor's degree from Loyola University in Maryland and his law degree from the St. John's University School of Law.



McCune

MANUFACTURING (FURNITURE)

L & J. G. Stickle, Inc., a Manlius-based manufacturer and retailer of premium solid-wood furniture and fine upholstery, announced the addition of two new hires to its senior management team. **JOHN BATTEN** joins Stickle in Manlius, as VP of sales and marketing, reporting to Stickle President Edward J. Audi. In this position, he will be responsible for driving growth across all sales channels including dealer, contract, trade, OEM, and e-commerce. Bringing more than 30 years' experience building and managing marketing and sales organizations, Batten's most-recent position was as chief marketing officer at American Freight Furniture, where he led marketing for stores, e-commerce, and franchising. During his tenure, American Freight grew from 140 stores to more than 370 through new store growth and acquisitions. Batten holds a bachelor's degree and an MBA from the University of Alabama. **JACK RICHARDSON** joins Stickle as director of national sales. He will report to Batten and have responsibility for Stickle dealer sales and dealer sales representatives. Richardson comes to Stickle following management roles at Broyhill, Universal, LADD, and La-Z-Boy Casegoods; in these roles, he directly and indirectly oversaw more than 100 sales representatives and worked with more than 2,000 retailers.



Batten



Richardson

CALENDAR: *Continued from page 14*

will have 1 minute to talk about what kind of nonprofit volunteer opportunities interest them. Nonprofits (limit one person per nonprofit) will have 1 minute to pitch their organization to the business professional. After 2 minutes the business professionals move on to the next nonprofit. After the Speed Networking, attendees are invited for light hors d'oeuvres, sponsored by the BLI Alumni Association, United Way of Broome County, and VAST. Cash bar will be available. For more information, including registration, visit: <https://business.greaterbinghamtonchamber.com/events/details/speed-networking-for-a-cause-2024-9354?calendarMonth=2024-03-01>

MARCH 22

■ **Coffee Talk at the Tompkins Chamber: Hospitality, Tourism, and Agriculture** from 9:30-10:30 a.m. at the chamber office at 124 Brindley St., Ithaca. Join the Tompkins Chamber team and peers in your industry for fresh coffee and conversation. This month, the chamber invites professionals from the hospitality, tourism, and agriculture industries to connect with friends and colleagues and expand your network in this casual environment. For more information and to register, visit: <https://business.tompkinschamber.org/events/details/coffee-talk-at-the-chamber-hospitality-tourism-and-agriculture-193059>

MARCH 26

■ **"Women Rising: Motivate. Connect. Empower."** event from 8 a.m.-12 p.m.

at Everson Museum of Art, 401 Harrison St., Syracuse. Join CenterState CEO for an extraordinary gathering celebrating women's strength, resilience, and ingenuity. This half-day event is filled with enriching workshops and a lineup of empowering speakers who have overcome obstacles and achieved remarkable success in their careers. Cost is \$40 per person. For more information and to register, visit: <https://centerstateceo.com/events/3/2024/women-rising-motivate-connect-empower>

MARCH 28

■ **Tompkins Chamber 2024 Economic Summit** from 8:30 a.m.-1 p.m. in Ithaca. Join local experts and industry professionals for engaging presentations and discussion on the most pressing economic and community development issues. Morning networking and

breakout sessions are held at Cinemapolis, 120 E. Green St., Ithaca. Luncheon and presentation take place at Coltivare, 235 S. Cayuga St., Ithaca. For more information, including details on admission fees, visit: <https://business.tompkinschamber.org/events/details/2024-economic-summit-192524>

■ **BLI Graduation Banquet 2024** from 6-9 p.m. at the Riverdale Banquet Hall, 2901 Watson Blvd, Endwell. The Greater Binghamton Education Outreach Program (GBEOP) will be holding the graduation for the Broome Leadership Institute (BLI) Class of 2024. Hors d'oeuvres and cash bar start at 6 p.m. and dinner is at 6:45 p.m. For more information, visit: <https://business.greaterbinghamtonchamber.com/events/details/bli-graduation-banquet-2024-9355?calendarMonth=2024-03-01>

CNY BUSINESS JOURNAL

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