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INSIDE:
EXCELLUS POSTS 2023 NET LOSS OF \$23M AFTER RISE IN INSURANCE USAGE
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DUTCH HILL MAPLE OPENS NEW SUGARHOUSE

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PHOTO CREDIT: DUTCH HILL MAPLE FACEBOOK PROFILE

SPECIAL REPORT: CNY CONSTRUCTION PROJECTS



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PHOTO CREDIT: BARTON & LOGUIDICE, D.P.C.



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MOHAWK VALLEY MOURNS LOSS OF ECONOMIC-DEVELOPMENT LEADER

PHOTO CREDIT: MOHAWK VALLEY EDGE FACEBOOK PAGE

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CNYBJ CALENDAR:

March 25 List: Hotels

March 25 Special Report: Employee Benefits/HR/Insurance

2024 Book of Lists

April 1 List: Commercial Printers

April 1 Special Report: Manufacturing Directory

April 8 List: Staffing Firms

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

April 22 Special Report: Employee Benefits/HR/Insurance/Generations

April 29 List: MBA Programs

April 29 Special Report: Banking & Credit Union Report

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

May 20 List: Coworking Spaces

May 20 Special Report: Energy/Environment/Sustainability

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CNYBJ BRIEFS



PHOTO CREDIT: SESSLER WRECKING

Sessler Wrecking, a Waterloo-based provider of demolition and environmental services, has recently strategically expanded into the greater Charlotte, North Carolina region by establishing a new southeast division in Rock Hill, South Carolina.

Sessler Wrecking of Waterloo launches southeast division in Charlotte, North Carolina area

WATERLOO — Sessler Wrecking, a Finger Lakes-based provider of demolition and environmental services, recently announced it has established a southeast division in the greater Charlotte, North Carolina region.

Sessler Wrecking says the expansion “marks a significant chapter in the company’s storied history, responding to the growing demand and calls” from clients and prospects to establish a division in the area. This strategic move not only extends the company’s geographical reach, but also strengthens its primary offerings and professional team, elevating capabilities across all markets served, according to a company news release.

The Sessler Wrecking southeast division is located at 1034 Charlotte Avenue in Rock Hill, South Carolina, which is about 25 miles south of Charlotte.

Sessler Wrecking, headquartered in Waterloo, is a generational, family owned and operated specialty contractor focused on bridge, building, and industrial demolition, marine services, environmental services, and site preparation. Founded in 1958, Sessler Wrecking says it has grown steadily into one of the nation’s largest specialty contractors, earning a place as a Top 20 demolition & wrecking contractor, ranked by nationwide revenue in the publication *Engineering News-Record*.



The Village of Deposit offices.

PHOTO CREDIT: VILLAGE OF DEPOSIT FACEBOOK PAGE

NYS comptroller’s audit finds Village of Deposit didn’t ensure compliance with credit-card policy

DEPOSIT — New York State Comptroller Thomas P. DiNapoli in late February announced the results of six local government and school audits, including an audit of the Village of Deposit (located in Broome and Delaware counties), regarding its purchasing-policy compliance.

The comptroller stated that the Village of Deposit board of trustees did not ensure compliance with the village’s credit-card policy.

During the audit period from March 1, 2022 to Aug. 31, 2023, the comptroller’s office examined 93 credit-card purchases (18 claims) and found that the village board approved 83 credit-card purchases (17 claims) totaling \$20,659 without the required supporting documents.

“As a result, the Board approved the use of taxpayer funds without having support to show funds were being expended for legitimate Village purposes and increased the risk

for fraud, waste or abuse,” DiNapoli’s audit-report summary stated.

The comptroller recommended that the Village of Deposit ensure that its deputy clerk complies with the village’s credit-card policy and that each claim has sufficient supporting documentation before authorizing payment.

“Village officials generally agreed with our recommendations and indicated they planned to initiate corrective action,” the report summary concluded.

The village of Deposit is located in the town of Sanford in Broome County and the town of Deposit in Delaware County. The village is governed by an elected five-member board composed of the village mayor and four trustees. The board is responsible for the general management and oversight of village operations and finances and is required to audit credit-card claims before approving them for payment.

North Point Defense wins \$24 M contract order from Air Force

ROME — North Point Defense, Inc. of Rome has been awarded a \$24.3 million task order from the U.S. Air Force for Warfighter Integration Program information technology.



This contract provides research and operational-systems development to identify, decode, and exploit signals from information technology and communications systems, according to a March 5 contract announcement from the U.S. Department of Defense. Under the pact, North Point will also conduct research and development, testing, and evaluation of new requirements and evolving technology. Additionally, the contract will focus on countering technical advancements in adversary signals and systems, automating existing manually intensive processes, exploiting new vulnerabilities, and contributing capability as part of an all-domain environment.

North Point will perform contract work in Rome and is expected to complete it by March 3, 2028. This pact was a competitive acquisition and one offer was received, per the contract announcement. Fiscal 2023 and 2024 research, development, test, and evaluation funds of \$858,490 are being obligated at time of award. The Air Force Research Laboratory/RIKD-Information Warfare Contracting Branch in Rome is the contracting authority.

North Point Defense says it provides critical capabilities to the national-intelligence community by developing communications-network access tools and advanced methods for communications-signal exploitation. The company’s areas of research and development include analog and digital multiplexing, signal conditioning, automated end-to-end processing from radio-frequency detection to intelligence end-product, network exploitation, parallel processing, and system miniaturization. North Point Defense is headquartered at 184 Brooks Road in Rome.

GSAR and CNYIS inaugurate 2024 board officers

The Greater Syracuse Association of Realtors (GSAR) and Central New York Information Service (CNYIS) inaugurated their 2024 slates of officers and directors during an installation event on Jan. 19 at the Timber Banks Golf Club in the town of Lysander.

Taking the oath of office to serve GSAR were: Nancy Quigg, president; Dave Manzano, Sr., president-elect; and Mary Rouse, secretary/treasurer. The association named the following directors: Jennie Chapin, MariRae Dopke, Shelley Hoffman, Stacey Kelso O’Connor, Kathleen Kirby, Kellie Jo Maher, Natalie Martin, Timothy McCarthy, Eric Pedrotti, Donald Radke, Mark Re, and Shauna Teelin. Additionally, Chris Teelin was sworn in as ex-officio.

Taking the oath of office to serve CNYIS were: Mark Re, president; Jennie Chapin, VP; and Martin Carpenter, secretary/treasurer. Named as CNYIS directors, Dave Evans, Deana Ingram, RJ Long, Mary MacKaig, Nancy Quigg, Donald Radke, and Jeff Roney were also sworn into office.

Onondaga County Executive Ryan McMahan served as the installing officer for both organizations.

The Greater Syracuse Association of Realtors is the trade association representing more than 2,200 realtors in Central New York. Since 1911, GSAR’s mission has been to advocate for private property rights and provide its members with resources to foster their business success.

The Central New York Information Service is a multiple-listing service operated by a group of Central New York broker-owners.

Dutch Hill Maple in Tully formally opens new sugarhouse

Also certified as environmentally friendly

BY ERIC REINHARDT
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TULLY — Dutch Hill Maple, LLC, which participates in the New York State Grown & Certified program, on March 1 formally opened its new sugarhouse, which was completed in 2023.

The program “promotes farms that adhere to a higher standard for food safety and environmentally friendly practices,” the New York State Department of Agriculture and Markets said in its March 1 announcement.

New York State Grown & Certified verifies New York’s agricultural producers and growers who adhere to food safety and environmental-sustainability standards.

As part of the kickoff to Maple Month, Richard Ball, commissioner of the New York State Department of Agriculture and Markets, visited Dutch Hill Maple, a family-owned farm in Tully, for an annual maple-tree tapping.

The event was meant to highlight the Empire State’s maple industry and the maple producers participating in the New York State Grown & Certified program. The event also included a ribbon-cutting

ceremony for the new sugarhouse.

Dutch Hill Maple is one of the nearly 150 maple sugarmakers who will host Maple Weekends, helping to boost agri-tourism across New York state.

Nate Williams — who grew up with the family tradition of making maple syrup every year with his father and brother — purchased the property that would become Dutch Hill Maple in 2014 with Cristy, his wife and business co-owner.

In 2022, they began construction of a brand-new sugarhouse to better accommodate the needs of their business, the Department of Agriculture and Markets said. In their 2023 season, the Williams’ produced more than 5,000 gallons of maple syrup, their highest production yield to date.

With the 2024 maple season marking the first year of making syrup in their new sugarhouse, the Williams’ hope to further expand production.

“This is an exciting time of year for maple producers across the state, as maple trees seem to come alive with the flow of sap, which is then crafted into deliciously sweet maple syrup,” Cristy and Nate Williams said in the department’s news release. “Maple Weekends offer a wonderful, family-friendly opportunity to get out and meet the hardworking sugar



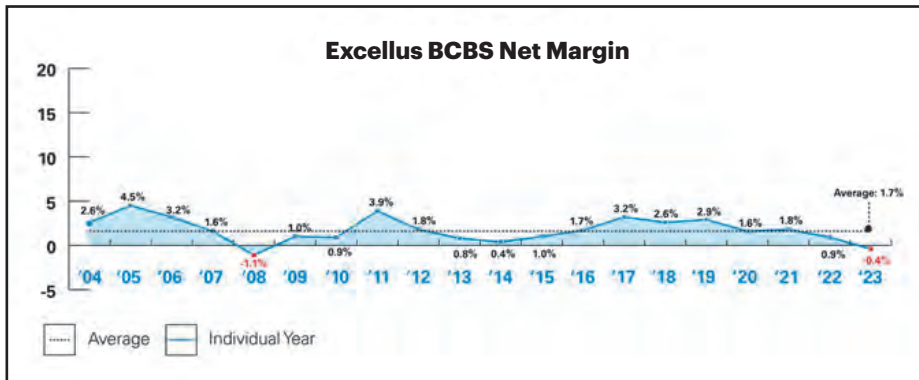
From left to right, Cristy and Nate Williams, owners of Dutch Hill Maple, LLC in Tully, pose with Richard Ball, commissioner of the New York State Department of Agriculture and Markets, on March 1. Ball and other officials visited the business that day to celebrate New York maple and the start of Maple Month.

PHOTO CREDIT: DUTCH HILL MAPLE FACEBOOK PROFILE

makers behind the jug on your breakfast table, learn how maple syrup is made right in your ‘backyard,’ and most importantly, taste delicious maple products right

at the source.”

Dutch Hill Maple is located at 1275 Woodmancy Road in the town of Tully, in southern Onondaga County. ■



Excellus provided this chart of its net-margin figures dating back to 2004.

IMAGE CREDIT: EXCELLUS

Excellus posts 2023 net loss of \$23M after rise in insurance usage

BY ERIC REINHARDT
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ROCHESTER — Excellus BlueCross BlueShield reported a net loss of more than \$23 million for 2023, which it primarily attributed to a \$271 million increase in medical benefits paid last year.

Excellus, like other health insurers nationwide, continues to “experience increases in utilization and costs” for health-care services and prescription drugs.

“We’re a company that budgets for thin financial margins and giving ourselves such a narrow window can sometimes result in a small net loss when facing the unexpected,” Jim Reed, president and CEO of Excellus, said in a news release. “As our communities emerge from the pandemic, we’re seeing significant increases in high-cost inpatient hospital utilization, outpatient surgeries on hips and knees, and new prescription medications.”

Rochester-based Excellus, Central New York’s largest health insurer, reported the net-loss figure in its annual report filed March 1 with the New York State Department of Financial Services.

The 2023 net loss compares to the reported net income of \$58.9 million on premium revenue of \$6.6 billion in 2022. The 2022 net-income figure had declined 50 percent from the \$117.6 million the health insurer generated in 2021.

Medicare Advantage

A change in how the federal government sets hospital-reimbursement rates for Medicare Advantage plans has also impacted the health plan’s finances, Excellus said. An update to the Medicare wage index will bring an additional \$1 billion of increased federal payments annually to upstate New York hospitals.

“We’re glad to see this increased funding for hospitals in our region,” Reed



Rochester-based Excellus BlueCross BlueShield on March 1 reported a net loss of \$23.2 million in 2023. Excellus, Central New York’s largest health insurer, operates an office in DeWitt, pictured above.

FILE PHOTO CREDIT: ZOEVADVERTISING.COM

said. “Our challenge, however, is that we’re now reimbursing hospitals more for providing care to Medicare Advantage members without a corresponding increase in health plan funding for Medicare Advantage premiums from the federal government.”

Premium dollar

As a mission-driven nonprofit, Excellus says it strives for a low operating margin. Overall, the health insurer in 2023 spent 93 cents out of every premium dollar collected on direct patient care including medical and pharmacy claims, and activities that improve the quality of care. Over the last 20 years, the health plan has averaged a net margin of 1.7 percent.

Reserves and taxes

Health-plan reserves totaled \$1.68 billion at the end of 2023 or the equivalent of 91 days of claims and operating expenses. Excellus says its reserves are “like a savings account to be drawn upon for unforeseen higher expenses” such as

during a pandemic. The health insurer also incurred \$441.4 million in federal and state taxes and fees in 2023.

Administrative costs

Excellus also reported that with 93 cents of every premium dollar spent on patient care, the remainder of every dollar, coupled with investment income, is spent on taxes, fees and administrative expenses that include payroll, overhead expenses and broker commissions.

“Excellus BCBS continues to demonstrate strong performance while navigating post-pandemic fluctuations in cost and utilization,” Faheem Masood, chair of the organization’s governing board, said in the release. “Reporting a net loss this year reinforces the health plan’s commitment to offering products that support its mission of ensuring everyone in our communities has access to high-quality, affordable health care.”

Excellus and its parent organization employ more than 4,000 people across upstate New York. ■

Mohawk Valley mourns loss of economic-development leader

BY TRACI DELORE
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UTICA — With the sudden passing of Steven DiMeo on Wednesday March 6, the Mohawk Valley region and its residents lost more than just a family member or friend. The area lost an economic-development wizard who touched the lives of many residents who probably didn't even know who he was.

Through efforts like working to redevelop the former Griffiss Air Force Base to fighting years later to keep the Air Force Research Laboratory there, from persuading companies to open up shop in the Mohawk Valley and convincing others not to leave, "he has touched so many lives," Oneida County Executive Anthony J. Picente Jr. says in an interview with CNYBJ. DiMeo wanted what was best for the Mohawk Valley, but never wanted the spotlight.

DiMeo had a long career in economic development including serving as Utica's commissioner of urban and economic development. But it was the 1993 decision to close Griffiss Air Force Base as part of Base Realignment and Closure (BRAC) that led DiMeo to Rome and, eventually to Mohawk Valley EDGE. He was appointed president after its creation and served in that role until his death, more than three decades later.

DiMeo's death generated an outpouring of condolences, praises for his accomplishments, and promises to carry forward the torch, from regional economic-development organizations, univer-

sities, politicians, and more.

"I am saddened by the sudden passing of Steve DiMeo," Gov. Kathy Hochul said in a statement provided to CNYBJ. "He was a visionary and a tireless advocate for his community, and his 30 years of service leading Mohawk Valley EDGE helped transform the region leaving it better off today than when he first started."

"Steve DiMeo was one of Utica's best drum majors," U.S. Sen. Charles E. Schumer (D-N.Y.) said in a statement. "We worked to rebuild Griffiss after BRAC; we fought New York Regional Interconnect when they tried to take advantage of Oneida County. We worked hand-in-glove to bring good-paying tech jobs to the county and game-changing companies like Wolfspeed to Marcy, along with so much more. Steve was a uniquely effective advocate, a partner, a friend, and just a good guy."

"Under his leadership, Mohawk Valley EDGE has been a long-time partner of the Oneida Indian Nation, and we are grateful for all of his efforts to promote economic development within the region," Oneida Indian Nation Representative Ray Halbritter said in a statement. "His passing is a great loss for all who knew him and the Mohawk Valley as a whole."

"Steve was a testament to the fact that one person can make a very big difference," Empire State Development said in its statement. "While few successes are achieved alone, some are not possible without certain individuals. Steve was that person for the Mohawk Valley."



Mohawk Valley EDGE President Steven DiMeo passed away March 6. The economic-development leader was instrumental in many projects around the region including transforming the former Griffiss Air Force Base into a business and technology park, convincing businesses like Wolfspeed to locate in the Mohawk Valley, and numerous others. PHOTO CREDIT: MOHAWK VALLEY EDGE FACEBOOK PAGE

"He was a true legend and powerful supporter of everything Mohawk Valley," NY CREATES President David Anderson said. "We will miss his matter-of-fact, yet kind, approach, along with his sense of humor, that enabled him to champion impactful progress."

"May we all find inspiration in Steve's decades of contributions to the Mohawk Valley; and let us honor his legacy by carrying on his important work," SUNY Polytechnic Institute posted on its Facebook page.

As the area's biggest advocate, DiMeo taught lessons that will help the area continue growing, Picente says, adding that the EDGE leader taught him to be bold. "If you don't swing, you're not gonna get a hit."

DiMeo's swings, or grand visions to some, are what convinced Picente and

countless others that the Mohawk Valley had something to offer.

That push to be bold and go for the big swing, Picente notes, is what enabled him to bring the Utica University Nexus Center to life in Utica.

DiMeo was such an expert at knowing all the pieces needed to put together an economic-development deal, no one person could ever fill the shoes he left behind, Picente says. But it's important that the area keeps moving forward, building upon what DiMeo helped start.

"He's left us with the blueprint," Picente says. "I'm confident that his legacy will move us forward. We're going to be ok because of him."

Services for DiMeo took place Thursday, March 14. He is survived by his wife, Dianne, three children, and five grandchildren. ■

Bousquet Holstein member appointed president of CNY Collaborative Family Law Professionals' board

SYRACUSE — Bousquet Holstein PLLC recently announced that Rosemary Lepiane, a member (partner) in the law firm, has been appointed president of the board of directors of CNY Collaborative Family Law Professionals, Inc.

Lepiane focuses her practice at Bousquet Holstein on matrimonial and family law. She brings almost two decades of experience working with families on their personal matters. She joined the CNY Collaborative group in 2019 and served as VP of its board from 2021-2023.

CNY Collaborative Family Law Professionals is a nonprofit organization committed to offering families alternative, out-of-court solutions for divorce or separation, recognized as a more positive method

for family stability and the welfare of children, according to a Bousquet Holstein news release. Membership is comprised of local family-law attorneys, financial experts, and mental-health professionals aligned with and trained in the ethical standards of collaborative methods.

Along with Lepiane, Bousquet Holstein attorneys Ryan Suser and Steven Paquette are both members of the organization, with Paquette previously serving as board president in 2015.

"This organization holds extraordinary value to this community," Lepiane said in the release. "I am honored and excited to take on this new role." ■



Lepiane



IN MEMORY OF STEVE DIMEO

The Mohawk Valley region and business community lost a friend, partner, and legendary economic-development leader.

The Central New York Business Journal staff extends its thoughts and prayers to Steve's family and the Mohawk Valley EDGE staff.



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Buffalo-Rochester-Syracuse tech hub going after phase-2 funding

BY ERIC REINHARDT
ereinhardt@cnybj.com

The tech hub involving the Buffalo-Rochester-Syracuse region is now pursuing phase-two implementation funding that could total as much as \$54 million.

The tech hub is officially known as the NY SMART I-Corridor, which is short for New York Semiconductor Manufacturing and Research Technology Innovation Corridor Consortium.

The NY SMART I-Corridor Consortium tech hub spans across the Buffalo, Rochester, and Syracuse regions, and involves more than 100 institutions, including assembling commitments from industry, academia, labor, nonprofit, government, and other private-sector members.

U.S. Senate Majority Leader Charles Schumer (D-N.Y.) — who secured the tech-hub designation for the three Upstate metro areas — announced the application submission. The senator said he is now launching an “all-out push” to make the project one of the program’s first implementation award winners to build a “globally leading” semiconductor cluster in the upstate New York region.

Schumer has written a letter of support to U.S. Department of Commerce Secretary Gina Raimondo.

“The Buffalo, Rochester, and Syracuse SMART I-Corridor region has a gener-

ational opportunity to build a globally leading semiconductor cluster as one in four American-made chips will be produced within 350 miles of the I-Corridor by 2033,” Robert Simpson, president and CEO of CenterState CEO, said in Schumer’s announcement. “No other area will account for a greater share of domestic production, which represents a critical capacity building opportunity for the region. To meet this moment, leading civic institutions across our region have partnered to co-design solutions that will catalyze efforts through five component projects. This proposal when executed will transform our economic competitiveness for generations while also impacting more immediate national security challenges. This corridor is poised and ready to lead and we thank Senator Schumer for sharing our vision and providing unwavering support for this application.”

Funding use

Implementation funding that the NY SMART I-Corridor Tech Hub is applying for would target specific component projects that seek to solve the “growth challenges” the region would otherwise face over the coming decade, Schumer’s office said.

Specifically, the component project efforts will be led by Syracuse University (SU), the University at Buffalo (UB), Monroe Community College, and Empire State Development’s Division of Science,



U.S. Senate Majority Leader Charles Schumer (D-N.Y.), pictured here at the podium on Oct. 23, 2023, announced a federal designation for the Buffalo-Rochester-Syracuse region and its semiconductor-manufacturing activity. He proclaimed the NY SMART I-Corridor tech hub during a visit to Saab Defense and Security at 5717 Enterprise Pkwy in DeWitt. On March 4, Schumer announced that the NY SMART I-Corridor has applied for phase-two funding.
ERIC REINHARDT / CNYBJ

Technology and Innovation (NYSTAR).

SU will work at creating a “collaborative ecosystem” for semiconductor research and development efforts for product commercialization, Monroe Community College will lead workforce-training initiatives, UB will work at strengthening the supply chain by making it easier for local firms to gain access to growth opportunities in the semiconductor industry, and NYSTAR will focus on investment in tech startups and entrepreneurs to accelerate their growth in the region.

The implementation phase of the pro-

gram will allow the region to expand the semiconductor ecosystem already in existence to “develop and make the future of semiconductor technology” in the Upstate region, per Schumer’s office.

Schumer said the NY SMART I-Corridor project builds on the investments announced for the region in semiconductor manufacturing and research and development resulting from his CHIPS & Science Law. It’s expected that one in four American-made chips will be produced within 350 miles of the NY Smart I-Corridor by 2033. ■

CNY Community Foundation launches nonprofit bridge-loan program

BY JOURNAL STAFF
news@cnybj.com

SYRACUSE — The Central New York Community Foundation recently introduced a new nonprofit bridge-loan program that it says will help not-for-profits continue essential community services while waiting to receive approved grant funding.

The foundation’s local impact investing program closed on a \$500,000 deposit to Cooperative Federal (Coop Fed) to launch the bridge-loan program. Coop Fed is a community development financial institution, or CDFI, and federally chartered credit union. Its members are historically underbanked and live and work in disinvested communities.

The CNY Community Foundation explained in a February news release that it “is common for government agencies and other funders to require awardees to draw down funds on a reimbursement basis, often taking several months to process reimbursements.” The foundation’s survey of more than 50 local nonprofit organizations found that 58 percent have experienced funding delays from New York State grant contracts.

“Cooperative Federal is focused on expanding access to capital in ways that benefit diverse people and communities,” Chrisina Sauve, CEO of Cooperative Federal, said in the foundation release.

“Bridge loans have the double impact of supporting and sustaining local nonprofits, while also making it possible for those nonprofits to bring outside dollars into our region.”

Loans will be fully secured by Community Foundation funds on deposit at Coop Fed. Nonprofit organizations and unincorporated organizations working with a 501(c)(3) fiscal sponsor are eligible to borrow an amount equal to their first anticipated disbursement under a fully executed funding agreement, ranging from \$25,000 to \$150,000.

The Community Foundation said it will be responsible for intake, loan-application packaging and preliminary due-diligence review. Applications that meet the Community Foundation’s internal standards will be recommended to Coop Fed.

“It is not uncommon for Central New York nonprofits to wait several months to receive grant payments, forcing them to alter services or find other stop-gap measures,” Frank Ridzi, VP of community investment at the Community Foundation, said. “The vital work of local community organizations is our top priority, so by providing flexible support through this loan fund, we hope to help ensure their services continue.”

This investment marks a total of more than \$3.6 million now advancing hous-



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NETWORKING RECEPTION: 4:30-6 PM
LIVE MUSIC BY THE SYRACUSE ORCHESTRA



KEYNOTE SPEAKER

ELIZABETH KELLY

Director, U.S. AI Safety Institute
Department of Commerce

Register:
www.centerstateceo.com/AnnualMeeting



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SPECIAL REPORT:

CNY CONSTRUCTION PROJECTS



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BARTON & LOGUIDICE, D.P.C.

Village of Clayton Resiliency & Economic Development Initiative (REDI) infrastructure improvements

■ **Project Description:** The Village of Clayton sustained significant damage to public infrastructure due to unprecedented high-water events in 2017, as well as high wind and wave action during a major storm event that occurred on October 31, 2019. The village secured grant funding under the Lake Ontario Resiliency and Economic Development Initiative (REDI) to complete structural repairs and improvements at four locations along their waterfront: Clayton Riverwalk, Mary Street Dock and Boat Launch, Village Dock at Veterans Memorial Monument, and Thousand Islands Regional Dock at Frink Park. Barton & Loguidice (B&L) provided engineering services for the design, permitting, bidding, and construction phase services for shoreline-infrastructure improvements. Completion of the work will improve resiliency of village infrastructure and reduce flood potential and damage during periods of high water. Project scope included: reconstruct about 275 linear feet of low-lying sections of the Riverwalk to address flooding and to replace aging infrastructure; rebuild 520-foot main dock at Mary Street on the same footprint with new steel piles and framing — a new concrete deck was installed along with new lighting, benches, cleats, and other accents; replace the Mary Street boat launch dock with a fixed-floating dock system and reconstruct deteriorated concrete at the boat ramp; install 195-linear-foot wave attenuator to protect the village docks and Riverwalk; and seal gaps at the toe of the Thousand Island Regional Dock at Frink Park. B&L is currently investigating opportunities for the village to utilize the remaining funds for additional improvements to shoreline infrastructure. Completion of additional work is anticipated for 2024.

- **Project Location:** Village of Clayton
- **Total Construction Cost:** \$6.3 million
- **Approximate Square Footage:** +/- 2 acres (includes land and in-water work)
- **Start Date:** July 2022
- **Completion Date:** September 2023
- **Building Owner:** Village of Clayton
- **Construction Manager:** Barton & Loguidice, D.P.C.
- **Engineer:** Barton & Loguidice, D.P.C.
- **General Contractor:** D.C. Building Systems, Inc.
- **Primary Subcontractors:** Dorr Marine & Excavation (marine construction); Patch Seaway International (marine construction); Seaway Marine (marine construction); New Century Electric (electrical construction); Wilcox Crane (crane & rigging); Whiteacre Engineering (rebar installation); Marzano Paving (asphalt paving); Rising Tide (certified SeaFlex installer); Hunt Diving (underwater welding, diving); Atlantic Testing (rock anchor testing)



- **Financing Source:** Resiliency and Economic Development initiative

Replacement of McGraw Marathon Road (CR 116) Bridge over Hunts Creek

■ **Project Description:** The original McGraw Marathon Road bridge of Hunts Creek was built in 1930 and consisted of a 69'-6" long, two span filled spandrel concrete deck arch superstructure founded on spread footings on soil. The bridge carries more than 1,500 vehicles per day and serves as a vital link for local residents, businesses, and farms. The project focused on restoring the long-term integrity of the crossing. The new bridge consists of a 53'-6" long single span, steel multi-girder superstructure with a cast-in-place concrete deck. The new substructures are located immediately in front of the existing arch foundations in order to reduce the span length and to avoid conflict with the adjacent driveways. The new cast-in-place concrete integral abutments are supported on steel H-piles driven to refusal. The bridge includes 11-foot wide travel lanes and 4-foot wide shoulders to accommodate agricultural vehicles and snowplows. There were hydraulic deficiencies along Hunts Creek throughout the project area. These deficiencies include nonstandard freeboard, debris snagging, scour at the pier, and bank erosion. To address these issues, the project removed the pier and realigned the bridge to provide improved flow through the crossing. A water main crossed under Hunts Creek adjacent to the bridge. To provide standard lane and shoulder width, the bridge needed to be widened which conflicted with the water main. As part of the project, the water main was relocated downstream of the bridge.

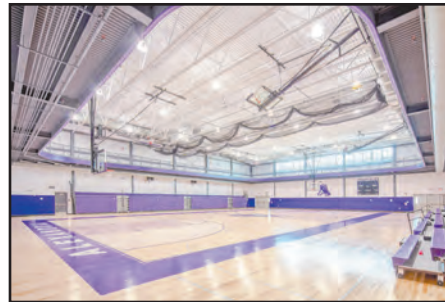
- **Project Location:** Cortland County
- **Total Construction Volume:** \$2 million
- **Approximate Square Footage:** 2,000 (bridge), 20,000 (total)
- **Start Date:** July 2022
- **Completion Date:** May 2023
- **Building Owner:** Cortland County
- **Construction Manager:** Barton & Loguidice, D.P.C.
- **Engineer:** Barton & Loguidice, D.P.C.
- **General Contractor:** Vector Construction Corp.
- **Primary Subcontractors:** Apex Striping, Inc; Bothar Construction, LLC; Comet Flasher Inc.; Elderlee, Incorporated;



Interstate Reinforcing Inc.; I W Construction Inc; Northern Stud Welding, LLC; Ravi Engineering and Land Surveying, P.C.; Syrstone, Inc.

- **Financing Source:** BridgeNY

BCA ARCHITECTS & ENGINEERS



Alexandria CSD - Gymnasium expansion

- **Project Description:** The Bud Bulger Gymnasium at Alexandria CSD accommodates 500-plus people and features a multi-tone, natural maple floor and a two-lane second-story track. The project expanded outdated facilities, adding a concessions area, public restrooms, and an official changing/shower room. The girls' locker room was reconfigured to accommodate a stair to the second-story track. The gymnasium's height meets volleyball regulations and ensures safe head clearance between the bleachers and the underside of the running track. The gymnasium includes air conditioning for year-round comfort and translucent panels in the gymnasium's wall allow ample daylight, reducing reliance on artificial lighting.
- **Project Location:** Alexandria Bay
- **Total Construction Cost:** \$6.4 million
- **Approximate Square Footage:** 16,000
- **Start Date:** May 30, 2022
- **Completion Date:** Dec. 1, 2023
- **Building Owner:** Alexandria Central School District
- **Construction Manager:** C&S Companies
- **Architect:** BCA Architects & Engineers
- **Engineer:** BCA Architects & Engineers
- **Landscape Architect:** BCA Architects & Engineers
- **Multi-Prime Contractors:** GC: Bette & Cring; roof: PTL; mechanical/plumbing: Ontario HVAC; electrical: Watson

BEARDSLEY ARCHITECTS + ENGINEERS

Green Lakes State Park, West Beach Bathhouse

- **Project Description:** Sited to provide



direct access to the beach, the new West Beach Bathhouse is divided into two separate wings, with the men's and women's restrooms in separate wings on either side of the building, along with two gender-neutral accessible family restrooms. A covered walkway connects the two wings, creating an easy walking path for patrons to access the beach from the parking lot, while also providing views of the beach and Green Lake beyond. The bathhouse is designed to be accessible year-round, with in-slab heating provided in the colder months and adequate ventilation provided in the summer months. The building will serve as the only major restroom facility available to the park that will remain open in the winter. In keeping with the architectural style of other buildings throughout the park, the building's exterior is finished with board and batten siding and stone accents. The building's physical footprint and massing were chosen to align with that of a historic bathhouse from the early 20th century, which was constructed in almost the same location. Site improvements include new walkways, parking areas, and a paved walkway around the perimeter of the beach. The project received a 2023 Project of the Year Award in the Structures/Facilities category from the Central New York Branch of the American Public Works Association.

- **Project Location:** Fayetteville
- **Total Construction Cost:** \$2 million
- **Approximate Square Footage:** 2,150
- **Start Date:** Aug. 5, 2019
- **Completion Date:** July 26, 2023
- **Building Owner:** NYS Office of Parks, Recreation and Historic Preservation
- **Architect:** Beardsley Architects + Engineers
- **Engineer:** Beardsley Architects + Engineers
- **Landscape Architect:** Beardsley Architects + Engineers
- **General Contractor:** Diamond and Thiel Construction Company, Inc.
- **Primary Subcontractors:** electrical: J&A Electrical; construction mechanical: Kondra and Jaquin Enterprises, Inc.; plumbing: Perrone Plumbing Service

Montezuma National Wildlife Refuge, New multi-purpose facility

- **Project Description:** Beardsley is currently providing design services for a new two-story multi-purpose facility at the Montezuma National Wildlife Refuge

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Downtown Entertainment and Cultural Organizations (DECO) District
Binghamton, NY



(NWR). The building is intended to provide office and meeting space for staff from the national wildlife refuge and the Ecological Services Cortland, NY Field Office, seasonal employees, a friends group, and office space for a New York State Department of Environmental Conservation officer. The existing visitors center, including foundation, will be demolished to make way for the new facility. The first floor of the building includes a large multi-purpose room and display area along with restrooms for office staff as well as the general public. Spaces for NWR staff include offices, copy room, quiet room, and break room. The second floor of the building includes open and closed offices, library and conference room, laboratory, break room, quiet room, and restrooms.

- **Project Location:** Seneca Falls
- **Approximate Square Footage:** 11,500
- **Start Date:** June 8, 2023
- **Completion Date:** June 8, 2026
- **Building Owner:** U.S. Fish & Wildlife Service
- **Architect:** Beardsley Architects + Engineers
- **Engineer:** Beardsley Architects + Engineers
- **Primary Subcontractors:** Barton & Loguidice: engineering services for water main extension

BELL & SPINA, ARCHITECTS-PLANNERS, P.C.



Cortland County Courthouse stairs

- **Project Description:** The granite main-entry stairs at Cortland County's historic courthouse had shifted and became unsafe to use. The stairs were demolished. The landing at the doors was raised for accessibility, existing bronze light fixtures were sent out for restoration, along with new lighting of the existing ramp, new granite landings and steps installed on new foundations with the landing and a section of the steps heat traced. Railings and limestone replacement completed the restoration.
- **Project Location:** Cortland
- **Total Construction Cost:** \$1.6 million
- **Approximate Square Footage:** 1,000
- **Start Date:** April 1, 2022
- **Completion Date:** March 9, 2024
- **Building Owner:** Cortland County
- **Architect:** Bell & Spina, Architects - Planners, PC
- **Engineer:** Ram-Tech Engineers
- **General Contractor:** R.E. Kelly Inc.
- **Primary Subcontractors:** electric: Upstate Electric; HVAC: Wilkins Mechanical

Geneva Jordan Hall and Sturtevant Hall roof

- **Project Description:** Total roof replacement of all steep slope and low slope roof areas at both buildings. Additional work included repairs to deck framing, mechanical upgrades, incorporation of a snow-melt system, and a chimney removal with masonry repairs.
- **Project Location:** Ithaca



- **Total Construction Volume:** \$2 million
- **Approximate Square Footage:** 16,600
- **Start Date:** October 22, 2022
- **Completion Date:** March 18, 2024
- **Building Owner:** Cornell University
- **Architect:** Bell & Spina, Architects-Planners, PC
- **General Contractor:** New Britian Roofing
- **Financing Source:** M/E/P engineer: Popli Design Group; structural: Ryan Biggs | Clark Davis; cost estimating: Trophy Point Hazardous Materials Sampling; testing and abatement design services: Sienna Environmental

BETTE & CRING, LLC



Lewis County – Highway Department Complex and County Office facilities

- **Project Description:** Lewis County's new highway complex includes four newly constructed facilities ranging in size from 1,600 square feet to 20,000 square feet, encompassing a cold-storage building, highway garage, maintenance shop, and wash bay. The project also involved a complete gutting and renovation of a county office building for the Department of Social Services, Department of Community Services, and Office for the Aging.
- **Project Location:** Lowville
- **Total Construction Cost:** \$12 million
- **Approximate Square Footage:** 40,000
- **Start Date:** April 2022
- **Completion Date:** December 2023
- **Building Owner:** Lewis County
- **Construction Manager:** KT Construction & Consulting Co.
- **Architect:** C&S Engineers
- **General Contractor:** Bette & Cring, LLC
- **Primary Subcontractors:** Cardinal Construction NY; DMI Concrete, Doors Plus; Gitzen Companies; Loomis Masonry; MTL Design; Powis Contracting; PTL Contracting; Ruston Paving



Colonial II Apartments – Net-Zero Senior Housing

- **Project Description:** As the first Net-Zero Carbon Emissions Senior Housing in New York state, this project included a gut renovation of Colonial II Apartments and upgrading the entire building to achieve net-zero carbon emissions. Building is equipped with an on-site, closed-loop geothermal system, a photovoltaic solar array (215 kW), and efficient and cost-effective windows and sheathing.

- **Project Location:** Rome
- **Total Construction Volume:** \$27 million
- **Approximate Square Footage:** 68,000
- **Start Date:** May 2021
- **Completion Date:** December 2023
- **Building Owner:** Rome Housing Authority and Beacon Communities
- **Construction Manager:** C&S Group
- **Architect:** RIDA Architecture
- **General Contractor:** Bette & Cring, LLC
- **Primary Subcontractors:** Active Solar Development; American Ornamental; Staengl Engineering; SRA Engineers; Aztech Geothermal; Homiak Brothers; Krueger Electric

C&S COMPANIES



Carpenters Training Center – NASCTF (North Atlantic States Carpenters Training Fund)

- **Project Description:** C&S was the general contractor for a 12,000-square-foot training center addition to the existing, two-story training facility in the Town of Salina. The project included the addition of offices, classrooms, and workshop space.
- **Project Location:** Salina
- **Total Construction Cost:** \$4 million
- **Approximate Square Footage:** 12,000
- **Start Date:** November 2023
- **Completion Date:** July 2024
- **Building Owner:** NASCTF (North Atlantic States Carpenters Training Fund)



Office expansion – Sessler Wrecking

- **Project Description:** C&S was the design-builder for a two-story office addition including office space, break rooms, and a virtual-sports simulator for employee down time.
- **Project Location:** Waterloo
- **Total Construction Volume:** \$3 million
- **Approximate Square Footage:** 10,000
- **Building Owner:** Sessler Wrecking

C2AE

Village of New Haven Water Service Area 9

- **Project Description:** C2AE worked with the Village of New Haven on the engineering and installation of 46,000 feet of water-main distribution piping, hydrants, valves, and 101 water services. C2AE's initial evaluation included an environmental review process (SEQR), environmental report, and preliminary engineering report, including an alternatives analysis, recommendations for improvements, engineer's estimate for construction costs, and submission of a funding application to potential funding sources. This work was funded with a \$1,788,000 grant and a \$1,840,000 low-interest loan from USDA-RD and a \$925,000 WIIA grant from NYSEFC.
- **Project Location:** New Haven
- **Total Construction Cost:** \$4.6 million
- **Approximate Square Footage:** 46,000 linear feet
- **Start Date:** November 2017
- **Completion Date:** March 2024



- **Building Owner:** Village of New Haven
- **Engineer:** C2AE
- **General Contractor:** Randsco Pipeline
- **Financing Source:** USDA-RD, NYSEFC



Village of Fair Haven REDI improvements

- **Project Description:** On the edge of Lake Ontario and Little Sodus Bay is the village of Fair Haven. Further down the St. Lawrence River is Montreal. Between the two communities is the Moses-Saunders Dam, which plays an important role in maintaining the water levels of Lake Ontario. In 2014, the International Joint Committee moved to adjust water levels to create an "eco-friendly" environment and extend the St. Lawrence River shipping seasons. These adjustments, paired with larger than expected spring run-offs in the following years, brought flooding to New York communities along the lakefront, including Fair Haven. In response, New York rolled out a \$300 million flood-relief program known as the Resiliency and Economic Development Initiative (REDI). In 2019, the Village of Fair Haven was awarded a \$5 million REDI program grant to repair damage and prepare the community for higher water levels. C2AE provided assessment and design engineering services the following: a new seawall protecting a sewer pump house and stormwater improvements at Lake Street; 2,000 feet of shoreline restoration at West Barrier Bar park; new dock structures and boat-launch improvements at Little Sodus Harbor and King Street; a new elevated walkway, walking paths, and landscape improvements at Phillips Park; electrical improvements at the Standbrook Pier
- **Project Location:** Fair Haven
- **Total Construction Volume:** \$5.3 million
- **Approximate Square Footage:** 2,140 linear feet
- **Start Date:** April 2020
- **Completion Date:** October 2023
- **Building Owner:** Village of Fair Haven
- **Engineer:** C2AE
- **General Contractor:** Slate Hill Constructors, W.D. Malone
- **Financing Source:** REDI Program

CHIANG | O'BRIEN ARCHITECTS, DPC

SUNY Oswego, renovation of Mahar Hall

- **Project Description:** Chiang | O'Brien Architects was selected to design a full renovation of Mahar Hall and the adjacent quad at SUNY Oswego. Mahar Hall is a 91,500-square-foot building, including the basement and mechanical penthouse. The building is a 1966 cast-in-place concrete-frame structure with four stories above grade plus a basement, which houses classrooms, offices, and social-science labs. The project includes the renovation of interior spaces, encloses top-story courtyards, replaces the roof, and replaces the mechanical, electrical, plumbing, and fire-protection systems in their entirety.



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Dewitt Facility Enhancement

The upgrade, bolstered by a \$1M grant, features a significant advancement for Extended Shelf Life operations and is a leap forward in dairy processing technology and efficiency.



Hayner Hoyt Continues to Change Syracuse Skyline with Chimes Building Renovation



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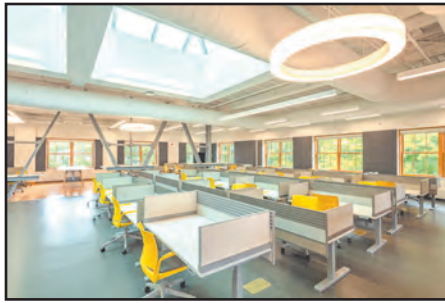
17-YEAR STREAK as One of New York's BEST EMPLOYERS



2024 Best Companies to Work for in NY

Hayner Hoyt stands out as 1 of the only 5 companies to consistently earn the title of Best Companies to Work For.

The main campus quad to the east is designed to accommodate a ground-source geothermal well field serving Mahar and includes the replacement of significant landscape and hardscape. Chiang | O'Brien developed a full program for the building and three program design concepts for discussion. After receiving campus feedback, a hybrid concept was developed to address the comments received, which became the selected concept. Heavily used spaces such as classrooms are located on the first and second floors, along with the larger lounge/study spaces. Faculty offices are located on the third and fourth floors. The basement contains anthropology teaching labs and support spaces. The first floor comprises many classrooms, a suite for digital humanities, Vote Oswego, psychology research labs, and peer advisement. The second floor contains classrooms, a dean's suite, a conference room, and a student club room. The third floor has faculty and administrative offices, as well as psychology/human development research and teaching labs. The fourth floor has faculty and administrative offices, conference spaces, anthropology research labs, seminar classrooms, and a work/mail/copy room. Huddle, meeting, lounge, and support spaces are shared and dispersed throughout the building.



SUNY ESF, renovation of Marshall Hall

■ **Project Description:** Chiang O'Brien was engaged by the State University Construction Fund (SUCF) to provide full design services for a complete renovation of Louis Marshall Memorial Hall and its immediate site surroundings. Marshall Hall, a 90,000-gross-square-foot academic building, was constructed in 1933 and is the academic center at the southern end of the main quadrangle, housing many campus classrooms. The renovation objective is to provide optimized space and identity for the three departments to occupy the building: Landscape Architecture, Environmental Studies, and General Education; and to create general-purpose classrooms to serve the entire campus. Programming and concept meetings were held bi-weekly with a core committee of college and SUCF representatives, the Provost's office representatives, and the design team. Additional meetings with the executive cabinet, faculty-at-large, the stakeholder departments, registrar, students, and sustainability stakeholders supplemented the collaboration. Extensive programming meetings and a preliminary campus-wide classroom analysis confirmed the extent and types of spaces to be included in the program. New and retrofitted entrances provide ADA access to the building and help with campus access on the topographically challenged

- **Project Location:** Oswego
- **Total Construction Cost:** \$60 million
- **Approximate Square Footage:** 100,000
- **Start Date:** Jan. 24, 2023
- **Completion Date:** April 1, 2026
- **Building Owner:** SUCF/SUNY Oswego
- **Architect:** Chiang | O'Brien Architects
- **Engineer:** Pathfinder Engineers & Architects
- **Landscape Architect:** Chiuten Trowbridge Landscape Architects
- **Primary Subcontractors:** Ryan Biggs | Clark Davis, Delta, Shen Milsom Wilke, Bright Tree Studios, Trophy Point
- **Financing Source:** SUCF

campus. Following program approval, four design concepts were developed addressing department identities, reorganizing studios, classrooms, and offices for better wayfinding and flow, and creating instructional spaces to meet the demands of modern-day pedagogies. The final concept reorganizes the building into distinct identities for all three departments on the first-floor entry level with a vertical circulation tower. Public-facing department functions, a landscape architecture gallery, digital storytelling spaces, department offices, and heavily used classroom spaces are located on the first floor. Additional classrooms and larger student lounge spaces are situated on another entry level on the basement floor. Faculty offices are located on the second floor; landscape architecture studios are collected on the third floor; research and design and computer production spaces are located on the top sky-lit fourth floor.

- **Project Location:** Syracuse
- **Total Construction Volume:** \$35 million
- **Approximate Square Footage:** 100,000
- **Start Date:** October 1, 2018
- **Completion Date:** Aug. 1, 2023
- **Building Owner:** SUCF / SUNY ESF
- **Construction Manager:** Pike Construction Services
- **Architect:** Chiang | O'Brien Architects
- **Engineer:** Pathfinder Engineers & Architects
- **Landscape Architect:** Trowbridge Wolf Micheals Landscape Architecture
- **General Contractor:** LeChase Construction Services, LLC
- **Primary Subcontractors:** Ryan Biggs | Clark Davis, Watts Architecture & Engineering, Ber Architects, Green 2, TG Miller, Shen Milsom Wilke, Trophy Point
- **Financing Source:** SUCF

CHIANIS + ANDERSON ARCHITECTS, PLLC



UHS - The Wilson Project

■ **Project Description:** New 120 private patient rooms and toilets. Expanded and renovated the emergency department. Additional trauma rooms, rooftop helipad, covered new main entrance, patient drop-off and pickup, Main St. Café, MRI suite.

■ **Project Location:** Johnson City

■ **Total Construction Cost:** \$170 million

■ **Approximate Square Footage:** 186,000

■ **Start Date:** Aug. 1, 2022

■ **Completion Date:** May 15, 2025

■ **Building Owner:** United Health Service Hospitals, Inc.

■ **Construction Manager:** LeChase Construction Services

■ **Architect:** Chianis + Anderson Architects, PLLC

■ **Engineer:** Engineered Solutions - MEP, Klepper, Hahn & Hyatt - structural

■ **Landscape Architect:** Klepper, Hahn & Hyatt

Chenango Memorial Hospital expansion

■ **Project Description:** Relocation of several departments and the expansion and modernization of the Imaging Department in preparation for the relocation and expansion of the current Emergency Department. New circulation path for emergency vehicles. New main entrance at grade level with the hospital lobby.

■ **Project Location:** Norwich

■ **Total Construction Volume:** \$25 million

■ **Approximate Square Footage:** 45,603

■ **Start Date:** May 1, 2016



- **Completion Date:** October 18, 2023
- **Architect:** Chianis + Anderson Architects, PLLC

DELTA ENGINEERS, ARCHITECTS, LAND SURVEYORS, & LANDSCAPE ARCHITECTS, DPC



Village of Johnson City New DPW Garage

■ **Project Description:** Delta provided a variety of design services for the renovation of 60 Lester Avenue, in Johnson City. Delta completed a study to evaluate the general condition of the 60 Lester Avenue site to assess the feasibility of locating the village Department of Public Works facility, Village Hall Operations, and other facilities to this site. This study was completed in November 2020. Upon completion of the feasibility study, Delta was selected to renovate the site and buildings at 60 Lester Ave. The scope of work included architectural, civil/site, structural, mechanical, electrical, plumbing, and fire alarm/fire protection, facility-wide asbestos survey, cost estimating, and construction administration services. Delta's deliverables included drawings and technical specifications.

- **Project Location:** Johnson City
- **Total Construction Cost:** \$11 million
- **Approximate Square Footage:** 62,400
- **Start Date:** Aug. 17, 2022
- **Completion Date:** Sept. 27, 2023
- **Building Owner:** Village of Johnson City
- **Construction Manager:** Delta
- **Architect:** Delta
- **Engineer:** Delta
- **General Contractor:** LeChase Construction
- **Primary Subcontractors:** Nelcorp Electrical Contracting Corp.; Louis N. Picciano and Son, Inc.; Slavik & Co.

DWYER ARCHITECTURAL, LLC



Wynn Hospital

■ **Project Description:** Dwyer was invited to team with NBBJ for the design and construction of a ten-story replacement hospital for the Mohawk Valley Health System in Utica. Dwyer assisted NBBJ in navigating the CON process, aided the development of the construction documents, and performed construction administration services through construction and closeout.

■ **Project Location:** Utica

■ **Total Construction Cost:** \$430 million

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- **Approximate Square Footage:** 702,000
- **Start Date:** January 2019
- **Completion Date:** October 2023
- **Building Owner:** Mohawk Valley Health System
- **Architect:** Architect: NBBJ; Associate Architect: Dwyer Architectural



New sonography and radiography technology suites

- **Project Description:** The project includes two new classrooms with dedicated simulation space. Each classroom will accommodate 20 to 25 students with varying-height tables to improve sightlines from the back of the classrooms to the instructor zone and projection screens in the front. The radiography classroom features a fully functioning x-ray simulation room that is directly accessible from the classroom. A large lead-lined control window separates the classroom and x-ray simulation to improve sightlines to the machine during classroom instruction and labs. Students will practice transporting patients on a hospital bed or stretcher and transferring them to the x-ray table. The sonography classroom features two simulation bays and two simulation cubicles, each fit-out with a fully functioning ultrasound machine and exam stretcher. Dwyer is proud to design a space that will provide an educational setting for both programs that replicates the real-life medical imaging scenarios students will encounter as x-ray and ultrasound technicians.
- **Project Location:** Seneca Falls
- **Total Construction Volume:** \$512,500
- **Approximate Square Footage:** 1,700
- **Start Date:** March 2023
- **Completion Date:** July 2023
- **Building Owner:** Northeast College of Health Sciences
- **Architect:** Dwyer Architectural

THE HAYNER HOYT CORPORATION

Turning Stone Evolution

- **Project Description:** Turning Stone Evolution involves the construction of the Crescent Hotel, a new 10-story hotel, with a fine-dining seafood restaurant called Salt on the 7th floor; The Grand Expo, an addition to the current Event Center that will host several new meeting rooms including a 30,000-square-foot grand ballroom; and the construction of a new parking garage to support the new additions.
- **Project Location:** Verona
- **Total Construction Cost:** \$370 million
- **Approximate Square Footage:** 400,000
- **Building Owner:** Turning Stone Enterprises
- **Construction Manager:** The Hayner Hoyt Corporation/TN Ward, joint venture
- **Architect:** Gensler

Point Place Casino expansion

- **Project Description:** The Point Place casino expansion includes the expansion of the existing casino to include additional slot-machine space as well as a new sit-down restaurant; the project also includes the construction of a new 100-room hotel.
- **Project Location:** Bridgeport
- **Total Construction Volume:** \$50 million
- **Approximate Square Footage:** 106,000
- **Building Owner:** Turning Stone Enterprises
- **Construction Manager:** The Hayner

- Hoyt Corporation
- **Architect:** Gensler

HOLMES KING KALLQUIST & ASSOCIATES, ARCHITECTS, LLP

Community View Senior Housing

- **Project Description:** Crouse Community Health, in partnership with Christopher Community, is developing this new housing for a frail elderly population. The three-story, wood-framed building will include 61 one-bedroom apartments. The building is sited along the edge of a picturesque marsh. It is located adjacent to Crouse Community's new Adult Day Care Facility, also being designed by Holmes King Kallquist, and close to their main nursing facility, allowing Crouse Community to provide a complete continuum of care on-site.
- **Project Location:** Morrisville
- **Total Construction Cost:** \$14.3 million
- **Start Date:** September 2023
- **Completion Date:** August 2024
- **Building Owner:** Christopher Community Inc.
- **Construction Manager:** Rich & Gardner Construction
- **Architect:** Holmes King Kallquist & Associates Architects
- **Engineer:** Structural: St.Germain & Aupperle Consulting Engineers; AP: Argus Engineering
- **Landscape Architect:** Keplinger Freeman Assoc.

LECHASE CONSTRUCTION SERVICES, LLC



Computing and Information Science Building

- **Project Description:** The new four-story, 135,000-square-foot building will support critically needed growth of the college's innovative, cross-disciplinary research and teaching, and will bring together the departments of computer science, information science, and statistics and data science in one complex.
- **Project Location:** Ithaca
- **Total Construction Cost:** \$87 million
- **Approximate Square Footage:** 135,000
- **Start Date:** April 1, 2023
- **Completion Date:** April 1, 2025
- **Building Owner:** Cornell University
- **Architect:** Leers Weinzapfel Associates
- **General Contractor:** LeChase



Wilson Medical Center modernization

- **Project Description:** The project features a six-story, 183,000-square-foot tower with 120 private rooms; a new emergency department with the capacity to serve 50,000 patients a year.
- **Project Location:** Johnson City
- **Total Construction Volume:** \$150 million
- **Approximate Square Footage:** 188,000
- **Start Date:** April 1, 2021
- **Completion Date:** Aug. 1, 2025
- **Building Owner:** United Health Services

- **Construction Manager:** LeChase
- **Architect:** Chianis & Anderson Architects

N.K. BHANDARI, ARCHITECTURE & ENGINEERING, P.C.

Town of Avon Opera Block & Town Hall renovation

- **Project Description:** Renovations of the historic Town of Avon third-floor public-performance space that triggered code-compliance renovations for this multi-phase rehabilitation project on the first and second floor Town Hall spaces, bringing the entire building into life safety code compliance and implementation of various master-planning considerations.
- **Project Location:** Avon
- **Total Construction Cost:** \$2.7 million
- **Approximate Square Footage:** 17,500
- **Start Date:** April 28, 2021
- **Completion Date:** March 2, 2024
- **Building Owner:** Town of Avon
- **Architect:** N.K. Bhandari, Architecture & Engineering, P.C.
- **Engineer:** M/E Engineering, Holmes King Kallquist
- **General Contractor:** Whitney East
- **Primary Subcontractors:** Erie Electric, LMC Industrial Contractors

NATIONAL STRUCTURES, INC.

Oswego Plaza

- **Project Description:** Site development for Texas Roadhouse and Hobby Lobby
- **Project Location:** Oswego
- **Approximate Square Footage:** 59,000
- **Building Owner:** Oswego Development LLC
- **Architect:** GreenbergFarrow
- **Engineer:** MBL Engineering PLLC
- **General Contractor:** National



- Structures, Inc.
- **Primary Subcontractors:** Shawn Malone Excavating Inc.
- **Financing Source:** owner self-financed

OLIVA CONSTRUCTION COMPANY

Motion Industries

- **Project Description:** Retail-store build-out
- **Project Location:** East Syracuse
- **Total Construction Cost:** \$150,000
- **Approximate Square Footage:** 5,000
- **Start Date:** Dec. 15, 2023
- **Completion Date:** March 8, 2024
- **Building Owner:** Oliva Holding, LLC

QPK DESIGN - ARCHITECTURE ENGINEERING SITE & PLANNING



CODA Residential Building

- **Project Description:** QPK Design provided architectural, geotechnical & structural engineering, landscape & interior design services for the CODA Residential Building.

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VIP Structures honored for work on J.W. Didado Electric building

BY JOURNAL STAFF
news@cnybj.com

SYRACUSE — Design-build firm VIP Structures received the 2023 Varco Pruden Hall of Fame award for its role as both architect and builder of the J.W. Didado Electric New York operations headquarters in Clay.

The award recognizes the firm's innovative approach in the September 2023 completion of the 24,000-square-foot, pre-engineered metal building, VIP announced in a recent news release.

"Being recognized to Varco Pruden's Hall of Fame is a testament to our team's hard work, creativity, and dedication to pushing the boundaries of what can be achieved with a pre-engineered metal building," VIP Structures CEO Meg Tidd contended. "This project not only showcases our expertise but also our commitment to providing our client value while enhancing their operational capabilities."

The building — made possible through a collaboration with VIP, Briarwood Construction, and J.W. Didado Electric — is located on a 12-acre site and serves as the central hub

for J.W. Didado Electric's New York operations, as well as the base for the company's storm-response team. The structure includes a 14,000-square-foot truck-maintenance area with eight truck bays and an expandable end wall to accommodate future expansion. The building also houses a two-story, 10,000-square-foot office space that includes six private offices, a conference room, break room, copy room, and training room.

"Partnering with VIP Structures and our owner's representative, Briarwood Construction, was key in turning our vision for a New York operations headquarters into reality," J.W. Didado Electric President Dan Sublett said. "The expertise, professionalism, and dedication that both organizations brought exceeded our expectations and were instrumental in building a facility that embodies innovation and functionality. We congratulate VIP on their well-deserved recognition in the Varco Pruden Hall of Fame, and we're excited about the growth this facility will spur for us in New York."

Varco Pruden Buildings, a division of BlueScope Buildings North America, Inc., awards the distinction annu-



VIP Structures, a design-build firm based in Syracuse, was recently honored for its work on the J.W. Didado Electric New York headquarters building in Clay. PHOTO CREDIT: VIP STRUCTURES

ally. The Hall of Fame awards spotlight independent Varco Pruden builders whose projects demonstrate innovation and excellence through the integration of Varco Pruden building systems and architectural design. VIP's honor recognizes the company's ability to excel in versatile and challenging projects, per the release.

Headquartered in Syracuse and founded in 1975, VIP says it offers integrated design-build services with architecture, engineering, construction, and development under one roof.

J.W. Didado, headquartered in Akron, Ohio, is a full-service electrical contractor, providing services to residential, commercial, industrial, institutional, and large utility customers in 23 states. ■

CODA is a modern six-story mixed-use residential development project (300,000 square feet) situated at the busy intersection of East Genessee and South Course Avenue in Syracuse. Building includes a mixture of studio 1-, 2-, and 3-bedroom apartments and a variety of amenities including group and private work hubs, fitness facilities, yoga studio, gaming and TV viewing rooms, indoor café, and a podcast/media room. The Coda has an exterior courtyard with yard games, a year-round heated pool with hot tub with cabana facilities, an outdoor cooking area, and fire-pits. Opening to the public in the early summer of 2024.

- **Project Location:** Syracuse
- **Approximate Square Footage:** 300,000
- **Start Date:** March 1, 2023
- **Completion Date:** Aug. 1, 2024
- **Building Owner:** Timberwolf Capital Properties, LLC
- **Construction Manager:** Hueber-Breuer Construction
- **Architect:** QPK Design
- **Engineer:** FS Engineering, DPC
- **Landscape Architect:** QPK Design
- **General Contractor:** Hueber-Breuer Construction
- **Primary Subcontractors:** John P. Stopen Engineering (structural engineering)

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Additions and Alterations to Women's Services Building – Core and Shell – St. Joseph's Health

- **Project Description:** The existing Physician Office Building included three floors of outpatient clinics that sat on top of a parking-garage structure. Significant structural deterioration was observed and would require extensive repair. Demolition was considered; however, partial demolition was completed leaving the upper three floors intact, and new floors added below to create clinical space for patient care.
- **Project Location:** Syracuse
- **Total Construction Cost:** \$23 million
- **Approximate Square Footage:** 82,000
- **Start Date:** April 12, 2023
- **Completion Date:** March 21, 2024
- **Building Owner:** St. Joseph's Health
- **Architect:** HOLT Architects
- **Engineer:** Ryan Biggs | Clark Davis Engineering & Surveying
- **Landscape Architect:** Appel Osborne Landscape Architecture
- **General Contractor:** The Hayner Hoyt Corporation

- **Primary Subcontractors:** Raulli & Sons, Inc., Murnane Building Contractors, Di Peso Contractors, Inc, ERSI, CMI Structural Solutions, JK Tobin Construction Co., Lupini Construction, Inc, Edward Schalk and Son, Yantch Plaster Stucco Systems, Flower City Glass, CJ Marly Construction, Inc, Gitzen Companies Inc, PJ Byrne Enterprises, Neave Painting, Huen Electric, Burns Brothers Concrete Construction Corp, ABJ Fire Protection, Lakeview Landscape
- **Financing Source:** St. Joseph's Health

SWBR ARCHITECTURE, ENGINEERING & LANDSCAPE ARCHITECTURE DPC



Cornell University Atkinson Hall

- **Project Description:** Atkinson Hall will enable multi-disciplinary collaboration among different colleges and departments that are working towards a similar goal. The building design incorporates opportunities for collaboration with a variety of common spaces, each fostering interaction and spontaneous conversation. The research space is designed with open, flexible laboratory space with shared core equipment spaces, alcoves, fume hoods, and cell-culture spaces arranged to support several principal investigators in each wing. Abundant and carefully controlled natural lighting and views work with the transparency of interior walls to create a comfortable environment.
- **Project Location:** Ithaca
- **Total Construction Cost:** \$65 million
- **Approximate Square Footage:** 105,000
- **Start Date:** 2019
- **Completion Date:** 2024
- **Building Owner:** Cornell University
- **Architect:** Lake Flato in conjunction with SWBR

VIP STRUCTURES

Food Bank of Central New York warehouse and office expansion

- **Project Description:** The Food Bank of



Central New York's current 34,000-square-foot building expansion features new volunteer areas, loading docks, cooler storage, additional office and conference spaces, enlarged staff break and training rooms, and a new truck entrance. The goal of the expansion is to allow the Food Bank to warehouse an extra 1 million pounds of food, accommodate more staff and volunteers, provide more food storage, increase cultural and nutritional programming capacity, and create a safer environment for staff, volunteers, and visitors.

- **Project Location:** Syracuse
- **Total Construction Cost:** \$8.5 million
- **Approximate Square Footage:** 34,000
- **Start Date:** May 1, 2023
- **Building Owner:** Food Bank of Central New York
- **Construction Manager:** VIP Structures
- **Architect:** VIP Architectural Associates
- **Engineer:** IPD Engineering
- **Landscape Architect:** Napierala Consulting
- **General Contractor:** VIP Structures
- **Primary Subcontractors:** Savannah Civil, Century Heating + Cooling, Bruce Electric, ATL Plumbing + Mechanical, WSW Construction Corp., BonTon Glass, Raulli & Sons, Inc., Neave Painting, The Effect Group



Bluefords Manufacturing and Office expansion (Formerly Cryomech, Inc.)

- **Project Description:** Bluefords (formerly Cryomech, Inc.) is currently undergoing a 35,000-square-foot expansion to accommodate its growing operations and workforce in its Syracuse facility. The expansion, which includes 30,331 square feet of manufacturing and 4,253 square

feet of office space, continues the development of the Bluefords Syracuse campus that began with a new 75,000-square-foot manufacturing, office, and research facility for Cryomech, designed and built by VIP Structures in 2020.

- **Project Location:** Syracuse
- **Approximate Square Footage:** 35,000
- **Start Date:** March 1, 2023
- **Completion Date:** October 1, 2025
- **Building Owner:** Bluefords Cryocoolers Technology, Inc.
- **Construction Manager:** VIP Structures
- **Architect:** VIP Architectural Associates
- **Engineer:** IPD Engineering
- **Landscape Architect:** Keplinger Freeman Associates
- **General Contractor:** VIP Structures
- **Primary Subcontractors:** Lan-Co Companies, JPW Erectors, Woodcock & Armani, Demco NY Corp., Apple Roofing, KBI Concrete Construction, Ron Wright, Inc., Neave Painting

WHELAN & CURRY CONSTRUCTION SERVICES, INC.



Sterling Nature Center

- **Project Description:** A new visitor-center building and site improvements including a large permeable asphalt parking lot, pavilion, pergola, outdoor classroom, new pedestrian walkways and park amenities.
- **Project Location:** Sterling
- **Total Construction Cost:** \$4.2 million
- **Approximate Square Footage:** 8,800
- **Start Date:** January 2022
- **Completion Date:** March 2024
- **Building Owner:** Cayuga County
- **Architect:** Beardsley Architects
- **General Contractor:** Whelan & Curry Construction Services, Inc.
- **Primary Subcontractors:** Lan-Co, Watson Farms, Diamond Roofing, Smith Construction, SCN Contractors

ASK THE EXPERT: HOW TECHNOLOGY MANAGEMENT CAN EXPEDITE YOUR BUSINESS GROWTH



by **Andrew Flamik, Chief Financial Officer**

Many business leaders find themselves asking the same question: "How do I foster growth for my company?" The answer typically yields many paths and variables both controllable and uncontrollable. Technology is often tapped as a key driver of growth in business.

The unpredictable nature of business, the economy, and life in general creates an environment where stability is the backbone of growth. The most important factor in stability is having a plan. Planning for technology is a crucial pillar of a growth strategy. Here's why.

Risk Management

Managing risk is one of the most important reasons to plan and budget for technology investment. Cyber incidents are unfortunately becoming common occurrences for large and small businesses in every industry.

The average cost of a cyber incident has grown exponentially as cybercriminals become more sophisticated. Organizations of all sizes are at risk, and the cost of an incident can cripple a business. Planning to invest in the proper technology infrastructure, tools and policies are the best form of risk management.

Proactive Technology Investments

One of the hardest questions to answer is "What is the right timeline to refresh technology infrastructure?" While there isn't a right answer to this question, there does appear to be a wrong one. It's better to have a proactive technology replacement plan than wait until something goes wrong.

Planning for regular technology upgrades allows for a predictable allocation of capital expenses that adhere to your cash flow and business plan. Waiting for technology to fail can lead to surprise cash expenses, expensive downtime, lost revenue from reduced productivity, dissatisfied clients, and frustrated employees.

Creating manageable technology roadmaps for regular refresh cycles helps to ensure your devices are:

- Optimized for employee productivity.
- Updated with the latest cybersecurity features.
- Competitive with tools your industry rivals are using.

Proactive investment allows for optimum employee productivity and compatibility with the latest cybersecurity features. Satisfied and productive employees are one of the greatest competitive advantages, and technology can help unlock it.

Streamlining Productivity

The technology you invest in can have a huge impact on employee productivity. As demotivating as outdated technology is, innovative tools that make your employee's jobs easier can be a game-changer. Most leaders will tell you happier staff leads to getting more work done, and ultimately more revenue for your business. Conversely, you will never know how much revenue you're missing out on because your staff is struggling with technical issues. Downtime caused by outages could lead to big losses, and keeping your tools updated is a great way to lower the chances of this.

ROI of Technology

The cost of technology investment can lead some business leaders to sticker shock. Many companies, in fact, opt for the cheapest options available when deciding on what devices and tools to use.

However, understanding the relationship between the cost of technology and its potential return on investment can help bring the value into focus. Planning your technology on a per-employee basis is a great place to start. Start with simple calculations such as revenue lost and cost of employee downtime by role. The numbers may surprise you.



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Liberty Resources to develop supportive housing in Onondaga, Cortland counties

BY ERIC REINHARDT
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DeWITT — Liberty Resources will use \$1.2 million in state-grant funding for the development of housing programs in Onondaga and Cortland counties.

The organization calls the grant funding a “major stride towards addressing housing challenges for vulnerable communities,” according to its Feb. 29 announcement. Empire State Supportive Housing Initiative (ESSHI) awarded the

money.

Liberty Resources will use about \$750,000 toward constructing a 60-unit housing complex in Onondaga County. The organization will designate half of those units for adults diagnosed with serious mental-health concerns, substance-use disorders, and HIV/AIDS.

It will also allocate the remaining grant funding, about \$500,000, to establish a 40-unit housing complex in Cortland County. Liberty Resources will reserve half of the units for senior citizens aged 55 and above

requiring assistance with daily-living activities.

People residing in the supportive living units will have access to on-site staff who will provide connections to vocational training, employment support, behavioral health care, and other vital community resources.

“This grant supports our mission of providing safe and secure housing options for vulnerable Central New Yorkers alongside resources that bolster their independence and well-being,” Marta Durkin, VP of



Liberty Resources’ behavioral-health services, said in the announcement.

Liberty Resources currently operates 12 residential programs across Central New York that support individuals living with serious mental-health diagnoses, substance-use disorders, and HIV / AIDS.

DeWitt-based Liberty Resources provides services to nearly 18,000 individuals and families throughout New York, New Jersey, and Texas. The agency says it is widely known for its integrated health-care services that include primary care, pediatrics, mental health, substance use, care management, and other community-based services. ■

Multi-family housing developer Conifer Realty appoints CFO

BY JOURNAL STAFF
news@cnybj.com

ROCHESTER — Conifer Realty, LLC, a developer of affordable multi-family housing, recently announced the appointment of Robert (Rob) Corredine as its new chief financial officer (CFO).



Corredine

In this expanded role, he will oversee finance, accounting, asset management, portfolio management and capital

markets for the Rochester-based company that constructs, owns, and manages multifamily apartment communities across New York state, New Jersey, Pennsylvania, and Maryland.

Corredine brings more than a decade of financial-leadership experience to his new role, having worked at Conifer since 2013 in various capacities within the finance and accounting department, according to a Feb. 26 company news release. In his most recent role as executive VP of finance and accounting, he was active in leading the continued development of the company’s accounting function, which has strengthened Conifer’s financial performance.

“We are thrilled to announce Rob’s promotion to Chief Financial Officer,” Sam Leone, president of Conifer Realty, said in the release. “His extensive background in finance and accounting, coupled with his deep understanding of our company’s operations, positions him as the ideal candidate for this role. Rob’s journey from within our organization exemplifies his dedication and expertise, making him uniquely suited to lead our finance and accounting functions. I have every confidence that Rob will continue to be an invaluable leader, playing a pivotal role in guiding our financial success as we move forward.”

Prior to joining Conifer Realty, Corredine worked at Centerline Capital



ASK THE EXPERT

CECL Accounting Standard: What You Need to Know

Kaitlyn H. Axenfeld, CPA/CFF, CFE, Audit Partner
Dannible & McKee, LLP

The Financial Accounting Standards Board Accounting Standards Codification (FASB ASC) 326, *Financial Instruments-Credit Losses*, became effective for all entities on January 1, 2023. This accounting standard introduces the current expected credit losses (CECL) methodology for estimating allowances for credit losses. Since accounting estimates are inherently risky from an audit perspective, auditors will be closely reviewing the implementation of CECL in conjunction with their 2023 attestation engagements.

The CECL model’s main change from current accounting rules is a requirement to incorporate forward-looking information while estimating credit losses. Companies will now be required to forecast the total expected credit losses of their financial assets over the entirety of the asset’s life rather than when the loss meets the probable threshold or when incurred. This forecast is based on a wider scope of data that includes past events, current conditions, and reasonable and supportable estimates for the future. As a result, entities will have to invest more time in reviewing past write-offs, past bad debts, creditworthiness, etc., to calculate a reasonable and fair estimate for future bad debts.

A common approach to estimating future bad debts is to review aging categories for receivables. These aging categories can then be assigned reserve percentages based on delinquency, prior bad debts, knowledge of who owes what, etc. Those values are then

combined to determine an entity’s allowance or reserve for bad debts.

When estimating future bad debts for financial assets subject to ASC 326, management should also evaluate and consider consumer credit risk scores, credit ratings, credit risk grades, debt-to-value ratios, collateral, collection experience, or other internal metrics.

The new standard requires enhanced disclosures to provide transparency on credit risk management, methodology, and the impact on financial statements. This enables financial statement users to assess the credit quality of financial assets and understand changes in expected credit losses over time.

CECL may not have a significant impact on a company’s allowance for credit loss, but it will require management to make new judgments and calculations to comply with the new standard. Entities should also consider updating their policies and procedures to ensure the necessary data is accurately captured. Once implemented, CECL will require ongoing monitoring to ensure that the methods and assumptions used for the initial credit loss calculations continue to reflect current conditions and variables. Forecasting should be a continuous process, and those factors will continue to evolve.

Read more about this new accounting standard and the required financial statement disclosures in the online edition of “Ask the Expert” on CNY Business Journal’s website.



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Group in New York City, as assistant VP in the firm’s Fund Accounting Group. There, he was responsible for the financial reporting of the company’s portfolio of affordable-housing investments throughout the U.S., as well as for the financial consolidation of more than \$2.7 billion in investment funds. At that time, Centerline had the nation’s largest portfolio of affordable units.

As a certified public accountant (CPA), Corredine began his career as an auditor at Davie Kaplan, CPA, P.C. in Rochester.

He earned a bachelor’s degree in accounting from Nazareth College.

Conifer Realty says it is a full-service real-estate company specializing in the development, construction, management, and ownership of high-quality, affordable housing communities. The company has developed more than 21,000 affordable-housing apartments across more than 300 residential communities. That includes Conifer properties in the greater Syracuse, Watertown, Ithaca, and Binghamton areas. ■

Tioga County Land Bank announces election of 2024 officers

BY JOURNAL STAFF
news@cnybj.com

OWEGO — The Tioga County Property Development Corporation (TCPDC) recently announced that at its January 2024 annual meeting, its board of directors made the following appointments to its executive committee:

- **Ralph Kelsey** — Chair. He is a board member for Tioga State Bank. Kelsey also currently serves on the following boards: Tioga County Senior Citizens Foundation, Tioga County Farm Bureau, and the Broome Cooperative Insurance Agency.

- **Hannah Murray** — Vice Chair. She is a senior landscape architect with Rodgers Consulting, Inc. Murray also serves on the Candor Central School Board of Education.

- **Michael Baratta** — Treasurer. He is a mechanical designer with Lockheed Martin in Owego. Baratta also serves as mayor of the Village of Owego.

- **Lesley Pelotte** — Secretary. She is retired from Region 9 of the New York State Department of Transportation, where she was a transportation health and safety representative. Pelotte is also the current mayor of the Village of Nichols.

The TCPDC says it is a New York State Land Bank that fosters economic and community development by acquiring, holding, managing, developing and marketing distressed, vacant, abandoned, tax foreclosed and under-utilized residential, and commercial properties in its region.

The organization accomplishes that largely through the efforts of its board members — all volunteers who give their time and expertise to plan, develop, and execute land-bank initiatives to improve local communities.

“I look forward to serving another year as Chairman of the Tioga County Property Development Corporation Board of Directors. It is my pleasure to serve alongside dedicated volunteers and Brittany Woodburn, Land Bank Director, as we work toward improving our communities for all residents,” Kelsey said in a statement.

THE LIST

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JUST MISSED THE LIST:

Architecteam	3
Delta Engineers, Architects, Land Surveyors, & Landscape Architects, DPC	3
Nelson Associates Architectural Engineering	3
Chiang O'Brien Architects, DPC	2
SWBR Architecture, Engineering & Landscape Architecture DPC	2
C2AE	1

UPCOMING LISTS:

March 25
Hotels

April 1
Commercial Printers

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.

WANT TO BE ON THE LIST?

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

ARCHITECTURAL FIRMS

Ranked by No. of CNY Licensed Architects (LA)

Rank	Name Address Phone/Website	CNY: LA LEED Employees	% of Business: Architecture Engineering Other	Services	Key Local Executives	Year Estab.
1.	King + King Architects, LLP. 358 W. Jefferson St. Syracuse, NY 13202 (315) 671-2400/kingarch.com	26 16 79	95% 5% 0%	architecture, master planning, interior design, structural engineering	Kirk Narburgh, CEO / Managing Partner Chad Rogers, Partner Jason Benedict, Partner Kerry Tarolli, Partner Phil Squadrito, Partner	1868
2.	Ashley McGraw Architects, D.P.C. 125 East Jefferson St. Syracuse, NY 13202 (315) 425-1814/ashleymcgraw.com	23 13 60	100% 0% 0%	architecture, interior design, design strategy, feasibility study, master planning, planning, branding & wayfinding, net zero, passive house, deep-energy retrofit, sustainable consulting, regenerative development	Matthew Broderick, President & CEO	1981
3.	QPK Design - Architecture Engineering Site & Planning 450 South Salina Street, Suite 500 Syracuse, NY 13202 (315) 472-7806/qpkdesign.com	15 8 62	50% 35% 15%	feasibility study, architecture, interior design, landscape architecture, master planning, planning, structural & geotechnical engineering	Vincent Nicotra, Partner Michael P. O'Shea, Partner Matthew P. Klucznik, Partner Erin M. Primerano, Partner Andrew M. Wright, Partner Jacob M. Levine, Partner Joseph M. Cavender, Partner	1958
4.	BCA Architects & Engineers 15 Public Square Watertown, NY 13601 (315) 782-8130/thebcgroup.com	14 15 75	60% 30% 10%	architecture, civil engineering, M/E/P engineering, structural engineering,	Travis C. Overton, CEO	1970
	HOLT Architects, P.C. 619 West State St. Ithaca, NY 14850 (607) 273-7600/holt.com	14 6 40	100% 0% 0%	architecture, interior design, planning, feasibility studies, master planning	Steve Hugo, Principal Paul A. Levesque, II, President A. Quay Thompson, Principal Beth E. Lacey, Principal	1963
6.	Tetra Tech Architects & Engineers 10 Brown Road Ithaca, NY 14850 (607) 277-7100/tetrattech-ae.com	13 9 92	NA NA NA	architecture, design interior planning/design, mechanical engineering, electrical engineering, plumbing engineering, construction contract administration, structural engineering, civil engineering, environmental engineering, and immersive and digital design services	Priscilla Barclay, Senior VP	1964
7.	Beardsley Architects + Engineers 64 South St. Auburn, NY 13021 (315) 253-7301/beardsley.com	10 9 56	60% 40% 0%	interior design, structural/civil/mechanical/electrical engineering, plumbing design, fire protection, environmental engineering & investigation, LEED design, sustainable design	Joseph S. Kime, President	1898
8.	Bell & Spina, Architects-Planners, P.C. 215 Wyoming St., Suite 201 Syracuse, NY 13204 (315) 488-0377/bellandspina.com	9 3 17	90% 5% 5%	architectural, preservation, restoration, adaptive reuse, interior design, building-condition assessments, infrared thermography, BECx testing, and building-envelope commissioning	Douglas K. Arena, President Neil W. Garry, VP	1987
	Dwyer Architectural, LLC 120 E. Washington St., Suite 822 Syracuse, NY 13202 (315) 473-1800/dwyerarch.com	9 2 16	100% 0% 0%	NYS WBE providing architectural and interior-design services, including space planning, programming, feasibility studies, bridging document architect, code/life safety analysis, Department of Health and CON assistance, renderings/color presentations, virtual-reality simulation, construction documents and specifications, construction administration and oversight, constructability reviews, and asbestos-abatement design	Kimberly Dwyer, Managing Partner Kelly Yahi, Partner Beth Fritz, Partner	2010
10.	C&S Companies 499 Col. Eileen Collins Blvd. Syracuse, NY 13212 (315) 455-2000/cscos.com	8 10 325	7% 93% 0%	architecture, interior design, programming, space planning, historic preservation, sustainability, visualization, construction administration	Michael D. Hotaling, CEO John Camp, President & COO	1968
11.	VIP Architectural Associates, PLLC 101 North Salina St. Syracuse, NY 13202 (315) 471-5338/https://vipstructures.com/architecture/	7 3 20	100% 0% 0%	architecture, interior design, space planning, design-build, feasibility studies, code & accessibility compliance	Katherine Nutting, Principal & Managing Member David C. Nutting, Member	1983
	Holmes King Kallquist & Associates, Architects, LLP 575 N. Salina St. Syracuse, NY 13208 (315) 476-8371/hkkarchitects.com	7 2 22	80% 0% 20%	architecture, interior design, historic preservation, adaptive reuse, affordable housing, residential, and commercial	Bruce C. King, Partner Carlton H. Holmes, Partner Leif G. Kallquist, Partner	1981
	MARCH Associates 258 Genesee St., Suite 300 Utica, NY 13502 (315) 733-3344/marchassoc.com	7 3 14	95% 0% 5%	architecture, master planning, planning, construction management, feasibility studies/ BCS	Michael S. Lahey, Principal Stephen M. Wickman, Principal David D. Jadlofski, Principal Matthew E. Lacey, Principal Christopher J. Crolius, Founding Principal	1993
	Dalpos Architects & Integrators 101 N. Clinton Square Syracuse, NY 13202 (315) 422-0201/dalpos.com	7 1 14	100% 0% 0%	architectural design, master planning, interiors, feasibility studies, code consulting, planning	John A. Bartolotti, Partner James R. Miller, Partner John A. Ceresoli, Principal	1971
15.	Chianis + Anderson Architects, PLLC 31 Front St. Binghamton, NY 13905 (607) 772-1701/chianisanderson.com	6 1 13	100% 0% 0%	architecture, interior design, master planning, feasibility study, existing building analysis, 3D renderings and graphics, code review, and historic preservation. Specializing in healthcare, commercial, higher-ed, and government sectors.	Todd J. Anderson, Partner Greg A. Chianis, Partner Jeffery T. Smith, Partner	2001
	LaBella Associates, D.P.C. 316 South Clinton St. Syracuse, NY 13202 (315) 766-1128/labellapc.com	6 3 125	15% 58% 27%	architecture/interior design, civil/municipal engineering, SEQR, GIS, survey/ construction inspection, transportation, mechanical, structural, electrical, and energy engineering, grant writing, environmental consulting, landscape architecture, and program management.	David Colegrove, Sr. Project Manager	2011
17.	in-ARCHITECTS, pllc 239 E. Water St., 2nd Floor Syracuse, NY 13202 (315) 728-9458/in-ARCHITECTS.com	4 1 8	100% 0% 0%	architecture & design	Anthony E. Rojas, Principal James R. Knittel, Principal Joseph R. Piraino, Principal	2018
	Popli Design Group 450 W. Kirkpatrick St. Syracuse, NY 13204 (315) 463 4540/popligroup.com	4 6 35	15% 80% 5%	architecture; mechanical, electrical, plumbing, and fire-protection engineering; structural and civil/site engineering; energy and commissioning; survey & HD laser scanning; bridge and highway design; bridge inspection; construction inspection	Jay Popli, EVP	1992
	Robertson Strong Appgar Architects, P.C. 1054 James St. Syracuse, NY 13203 (315) 472-7761/rsa-architect.com	4 1 10	85% 10% 5%	architectural design, construction, renovation, master planning, architectural space planning, feasibility studies, schematic-design studies, construction drawings, building condition survey and construction-clerking services; technology for: program analysis, 3D-planning models, construction document review, and BIM-project integration	Lawrence C. Appgar, President /CEO Jake Smith, VP	1963
	Barton & Loguidice, D.P.C. 443 Electronics Parkway Liverpool, NY 13088 (315) 457-5200/bartonandloguidice.com	4 6 146	10% 78% 12%	architectural design; conceptual development; facility master planning; building condition surveys; space-use and needs analysis; adaptive reuse; interior space planning; interior finishes and detailing; furniture selection and specifications; ADA, building code, and compliance reviews; 3D modeling, renderings; and promotional media; roofing design and replacement, historic renovations, green building systems; sustainable and energy efficient design; rightsizing	John F. Brusa, Jr., President & CEO	1961
	N.K. BHANDARI, Architecture & Engineering, P.C. 1020 7th North St., Suite 130 Liverpool, NY 13088 (315) 428-1177/nkbpcc.com	4 2 20	88% 9% 3%	architecture, engineering, interior design, laser scanning, laboratory planning, energy modeling, facilities condition assessments, building performance	Christopher Roy Resig, President	1980

5 Ways a Community Bank Can Lend a Hand to a Small Business

As one of the largest investments people can make in their financial lifetime, operating a small business can be equal parts exhilarating and daunting. Fortunately, there are resources available to help small-business owners navigate the process of securing financial support.



HEATHER MULLHALL
Viewpoint

In fact, once you start looking for these resources, you'll find that they are almost everywhere — offered by banks large and small, and financial firms far and wide. Choosing the right resources for your situation can make your loan experience smoother, though there are some inherent benefits to working with a community bank, particularly for small-business owners.

Here are five ways that community banks are well-equipped to help small businesses:

1. A holistic view. Most community banks can take an expanded look at a business owner's qualifications beyond traditional credit history. Because community banks provide a more personal approach, they can take the time to learn the whole story and be a partner to you and your small business. Their loan officers are usually locals who live and work in the same community you do.

2. Personalized assistance. While most community banks use technology to their advantage — such as online application portals for the tech-savvy business owner who wants independence — smaller institutions can also walk a first-time small business owner through the process with more direct contact and an individualized approach. The best banks use a combination of technology and face-to-face contact — meaning you can expect more personal communication with your bank and hopefully less frustration.

3. Long-term relationships. There is a unique opportunity to build a lasting

relationship when banking professionals live, work, and play in the same community as their customers. Community banks see the business-loan process as just one step in a series of financial milestones a small business might encounter in its operations. Most community banking professionals want to be a resource to lean on for years to come and view lending not just as a transaction, but also as a chance to develop a long-term partnership, with someone in their own community

4. Educational opportunities. Part of being well-prepared as a small-business owner is being well-informed. Community banks offer workshops and educational newsletters to educate the public on available programs and services. Information sessions provide business owners with invaluable tools and information for navigating economic changes and risks, such as fraud. Most seminars also allow for question-and-answer sessions and allow business owners to meet the professionals they'll be working with — so, there's a

relationship from the start.

5. Specialized programs. Community banks become your partner as you build your business, and they understand that sometimes time is of the essence in reacting to an opportunity, or quickly moving forward with a time-sensitive plan. Community banks can offer a streamlined online application to help business owners secure funding and make decisions quickly. Community bankers make it a priority to understand your individual business, allowing them to provide fast, local decision-making to fund business costs when opportunities arise.

Owning a business is more than just a financial venture — it's also an investment in a community, which makes community banks exceptionally well-suited to guide business owners on their journeys and ensure the process is accessible, secure, and achievable for all. ■

Heather Mullhall is AVP and business-development officer at Tompkins Community Bank.

New CDC COVID Guidance Impact on New York State Paid Leave

On March 1, 2024, the Centers for Disease Control and Prevention (CDC) issued updated guidance related to COVID-19 prevention and treatment. Prior to [that date], the CDC recommended that individuals who test positive for COVID-19 should isolate for a minimum of five days following a positive test and also

follow a period of post-isolation precautions.

The CDC's new respiratory virus guidance

The CDC's new respiratory virus guidance includes several changes to its prior COVID-19-specific guidance. Initially, the new guidance applies to individuals who

contract respiratory illnesses including COVID-19, flu and RSV, and no longer focuses on COVID-19 alone. The guidance explains that this change was made to address the most common respiratory viruses that cause significant amounts of disease, especially in the fall and winter seasons.

Next, the new guidance eliminates the five-day isolation requirement, and instead recommends that individuals with these respiratory illnesses stay home and away from others until at least 24 hours after both their symptoms are getting better overall and they have not had a fever without the use of fever-reducing medication. According to FAQs provided by the CDC, "improving symptoms" means that a person is starting to feel better, and the body is returning to normal after an infection. The guidance also encourages added precautions over the next five days after time at home is over.

Finally, the guidance states that it is intended to apply in general community settings but not in health-care settings. The CDC offers separate and specific guidance for COVID-19 in health-care settings, which can be found at: <https://www.cdc.gov/coronavirus/2019-ncov/hcp/infection-control-recommendations.html>. The CDC also states that it has been working with education partners to develop infection prevention and control guidance for schools, and that this guidance should be released prior to the 2024-2025 school year.

NYS COVID-19 Leave Statute

Employers across New York state are likely wondering what impact, if any, the change in CDC guidance has on New York's COVID-19 paid leave statute.

By way of review, New York's COVID-19 paid leave law states that employers are required to provide employees paid leave if they are subject to a mandatory or precautionary order of isolation or quarantine issued by the New York State Department of Health (NYSDOH) (or any governmental entity similarly authorized). The length of leave depends on the employer's size and income.

As reported on our blog (<https://www.bsk.com/new-york-labor-and-employment-law-report/new-york-state-adopts-the-cdc-rsqou>

s-covid-19-quarantine-and-isolation-guidance), as of Sept. 14, 2022, the NYSDOH issued updated COVID-19 quarantine and isolation guidance stating that it would follow the CDC guidelines on quarantine and isolation. On the issue of obtaining an order of isolation or quarantine, NYSDOH guidance currently states, "The New York State Department of Health is following the Centers for Disease Control and Prevention's (CDC) isolation and precautions for people with COVID-19 guidance, which provides information to those who tested positive. Currently, only orders of isolation are required."

Effect on Employers' Obligation to Provide NYS COVID-19 Leave

With the CDC's elimination of the five-day isolation requirement, New York employers are faced with the question of whether they must continue offering COVID-19 paid leave. Arguably, without a specific CDC isolation requirement, COVID-19 paid leave will no longer be required. However, the new CDC guidance still recommends that individuals who have respiratory illness, including COVID-19, stay home and away from others until at least 24 hours after both their symptoms are getting better overall and they have not had a fever. It is not clear if New York State will continue to interpret this as an isolation requirement that would entitle employees to COVID-19 paid leave. As such, whether New York employers must continue to provide COVID-19 paid leave is unclear.

It is also worth noting that Gov. Hochul's 2025 executive budget proposal includes proposed legislation that would end the state's COVID-19 paid sick leave law as of July 31, 2024. ■

Adam R. Mastroleo is a member (partner) at Bond, Schoeneck & King, PLLC in Syracuse. Contact him at amastroleo@bsk.com. This article is drawn and edited from a March 6 posting on the law firm's website.



ADAM R. MASTROLEO
Viewpoint

CNY BUSINESS JOURNAL

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New York Must Pass “Laken’s Law” & Restore Public Safety

Laken Riley was a bright and promising 22-year-old nursing student at the University of Georgia before she was brutally murdered while out for a jog in broad daylight. The man charged with her killing is an illegal immigrant who crossed the southern border in 2022, made his way to New York, was arrested in New York City in 2023, but was released with no information provided to federal immigration officials. This horrific incident could and should have been prevented by New York State actively managing its migrant crisis and growing problem with crime.

**WILL
BARCLAY**
Opinion

America’s migrant crisis has been an unmitigated disaster for three years, and its impacts are felt nearly everywhere. The tragedy of Laken Riley is a painful reminder that innocent lives are at stake and our communities face increasing chaos and danger. She would still be alive today had border security and immigration enforce-

ment been a true priority. Gov. Hochul and New York Democrats have failed Laken Riley and her family. How many more heinous crimes must occur before they take action?

It was just [a few] weeks ago [Feb. 12], that the Assembly and Senate minority conferences proposed a bill (S.8533 Lanza/A.9167 Gandolfo) to restore cooperation between New York courts and law-enforcement agencies with federal immigration authorities in cases involving the arrest or conviction of illegal migrants. [On Feb. 28], the sponsors of the legislation have renamed it “Laken’s Law” in honor of the young woman from Georgia. It is critical to reinstate protocols like these, which have been in place to prioritize the safety of our citizens first.

Back in 2017, former Gov. Andrew Cuomo signed Executive Order 170, designating New York as a sanctuary state and setting the stage for a public-safety disaster. Part of a larger soft-on-crime narrative from New York Democrats, this order effectively ranked the protection of migrants over the safety of our own citizens and prevented law

enforcement from cooperating with U.S. Immigration and Customs Enforcement (ICE) agents. Rescinding this order should be the first step in addressing crimes associated with the migrant crisis. Sadly, individuals like Laken Riley and many others pay the price for these violent crimes, while state leadership remains silent. Simply put, Gov. Hochul’s failure to enact changes based on this legislation continues to endanger more lives throughout the state.

With nearly 200,000 illegal migrants coming to New York, this continuing crisis poses a threat to our communities, and the lack of action will only lead to further destruction. We cannot wait for someone else to lose their life before acting. New York has failed Laken Riley, and Joe Biden’s broken border policies have failed U.S. citizens. The time to act is now. ■

William (Will) A. Barclay, 55, 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.

Wave of Retirements Should Serve as a Warning for Congress

Recently, I had occasion to look back at some of the early speeches I gave after I first went to Congress in 1965 as a young freshman member from Indiana. Admittedly, six decades is a long time. But even so, what I found was jarring.

**LEE
HAMILTON**
Opinion

Congress, I liked to tell audiences back then, worked in a remarkably hospitable environment. No matter how spirited the policy debate, I told listeners, we were surrounded by what I called “a cocoon of warmth.” We looked out for one another, regardless of party.

Here’s an example. Fairly early in my tenure, I made a mistake on the House floor. I was managing a bill for the Democratic caucus and forgot about a small but crucial parliamentary move that would have locked victory in place. William Bray, a prominent Republican — also from Indiana — came over and put his arm on my shoulder. Gently, he pointed out my blunder and then, remarkably, showed me how to fix it — on a bill he opposed. That was how Congress worked then.

Well, you don’t need me to tell you that things have changed. And it’s not just that when we think of Congress, words like “partisan” and “vitriol” come most easily to mind. It’s that even within the majority Republican caucus in the House, stark divisions have brought things to a standstill. Congress seems unable to act.

And that is taking a toll. House members

of both parties are heading for the exits, but the exodus seems especially notable among Republicans. No fewer than five Republican committee chairs — that is to say, legislators who have reached the apex of their power, unless they want to make a bid for the caucus leadership — have announced they’re stepping down. At the moment, more than 20 House Republicans are leaving at the end of their terms; that number will almost certainly grow.

And there is not much question about what’s driving it. As NBC News put it recently, “Mounting frustration with the paralysis and dysfunction in the House is driving out experienced, pragmatic deal-makers on Capitol Hill.” Politico’s Jordain Carney and Olivia Beavers put it even more bluntly. “The departures are starting to spark worries about a further erosion of GOP lawmakers’ appetite for the basic tasks of governing,” they wrote at the end of February.

To be sure, there are Democrats leaving, too, and the reasons for retiring vary, from running for a different office to concerns about health to a chance to make more money as a lobbyist. But many of the people leaving are relatively young — legislators who, by rights, should have promising days ahead. Instead, as Mark Green, a Republican from Tennessee, put it when he announced his retirement, they believe that Congress is “broken beyond most means of repair.”

There’s no question that, at the moment, the future seems grim. But I want to suggest that it doesn’t have to be that way. And to make my point, I want to go back 30 years, to a time in the mid-1990s, when there was a government shutdown

much like the one we’re facing now. It was driven by stark ideological differences between Republicans and Democrats and fueled by bitter debate. The GOP leadership shut down most of the federal government for 27 days and Congress’s public standing sank somewhere into the earth’s mantle.

But then members turned things around. In just 10 days they passed a series of major bills, including welfare overhaul and an increase to the minimum wage. They had rediscovered pragmatism.

I don’t want to say that something like that will happen, only that it’s possible. And that’s my point. It’s not Congress that’s broken, it’s the people working within it who make it that way.

Three decades ago, what turned things around was that every time members of Congress went home, they got an earful from constituents who were tired of division and obstruction and wanted Congress to do its job for the country. Voters were fine with tough debate over the merits of the issues; what they didn’t want was gridlock. Today’s members — especially those inclined toward gridlock — should be getting the same message. ■

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

MARCH 20

■ **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->

BUSINESS CALENDAR

Email us at movers@cnybj.com

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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 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>

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PEOPLE ON THE MOVE NEWS

ACCOUNTING

APRIL KAUFFMAN has joined FustCharles as a tax associate. She received her bachelor's degree in accounting from Le Moyne College. Kauffman previously interned with FustCharles. She is currently working to complete the examination requirements to earn her certified public accountant (CPA) license. **KATHRYN LAPAGLIA** has come aboard the firm as an audit associate. LaPaglia received her bachelor's degree in accounting from Le Moyne College. She previously interned with FustCharles. She is presently working to complete the examination requirements to earn her CPA license. **AMINA MUMINOVIC** has joined FustCharles as an audit associate. She received her bachelor's degree in accounting and master's degree in information systems from Le Moyne College. Muminovic previously interned with the firm. She is currently working to complete the examination requirements to earn her CPA license. **KAYLEE WAUGH** has come aboard FustCharles as an audit associate. She received her bachelor's degree and MBA in accounting from SUNY Oswego. Waugh previously interned with the accounting firm. She is presently working to complete the examination requirements to earn her CPA license.



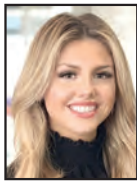
Kauffman



LaPaglia



Muminovic



Waugh

AUDIO-VISUAL

Visual Technologies Corp. (VTC) has announced the expansion of its legal support department. **JOHN FENTRESS** is heading up the department as a trial technology, video deposition, and evidentiary specialist. He has worked at VTC for 30 years as a video editor, graphic designer, and audio-visual technician and is bringing that knowledge to the legal side of VTC.



Fentress

Fentress has a certification with OnCue Trial Presentation Software along with deposition and evidentiary video certifications and experience as a hot seat operator. His expertise is in video depositions, pre-trial exhibit organization, and courtroom A/V setup and exhibit playback.

BANKING

In an expansion of its small business lending (SBL) team, Tompkins Community Bank has appointed **TODD FERRARA** to the newly created role of SBL business line manager. He will oversee Tompkins' SBL underwriters, lending assistants, and market-based managers across New York and Pennsylvania, working to drive growth among target segments while delivering a top-notch customer experience. The bank says Ferrara is a demonstrated leader with proven capabilities in delivering high-quality products and experiences to the small-business customers the bank serves. He previously served as the business-development officer for Tompkins' Philadelphia footprint. A 25-year veteran of the banking industry, Ferrara has ample experience leading teams in small business and cash management. He is a graduate of Juniata College.



Ferrara

CONSULTING SERVICES

Polaris Business Solutions announced that it has promoted **MORGAN HERBERT** to business-development lead. Herbert, of Syracuse, is a graduate of Clarkson University and has been with Polaris for two years. She previously was a pre-sales consultant at Polaris. In her new position, Herbert will oversee the sales, marketing, and pre-sales efforts of the company. Polaris Business Solutions — headquartered in Auburn, with a presence in Philadelphia — provides financial and management consulting services utilizing ERP solution like Acumatica and Dynamics SL consulting services.



Herbert

ENGINEERING

Prudent Engineering, LLP, a multi-disciplinary engineering and land survey firm, has added **ZACHARY TESSIER**, of Manlius, as junior CADD technician in the survey department, **SETH DITTL**, of Holland Patent, as junior engineer in the design department, and **STEPHEN KROLL**, of Syracuse, as invoice specialist in the finance department. All three work from the firm's DeWitt office. Tessier earned certificates in computer-aided design and drafting (CADD) and geospatial information science & technology (GIS) from Monroe Community College. Dittl received his bachelor's degree in civil-engineering technology from SUNY Polytechnic Institute and an associate degree in engineering science from Mohawk Valley Community College. Kroll attended Cazenovia College and served four years in the U.S. Army National Guard.



Tessier



Dittl



Kroll

FINANCIAL PLANNING

S.E.E.D. Planning Group announced that **JULIANA CHALLIS** has joined the firm as an administrative coordinator in its Syracuse office. In this role, she supports the team with administrative duties, including reception and scheduling. Born and raised in Syracuse, Challis earned her bachelor's degree in business administration from SUNY Oswego in August 2023.



Challis

HR/STAFFING FIRMS

CPS Recruitment announced that **SUZANNE BENDERSKI** has been promoted to chief of staff. She has been an integral part of CPS Recruitment since joining the firm in 2011. In her new position, Benderski will report directly to CEO, Susan Crossett. Prior to joining CPS Recruitment, She had an extensive career in staffing, human resources, and busi-



Benderski

ness operations. Benderski is a graduate of SUNY Empire State College and holds a temporary staffing specialist certification.

INSURANCE

MORGAN JASTREMSKI has joined CH Insurance as an accounting assistant. She has 20-plus years' experience in customer service. Jastremski previously worked at BHG Financial, focused on financial sales (consumer & commercial lending) before joining CH Insurance. Prior to that, she spent six years at Fidelis Care, focused on health-benefit sales (Medicaid, Essential Plan, Child Health Plus & Quality Healthplans).



Jastremski

NONPROFITS

Liberty Resources announced that **LYNN-BETH SATTERLY**, M.D., has joined its primary care practice, located in the agency's Integrated Health Clinic at 1045 James St., a federally qualified health center. In this role, Dr. Satterly will provide comprehensive care in collaboration with an integrated health team of experienced medical professionals, therapists, care coordinators, peer-support specialists, psychiatric practitioners, and other providers to enhance patients' quality of life. Satterly is a board-certified family doctor with more than three decades of experience. She is currently a professor of practice for the physician assistant program at Le Moyne College. Dr. Satterly previously founded two medical practices — Amaus Health Services at the Cathedral of the Immaculate Conception in Syracuse and Lakeshore Family Medicine in Cicero. Satterly earned a doctor of medicine degree from Rutgers. She completed her residency in family medicine at the Rutgers-Somerset Family Medicine Residency Program. She received a bachelor's degree in biology from Saint Elizabeth's University in New Jersey. Liberty Resources is a DeWitt-based nonprofit organization that provides an array of health and human services to more than 20,000 individuals and families throughout New York, New Jersey, and Texas. The agency is widely known for its integrated health-care services, including primary care, pediatrics, mental health, substance use, care management and other community-based supports. ■



Satterly

PROGRAM:

Continued from page 5

ing, business development, and lending through the Community Foundation's impact investing program. Impact invest-

ing allows the organization to use its financial resources to make investments that generate both financial returns and positive social outcomes, it noted. In 2023, the foundation's board of directors approved a policy that allows the use of up to 5 percent of its main investment pool

for the purpose of impact investment. So far, 41 new homes have been built and \$56.2 million has been leveraged for home, personal, and business loans.

The CNY Community Foundation's local impact investing program is designed to tackle a wide range of community needs

with an emphasis on helping Central New York residents build wealth, equipping residents with the opportunity to contribute to the economic performance of the region, and providing under-resourced communities and nonprofit organizations access to capital. ■

CALENDAR:

Continued from page 18

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>

APRIL 11

■ **CenterState CEO Annual Meeting** from 3-6 p.m. at the Oncenter Nicholas J. Pirro Convention Center, 800 South State St., Syracuse. Join CenterState CEO for its 2024 Annual Meeting to celebrate the historic period of progress for our community. CenterState CEO President Rob Simpson will share remarks

on what our community can become if we are aligned in a forward-looking vision and committed to leading at the pace of change. The event also unveils the Business of the Year Awards, recognizing member companies in five categories. Immediately following the program, stay for a networking reception, that is included in the ticket price. Engage with business and community leaders while enjoying hors d'oeuvres, beverages, and music. For more information, including ticket and registration details, visit: <https://centerstateceo.com/events/4/2024/centerstate-ceo-annual-meeting>



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