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NEW YORK CLOSED
HOME SALES DIVE 28
PERCENT IN MARCH.
PAGE 4.



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RECAPPING THE 2023 CENTERSTATE CEO ANNUAL MEETING

ERIC REINHARDT / CNYBJ



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ROME HEALTH CONTINUES WORK TO
CENTRALIZE, MODERNIZE FACILITIES

PHOTO CREDIT: ROME HEALTH

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May 15 Special Report: Construction/Luxury Living

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May 29 List: Environmental Firms

May 29 Special Report: Energy/Environment/Sustainability

June 5 Special Report:

Revitalize Greater Binghamton Feature Publication **NEW**

June 12 List: Financial Planners

June 12 Special Report: Wealth Management

June 19 List: CPA Firms

June 19 Special Report: Law/Accounting/Taxes

June 26 List: Engineering Firms

June 26 Special Report: Engineering/Architecture Directory

July 3 List: Largest Employers

July 3 Special Report: Health Care Quarterly/Business of Aging

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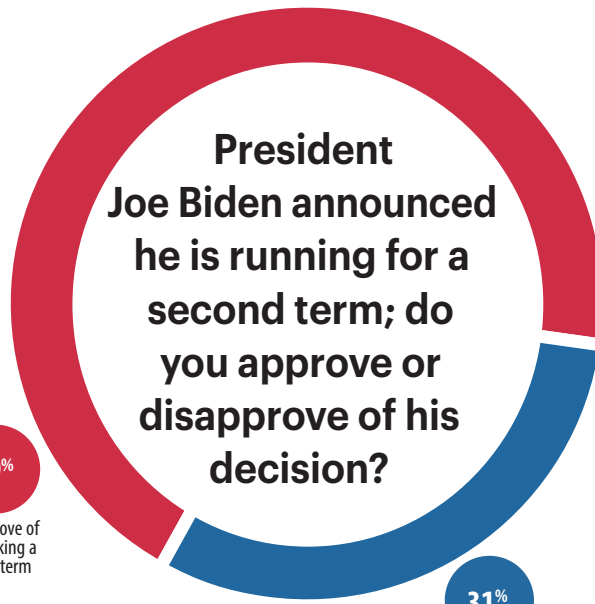
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Here are the results of the latest poll on cnybj.com:

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216



69%
I disapprove of him seeking a second term

31%
I approve of him seeking a second term

CNYBJ Briefs



PHOTO CREDIT: EARLVILLE OPERA HOUSE

The Earlville Opera House is one of the recipients of New York State Council on the Arts (NYSCA) funding for 144 small and medium-sized capital projects at arts and cultural organizations across New York.

State council awards grants for arts and cultural capital projects, including CNY initiatives

The New York State Council on the Arts (NYSCA) has awarded more than \$42 million for 144 small and medium-sized capital projects at arts and cultural organizations across the state.

This record capital investment supports crucial building renovations, accessibility improvements, and new spaces for creative work, according to a news release from Gov. Kathy Hochul's office. About 57 percent of recipients are organizations with annual budgets of \$1 million or less. Project decisions prioritized accessibility, artistry, cultural development, sustainability, health and safety, and structural and historical improvements.

Local award recipients include:

- Earlville Opera House, Inc., Chenango County, \$50,000 for historic masonry improvements;
- Tri-Cities Opera Co., Inc., Broome County, \$50,000 for theatrical lighting system replacement;
- Stone Quarry Hill Art Park, Inc., Madison County, \$154,000 for Dorothy Riester House

and studio improvements and an artist lodge garage studio conversion;

- Old Forge Library Association, Herkimer County, \$25,000 for outdoor garden accessibility improvements;
- North Country Childrens Museum, Inc., St. Lawrence County, \$50,000 for a new gallery lighting system;
- Discovery Center of the Southern Tier, Inc., Broome County, \$25,000 for LED lighting installation;
- Everson Museum of Art of Syracuse and Onondaga County, \$206,000 for ceiling moisture and condensation remediation; and
- Constance Saltonstall Foundation for the Arts, Inc., Tompkins County, \$25,000 for electric air-source heat-pump system.

Since 2018, the NYSCA has awarded 302 grants totaling \$92 million, across all 10 state regions, for projects that increase employment capacity and advance cultural venues as tourism destinations.

New York milk producer prices post big drop in latest month

Milk prices at the producer level in New York state fell significantly in the latest month.

New York dairy farms were paid an average of \$22.50 per hundredweight of milk in February, down 8.9 percent from \$24.70 in January, and off 11.4 percent from \$25.40 in February 2022.

The data is from the monthly milk-production report that the USDA's National Agricultural Statistics Service (NASS) released on April 19.

New York dairy farms produced 1.361 billion pounds of milk in March, up 2.1 percent from 1.333 billion pounds in the year-ago month. Milk production per cow in the Empire State averaged 2,160 pounds in the third month of 2023, up 0.5 percent from 2,150 pounds in March 2022. The number of milk cows on farms in New York totaled 630,000 head in March, up 1.6 percent from 620,000 head in the year-prior month, NASS reported.

NYCUA selects preferred digital provider

The New York Credit Union Association (NYCUA) has selected Eltrophy — a digital conversations platform for community financial institutions — as its preferred provider and sponsor.

Milpitas, California-based Eltrophy will be presenting at the NYCUA convention in June, the company said.

"The ability to engage with members digitally as well as in-branch becomes increasingly important with each passing year. As we've worked with Eltrophy over time, we've watched the valuable service they've provided our members, and we couldn't be more excited for them to officially become our preferred provider," Bill Bywater, COO of NYCUA, said in an Eltrophy news release. No financial terms of the arrangement were disclosed in the release.

Eltrophy says its platform allows credit unions to create "personalized member experiences for every interaction," whether in-branch or digital through any communication channel. It utilizes automation to respond to simple interactions 24/7, allowing credit-union staff members to focus on "higher-value interactions" during business hours, per the release. Eltrophy says more than 500 credit unions have used its service to "enhance their member engagement."

The NYCUA's annual meeting and convention is set for June 15-18 at Sagamore Resort on Lake George.



Broome County, NYS Early Intervention Program needs providers

BINGHAMTON — The Broome County Health Department this month is spotlighting its Early Intervention Program. It's part of the New York State Early Intervention initiative, which is part of a national program that serves infants and toddlers with developmental disabilities and delays and their families.

The program is open to children under age 3 who have a confirmed disability or established physical, cognitive, communication, social-emotional, and/or adaptive developmental delay and is designed to help those children grow and develop. Services include evaluation services; home visits; speech, physical, and other therapies; child-development groups; family counseling; and even occasionally help with transportation. Services are provided with no out-of-pocket cost to families.

The county's and state's Early Intervention Program currently faces a shortage of qualified providers to deliver these services. The program is actively seeking certified and licensed audiologists, behavior analysts, mental-health practitioners, nurses, nutritionists/dieticians, occupational therapists, physical therapists, psychologists, social workers, speech-language pathologists, and teachers. More information about working with the NYS Early Intervention Program is available at <https://health.ny.gov/EINeedsYou>

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Recapping the 2023 CenterState CEO annual meeting

BY ERIC REINHARDT
ereinhardt@cnybj.com

SYRACUSE — CenterState CEO recognized five organizations during its April 26 annual meeting at the Nicholas J. Pirro Convention Center at Oncenter.

The recipients included Mower, American Fashion Network, and Collins Barber & Beauty Shop.

Besides the awards, those gathered also heard from a keynote speaker and Robert Simpson, president and CEO of CenterState CEO.

The event focused on the theme, “Amplifying Opportunity,” and “highlighted Central New York’s progress and explored efforts to ensure all growth is equitable,” per CenterState CEO’s news release about the annual meeting.

The gathering also marked the release of CenterState CEO’s annual report.

Business of the Year awards

CenterState CEO announced its Business of the Year award winners, recognizing the outstanding achievements of regional businesses and organizations in five categories.

Mower, a Syracuse-based advertising, marketing, and public-relations agency, prevailed in the “More than 50 Employees” category. Additional finalists included Air Innovations Inc. and King +

King Architects.

DeWitt-based American Fashion Network won in the “Fewer than 50 Employees” category. Other finalists included Chimera Integrations and M3 Placement and Partnership.

Collins Barber & Beauty Shop took the top prize in the “Minority-owned Business” category, which is presented in partnership with the Upstate Minority Economic Alliance. The other finalists for the honor included JHP Industrial Supplies Co. and Melody’s.

Symphoria won in the “Nonprofit” category with additional finalists that included Friends of the Rosamond Gifford Zoo and On Point for College.

Oswego Health triumphed in the “Community Involvement” category. Additional finalists included Digital Hyve and National Grid.

Speakers

The CenterState CEO annual meeting included a keynote presentation from David Hall, managing partner at Revolution’s Rise of the Rest Seed Fund. In his remarks, Hall talked about how post-pandemic, midsized cities such as Syracuse are poised to become tech hubs, and what leaders of these communities can do to drive these opportunities.

In his remarks, Simpson shared a message about the shifting economic forces



Members of the Central New York business community on April 26 gathered for the CenterState CEO annual meeting, held at the Nicholas J. Pirro Convention Center at Oncenter. David Schneckenburger, chair of the CenterState CEO board of directors, addressed the gathering to open the session. Schneckenburger is also president of Thompson & Johnson Equipment Co., Inc.

that — in conjunction with massive investments — are expected to impact every aspect of the regional economy. He called on community stakeholders to work together to develop and execute strategies that will ensure the entire community benefits from this growth.

“Our community is no longer in a state of status quo. Micron is an incredible force that has changed our region’s economic trajectory, but it is not the only force working to our advantage,” Simpson said. “The memory market is growing rap-

idly; offshoring that once devastated our economy is shifting to our benefit; Central New York’s stable and resilient climate is a critical asset to people and businesses. All of this will fuel new opportunities. Our community has the power to shape the speed and direction of this progress. The real challenge is amplifying that growth while ensuring progress doesn’t come at the cost of our region’s accessible natural and cultural amenities, affordability and quality of life, the very things that attracted investments in the first place.” ■

Most Central New York regions gained jobs in past year

BY ERIC REINHARDT
ereinhardt@cnybj.com



The six Central New York subregions produced job growth ranging from a low of 0 percent to a high of 2.6 percent in the last year, according to the most recent state jobs report.

The Syracuse, Utica-Rome, Watertown-Fort Drum, Binghamton, and Elmira regions gained jobs between March 2022 and this past March, according to the employment report that the New York State Department of Labor (NYSDOL) issued on April 20. The Ithaca area had no change in jobs in the last 12 months, per the NYSDOL data.

March jobs data by CNY subregion

The Syracuse region gained 8,000 jobs

in the past year, an increase of 2.6 percent.

The Utica-Rome metro area picked up 2,200 positions, a rise of 1.8 percent; the Watertown-Fort Drum region added 300 jobs, up 0.8 percent; the Binghamton area gained 2,000 jobs, an increase of 2.1 percent; the Ithaca region posted no change in jobs (+/- 0.0 percent) in the last year; and the Elmira area gained 300 jobs, a rise of 0.9 percent.

New York state as a whole added nearly 257,000 jobs, an increase of 2.7 percent, in the last 12 months. The state economy also gained more than 18,000 jobs, a 0.2 percent rise, between February and March of this year, the NYSDOL said. ■

New York egg production drops more than 2 percent in March

BY JOURNAL STAFF
news@cnybj.com


Farms in New York state produced 148.6 million eggs in March, down 2.4 percent from 152.2 million eggs in the year-prior month, the USDA’s National Agricultural Statistics Service (NASS) recently reported.

The number of layers in the Empire State averaged nearly 5.74 million in the third month of this year, down less


than 1 percent from almost 5.79 million in the year-earlier month. March egg production per 100 layers fell 1.5 percent to 2,589 eggs from 2,629 eggs in March 2022.


In neighboring Pennsylvania, egg production declined more than 15 percent to nearly 654 million eggs in March from more than 771 million eggs a year ago.

U.S. egg production totaled 9.21 billion eggs in March, off 2.75 percent from 9.47 billion eggs in March 2022. ■



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ConMed hikes full-year revenue guidance after Q1 sales rise

BY TRACI DELORE
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ConMed Corporation (NYSE: CNMD) reported that sales increased nearly 22 percent in the first quarter of 2023 as surgical-procedure volumes grew, pushing the medical-device manufacturer to increase its revenue guidance for the full year.

ConMed's net income for the quarter was \$1.8 million, down from \$14.9 million for the same quarter a year ago, and earnings per share decreased 87.2 percent from 41 cents per share to 6 cents per share.

"Overall, I'm very encouraged by the quarter and the company's performance," President/CEO Curt Hartman said during an April 26 conference call with investors. "We were able to ship the warehouse-related backlog, benefited from increased surgical procedure volumes and staffing-level improvements, [and] saw incremental improvements to global supply-chain constraints."

Hartman said he's pleased with the positive results of two acquisitions in 2022. ConMed acquired In2Bones Global, Inc. and Biorez, Inc. last year. Memphis-based In2Bones Global, Inc., develops, manufactures, and distributes medical devices such as implants, fracture systems, biologics, and related hardware for the treatment of disorders and injuries to the hand, wrist, elbow, foot, and ankle. Based in New Haven, Connecticut, Biorez is a medical-device startup focused on advancing the healing of soft tissue using its proprietary BioBrace Implant technology.

"While still early, both of these transactions have lived up to and exceeded our expectations, and we remain convinced it will be transformative to our overall revenue and margin performance in the years ahead," he said.

Based on its first-quarter results, ConMed boosted its revenue guidance for the full year, now expecting revenue between \$1.205 billion and \$1.25 billion, up from a range of \$1.17 billion and



ConMed Corp's New Hartford facility.

PHOTO CREDIT: CONMED

\$1.22 billion. The company's forecast for earnings per share increased from a range of \$3.20 to \$3.45 per share to a new range of \$3.30 to \$3.50 per share.

Analysts took note of the ConMed improvements.

"ConMed exited the first quarter on a strong note, wherein both earnings and revenues beat their respective consensus mark," a Zacks Research report noted. The manufacturer made a good recovery from fourth-quarter 2022 shipping delays and had strong order flow. "However, rising costs of goods and higher operating expenses completely offset strong top-line growth, which led to a decline in earn-

ings," Zacks said.

ConMed's stock price closed at \$124.88 on May 2. That's up nearly 41 percent year to date.

ConMed manufactures surgical devices and equipment for minimally invasive procedures for surgical areas including orthopedics, general surgery, gynecology, neurosurgery, thoracic surgery, and gastroenterology. The company moved its corporate headquarters from 525 French Road in New Hartford to Largo, Florida in 2021. It maintains manufacturing, finance, human resources, legal, and other corporate functions at its New Hartford facility.

BUSINESS JOURNAL INDEX



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Yearly Comparison for March

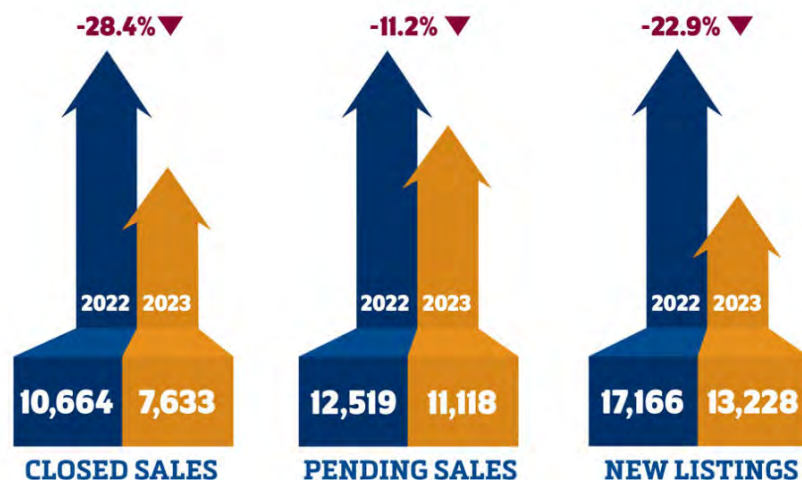


IMAGE CREDIT: NYSAR

New York closed home sales dive 28 percent in March

BY ERIC REINHARDT
ereinhardt@cnybj.com

ALBANY—New York realtors sold 7,633 previously owned homes in March, a 28.4 percent decline from 10,664 homes sold in the year-earlier month.

Pending sales also declined more than 11 percent, foreshadowing further drops in closed home sales in the next couple of months.

That's according to the March monthly housing report that the New York Association of Realtors (NYSAR) issued on April 20.

For the 41st straight month in year-over-year comparisons, housing inventory dropped across the Empire State, further hampering house sales, NYSAR said in its report.

New York's new listings fell 22.9 percent to 13,228 in March from 17,166 in March 2022. Pending sales totaled 11,118

in March, a drop of 11.2 percent from 12,519 pending sales in the same month in 2022, according to the NYSAR data.

The recent trend of declining home prices continued in the third month of this year. The March statewide median sales price was \$377,000, down 6.1 percent from the March 2022 median sales price of \$401,500.

The months' supply of homes for sale at the end of March stood at 2.9 months, up 3.6 percent from 2.8 months a year prior, per NYSAR's report. A 6-month to 6.5-month supply is considered to be a balanced market, the association said.

The inventory of homes for sale totaled 30,298 in March, off 12.4 percent from the March 2022 figure of 34,605.

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

Environmental-survey work starts at Micron site

BY ERIC REINHARDT
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CLAY — Environmental-survey work has started at the White Pine Commerce Park in the town of Clay where Micron Technology Inc. (NASDAQ: MU) plans to build a semiconductor campus.

“Right now, we’ll be doing environmental permitting throughout 2023 and into 2024. After we complete that process, we’ll begin the ground preparation and construction,” Scott Gatzemeier, corporate VP of front-end expansion at Micron, said in speaking with reporters at the site on April 28. A short time earlier, Micron and local officials gathered to announce the start of the environmental work.

“A fab of this scale ... 600,000 square feet of cleanroom but 1.2 million square feet under roof ... It’s going to take two years for us to build that up and then we’ll start manufacturing and bringing in literally thousands of semiconductor equipment tools and ramping it throughout the rest of the decade,” Gatzemeier added.

“For us, partnering with ... various state agencies to bring this project to life is just a historic moment for Micron,” Sanjay Mehrotra, president and CEO of Micron Technology, said in his remarks. He delivered remarks on the property at 8699 Burnett Road in the town of Clay.

It was on Oct. 4, 2022 that Micron announced plans to invest up to \$100

billion over the next 20-plus years on a semiconductor-manufacturing campus at the White Pine Commerce Park in the town of Clay.

“This is ... the start of the project as we go through the design and environmental-impact study phase and environmental permitting,” Gatzemeier said during the April 28 formal announcement.

Mehrotra noted that Gatzemeier led Micron’s team that selected the site in Clay to build the semiconductor campus.

CME Associates, Inc., a DeWitt-based engineering technology corporation, provided Micron officials an update on its plan for conducting an environmental survey of the site.

“And that reflects the commitment of Micron to building an environmentally friendly, sustainable, and, of course, community-friendly site here,” Mehrotra said. “So, this is really an important milestone, important start to this project.”

A piece of equipment from CME Associates was parked on the property not far from the tent in which Micron and local officials provided their project update.

In his remarks, the Micron CEO went on to say that it’s a 20-year project, and the site, which currently has acres of shrubbery, will have four “major” buildings and each structure will be the size of “10 football fields.”

“So, a total [of] 40 football fields worth of cleanroom space. Each of them being



Officials with Boise, Idaho-based Micron Technology Inc. (NASDAQ: MU) on April 28 visited the White Pine Commerce Park in the town of Clay to announce the environmental-survey work on the property is underway. The firm plans to build a semiconductor campus at the location, investing up to \$100 billion over the next 20-plus years on the project.

600,000 square feet ... 2.4 million square feet of cleanroom space that will be built over the course of 20 years,” Mehrotra added.

The project will lead to the creation of 50,000 jobs over that 20-year period, including 9,000 Micron employees and 41,000 jobs in the community to support this “massive operation,” the Micron CEO noted.

“And yes, it will be massive because memory is becoming a massive part of our lives, of every business in the world today,” he added. “You all have heard about ChatGPT, generative AI [artificial

intelligence] and we are just barely seeing the tip of the iceberg for AI. So, AI ... industrial IoT ... all of these require more data. They require more insights from data. Data lives in the kind of memory that will built here in Clay.”

Mehrotra went on to say that it’s not just about technology and production. It is “absolutely about” sustainable operations, efficient operations, and workforce development. Recruiting 50,000 workers is going to “require reaching out” to the community, underserved populations, those populations that have been under-represented in technology. ■



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Ask Rusty: How Much Can I Earn in my First Year on Social Security?

Dear Rusty: My 62nd birthday is in late August of this year. I would like to start collecting Social Security, but after reading about the need to keep my earnings less than \$21,240 in the first year it doesn't seem fair to those who have birthdays later in the year. I will have earned a lot by the end of August. Or am I missing the part where the year starts from the day you retire? Or is it a fiscal year? Please elaborate?

Signed: Looking Ahead



RUSSELL GLOOR
Viewpoint

Dear Looking Ahead: Born in late August, your first month of eligibility for Social Security (SS) will be September (you must be 62 for an entire month to be eligible for SS benefits). If you start your benefits in September, for the months of September through December 2023, you'll have a monthly earnings limit of \$1,770. If you exceed that limit in any of those four months, you won't be eligible for SS benefits in any month that the

\$1,770 monthly limit is exceeded. If you exceed the monthly limit in all of those months, you won't be entitled to any benefits in 2023, unless using the annual earnings-limit formula to determine your penalty would result in a lesser amount.

The penalty for exceeding the annual limit is \$1 for every \$2 you are over the 2023 limit and, if using that formula yields a penalty which is less than for exceeding the 2023 monthly limit for September to December, the Social Security Administration (SSA) will use the annual limit instead of the monthly limit to compute your penalty. Thus, your annual earnings earned before September will only count if using the annual limit will result in less of a penalty than using the monthly limit for the months after your benefits start. If you plan to

retire from working before September, then there will be no penalty for exceeding the annual earnings limit prior to that. But if you continue to work full time there will likely be a penalty that will cause the SSA to take away some of your benefits.

Starting in 2024, only the annual earnings limit (which will be a bit more than the 2023 annual limit) will apply to you. Generally, if you continue working full time and will significantly exceed the annual earnings limit, it may be wise to reconsider claiming your Social Security until your income is below or closer to the annual limit each year — or until you reach your full retirement age, after which the earnings limit no longer applies. And if you do claim early and exceed the earnings limit, and if you have benefits taken away for some number of months to satisfy the penalty, you'll get time-credit for those months after you reach your full retirement age. That credit will, essentially, move your claim date forward by the number of months you didn't receive SS benefits, increasing your benefit amount accordingly after your full retirement age. ■

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

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

Talberg joins NYISO board of directors

BY JOURNAL STAFF
news@cnybj.com



Talberg

RENSELAER — The New York Independent System Operator (NYISO), the nonprofit that operates New York state's power grid, added Sally Talberg to its board of directors, effective April 18.

She has more than 25 years of experience in the energy and environmental fields, with an emphasis on utility regulation and electricity markets, according to an NYISO news release.

From 2013-2020, Talberg served as a commissioner on the Michigan Public Service Commission. As chair from 2016-2020, she led the agency in formulating strategic priorities, oversaw about 180 employees, and managed a \$25 million budget. Talberg also represented the organization on various state, regional, and national boards and committees. She has previously served as an unaffiliated board member of the Electric Reliability Council of Texas and Michigan's Interagency Environmental Justice Task Force.

"It is a privilege to welcome Sally to the NYISO's Board of Directors. Her extensive experience will be invaluable as the Board guides the NYISO during this historic period of industry change," NYISO Chairman Daniel Hill said in the release. "We look forward to Sally's contributions as we work to meet the state's climate mandates, ensure grid reliability, and competitive wholesale markets during the grid in transition."

Talberg holds a bachelor's degree in environmental and natural-resources policy studies from Michigan State University and a master's degree in public affairs from the University of Texas at Austin.

The NYISO is responsible for operating the state's bulk electricity grid, administering New York's competitive wholesale electricity markets, conducting comprehensive long-term planning for the state's electric-power system, and advancing the technological infrastructure of the electric system serving the Empire State.

The NYISO board is an independent body consisting of 10 members with vast expertise in the energy sector. ■

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Shineman Foundation awards more than \$272K to regional nonprofits

BY JOURNAL STAFF
news@cnybj.com

OSWEGO — The Richard S. Shineman Foundation announced it has awarded grants to 11 Oswego County not-for-profit organizations in its first grant round of 2023 at its April board meeting.

The projects encompass a range of focus areas, including health and human services, respite care, education and workforce development, and the arts. The foundation said its mission is to be a catalyst for change to enhance the quality of life in Oswego County.

The funded projects will benefit Oswego County on several fronts. The largest award, \$74,600, was given to Fulton Family YMCA to support its Camp and Outdoor Recreation for Youth — designed as an outdoor recreation space — that provides summer and after-school programming to local youth. The second-biggest grant, \$60,000, was awarded to On Point for College to support college-bound students with comprehensive support that includes the college-application process, college visits, and needed resources to ensure their success.

The Shineman Foundation also awarded several grants to support the arts community in Oswego County. The CNY

Community Arts Center received a grant to revamp its website and develop a user-friendly online registration system. The Ontario Center for the Performing Arts, which operates the Oswego Music Hall, was awarded a grant to conduct targeted marketing with the goal of increasing its membership and audience. Symphoria received a multi-year grant to expand its Music for Oswego programming throughout Oswego County.

The Central New York Lyme and Tick-Borne Disease Alliance was awarded a disease-prevention education outreach grant for Oswego County ser-

vices and programming. David's Refuge was provided a grant to support respite, wellness, and community programming for Oswego County residents. The H. Lee White Museum received a matching grant to support its educational tall ship project.

Three mini-grants were awarded and included a mini-grant to Oswego Industries to support a redesign of its website. The State Street Methodist Church was awarded a mini grant for its Helping Hands Program, which provides under-resourced community members with toiletries and paper products. Peaceful Remedies received a mini grant to support Circle Talk for Men programming and technology upgrades. ■



SPECIAL REPORT:

HEALTH CARE QUARTERLY



Rome Health Medical Center, located at 1500 James St. in Rome.

PHOTO CREDIT: ROME HEALTH

Rome Health continues work to centralize, modernize facilities

BY TRACE DELORE
tdelore@cnybj.com

ROME — Rome Health is continuing the transformation it began about two years ago when it changed its name from Rome Memorial Hospital to Rome Health.

The name more accurately reflects the breadth of services the organization provides, COO Ryan Thompson says, and Rome Health continues to work to make sure its facilities adequately support those services.

“It’s very exciting to watch us transform as a health system,” he says.

That transformation kicked off with an \$11.3 million project, completed last November, to renovate the Rome Health Medical Center, located at 1500 James St., and bring together services that were previously spread out.

“We’ve co-located services together,” Thompson says. “This is where the majority of medical imaging takes place.” The 31,000-square-foot, two-story medical center gives patients better access to primary care with other services, such as cardiology, located nearby.

“We also have our community pharmacy ... right in the medical center,” he

adds. The pharmacy also opened last November. Along with providing medication for hospital patients, the pharmacy provides a convenient option for patients to get prescriptions filled following an appointment.

The changes are all about driving convenience for the patient, Thompson notes, but also factor in provider and staff needs as well. “It was a team that built it together.”

Rome Health also just cut the ribbon on its new women’s surgical services suite located on the fourth floor adjacent to the maternity department. While maternity services have been great, there was no getting around the fact that women who ended up needing a c-section had to be brought in an elevator to the first-floor operating rooms, Thompson says.

Now, those needing surgery travel just a short way down the hall. “It’s going to be a much better experience for the moms,” he says.

Rome Health received a \$3 million grant from Oneida County’s American Rescue Plan Act funding for the project. Work on the women’s surgical suite began last September and it will be fully open in June.

This fall, Rome Health expects to break ground on a \$30 million project to build

four new operating rooms to replace ones that have been in use for more than 57 years. It will use \$26 million in state health care facility transformation grant funds for the project.

“We just wanted to modernize surgical services,” Thompson says. The new rooms will be larger and contain the electrical systems necessary for advancements in medical technology such as robotics.

With surgical volume increasing 26 percent between 2020 and 2021, the need is great. The hospital has seen growth in general surgery as well as weight-loss surgery, and spine surgery. “We’re currently in the design phase,” Thompson says, with hopes to start work in late fall.

When the new operating rooms are complete, Rome Health will transform the old operating rooms into pre- and post-operating room space.

“As things continue to evolve and change, you want to be able to evolve and change with that,” Thompson says. Modernizing Rome Health’s facilities to offer new technology means Rome residents won’t have to travel to Utica or Syracuse to receive care. “We’re redefining what community-based health care is to our community.”



PHOTO CREDIT: ROME HEALTH

The new women’s surgical suite at Rome Health.

“People want and need their health care to be delivered locally,” he says. “It needs to be convenient to them.”

The nonprofit Rome Health provides everything from primary care to specialty care to patients. It is an affiliate of St. Joseph’s Health and an affiliated clinical site of New York Medical College. ■

Whitman School to launch business and mental-health initiative with donation

BY ERIC REINHARDT
ereinhardt@cnybj.com

SYRACUSE — Syracuse University’s Martin J. Whitman School of Management this fall will start a new program that seeks to support students’ personal and professional development “at the intersection of business and mental health.”

Syracuse is using a donation of \$500,000 from 1991 graduates David and Dina Nass. David Nass is a graduate of the Whitman School and Dina graduated

ed from Syracuse’s College of Arts and Sciences.

The program aims to help students develop the tools and skills needed to address mental health-related issues they might face in school and as working professionals, “while also promoting greater work-life balance,” the school said.

The hope is that this programming will help students entering “high-stress” business careers to “confidently identify red flags” associated with mental health and to seek help for themselves and others.

“This kind of support for mental health-related issues is something we haven’t seen at many other business schools, despite it being increasingly important for young professionals to understand,” Alexander McKelvie, interim dean of the Whitman School, said in a news release. “The programming we are creating through the generosity of the Nass family is forward-thinking and rare. It’s asking our students: ‘What does happiness look like to you?’ ‘How will you prioritize the important things in your life?’ and ‘How will you deal with the challenges?’”



ERIC REINHARDT / CNYBJ FILE PHOTO

Syracuse University’s Martin J. Whitman School of Management.



PHOTO CREDIT: SYRACUSE UNIVERSITY NEWS WEBSITE

David and Dina Nass, both 1991 Syracuse University graduates, have donated \$500,000 for a new program at the university’s Martin J. Whitman School of Management to support students’ personal and professional development “at the intersection of business and mental health.”

McKelvie went on say, “Creating this signature initiative, which will leverage expertise from across campus, will help students do just that. And, we are very grateful to the Nass family for helping the Whitman School make this possible.”

As managing director and head of real-estate finance at UBS Investment Bank in New York City, David Nass “knows all too well the stresses and long hours involved in rising through the banking industry,” Syracuse said. Dina Nass — who majored in psychology and for a time

worked as a substance-abuse counselor — also “understands the pressures and stigma attached” to mental-health issues in the workplace.

The initiative will encompass more than coursework and include expert guest speakers, symposiums, technology, and the introduction of a variety of mental-health topics for both graduate and undergraduate students.

Syracuse University will hold a formal launch event early this upcoming fall semester. ■

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Dr. Mohammad Fahad Ali

PHOTO CREDIT: OSWEGO HEALTH

Oswego Health adds gastroenterologist Ali

BY JOURNAL STAFF
news@cnybj.com

OSWEGO — Oswego Health recently added experienced gastroenterologist Mohammad Fahad Ali, MD, to its medical staff.

Dr. Ali joins the Center for Gastroenterology & Metabolic Diseases, which is located in Suite 400 of the Seneca Hill Health Services Center at 105 County Route 45A, Oswego. In addition, Ali will serve as director of endoscopy and associate medical director of gastroenterology.

Dr. Ali has experience treating a variety of gastroenterology diseases and has a special interest in GI motility and inflammatory bowel disease

(IBD), according to an Oswego Health news release. Prior to joining Oswego Health, Ali worked at the Guthrie Cortland Medical Center, where he served as the chair of the Department of Medicine and the chief of endoscopy since 2021.

Earning his medical degree at SUNY Stony Brook University of Medicine in 2012, Ali completed his post-graduate training along with chief residency and fellowship at the New York University Langone Hospital in Long Island. He served as a trainee in the GI Motility Laboratory of Temple University Lewis Katz School of Medicine in Philadelphia. Ali earned his bachelor’s degree in biological sciences from Columbia University in 2006. ■

Upstate to be extension campus of SUNY College of Optometry

BY ERIC REINHARDT
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SYRACUSE — It's an effort by two SUNY campuses to increase the number of eye doctors in Central New York and Western New York.

SUNY Upstate Medical University is planning to become an optometry campus extension program of the SUNY College of Optometry in New York City.

The partnership creates an optometry campus extension program offering a Doctor of Optometry degree, collaborative vision research, access to eye care, and economic opportunities in the region, Upstate said in its late February announcement.

This partnership also "provides a more affordable option for aspiring eye-care professionals, especially those who live in New York State," Upstate contends.

The program will "parallel" the Doctor of Optometry program currently offered by SUNY College of Optometry. The first class is anticipated to start in the

fall of 2025 with an estimated 30 students, pending successful completion of all state and accrediting body approvals, Upstate said.

"We are addressing several critical issues through this partnership — the future of health care delivery with an interdisciplinary focus, collaborative research opportunities to improve eye and vision care, and the regional workforce shortage," Dr. David Heath, president for SUNY College of Optometry, said. "Being part of the SUNY System provides unique opportunities to participate in solving challenges and we are looking forward to partnering with Dr. Dewan and his team to provide a greater resource for the upstate region."

Reports from area optometrists and ophthalmologists indicate that many eye-care positions remain vacant "putting pressure on an already lean workforce" and leaving some communities without ready access to eye and vision care, Upstate said.

Further, a recent survey conducted by SUNY College of Optometry found that 25



PHOTO CREDIT: UPSTATE MEDICAL UNIVERSITY

Upstate Medical University and SUNY College of Optometry want to increase the number of eye doctors working in upstate New York. Upstate Medical says it's partnering with the SUNY College of Optometry to become an extension campus program offering a doctor of optometry degree. In this photo, Dr. Mantosh Dewan (left), president of Upstate Medical University, is pictured with Dr. David Heath (right), president of SUNY College of Optometry.

percent of optometrists practicing in the region anticipate retiring within the next five years, an increase over the previous survey conducted in 2010.

"We are delighted to bring the world-class expertise of SUNY Optometry to enrich Upstate's internationally-recognized Department of Ophthalmology and Center for Vision Research. By serving as

their extension campus, we will increase the number of eye care professionals available to serve our communities," Dr. Mantosh Dewan, president of Upstate Medical University, said. "This also fulfills Upstate's goal to deepen partnerships with other SUNY schools and to increase the breadth of health professional programs offered by Upstate Medical University." ■

Landsberg begins role as Crouse Health chief medical officer

BY ERIC REINHARDT
ereinhardt@cnybj.com

SYRACUSE — Described as a "long-time member" of the Crouse Health staff, Dr. David Landsberg is now serving as the health-care provider's chief medical officer.



Landsberg

He assumes the duties that Dr. Seth Kronenberg previously performed, prior to his appointment as president and CEO of the health system.

In this senior leadership role, Landsberg will provide clinical leadership for Crouse Health and will work with Crouse's medical staff. Landsberg will also oversee the quality improvement department and medical affairs, the organization said in its April 24 announcement.

Landsberg most recently has served as chief of medicine, a position he has held since 2012. From 2018-2020, he served as immediate past-president of the medical

staff, and was president of the medical staff from 2016-2018, Crouse said.

Landsberg currently serves as an intensivist and intensive-care unit (ICU) director at Crouse, as well as site director for Upstate Medical University's internal-medicine residency program.

"I am proud to appoint Dr. Landsberg to this important leadership position. He is well-respected, a proven leader among his peers and colleagues and is recognized for his strong ethics and professional standards," Kronenberg, the Crouse Health CEO, said in a statement.

Landsberg received his medical degree from Saba University School of Medicine and completed residencies at Mount Sinai School of Medicine and Critical Care Fellowships from Memorial Sloan Kettering Hospital and New York Presbyterian Hospital – Cornell Medical College.

Landsberg currently serves as professor of medicine and emergency medicine at Upstate Medical University. He is also director of adult critical care

and ECMO programs at Crouse and is medical director of the Finger Lakes Donor Recovery Network. Additionally,

Landsberg serves as deputy coordinator for Onondaga County Emergency Management. ■



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Bassett selected for skin-cancer treatment clinical trial

BY TRACI DELORE
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COOPERSTOWN — Bassett Healthcare Network has been selected as a clinical-trial site for Alpha DaRT, an investigational treatment for recurrent skin cancers.

Bassett Cancer Institute received regulatory approval to conduct the trial.

“We are proud to be chosen as the first clinical-trial site for Alpha DaRT statewide outside of New York City,” Dr. Timothy Korytko, Bassett Healthcare Network chief radiation oncologist, said in a news release. “Bassett Cancer Institute’s full team of nationally accredited medical, radiation, and surgical oncologists, as well as oncology-certified registered nurses, provide the highest standard of care to

our patients in Central New York state and beyond.”

Alpha DaRT delivers a highly potent radiation treatment for solid cancer tumors. This differs from local radiation therapy, a mainstay of cancer therapy, which is most limited to modalities using beta or gamma emissions. Alpha DaRT uses alpha particles directly inserted into solid cancer tumors, providing an option to kill cancerous cells without damaging surrounding health tissue.

“Bassett is constantly evolving to meet the changing needs of the people and the region we serve,” Bassett President/CEO Dr. Tommy Ibrahim said. “Bringing advanced care to our rural communities is central to our mission. We are honored to join an esteemed group of healthcare insti-



Bassett Medical Center in Cooperstown

PHOTO CREDIT: BASSETT WEBSITE

tutions nationwide as a clinical-trial site for a promising treatment option.”

Bassett recently began offering radio-pharmaceutical treatments with Lutathera, a radiation therapy for neuroendocrine cancer, and Pluvicto, a treatment for metastatic prostate cancer.

Bassett Healthcare Network operates five hospitals, more than two dozen community-based health centers, 21 school-based health centers, and two skilled-nursing facilities to serve a 5,600-square-mile region of upstate New York. ■

Health Foundation awards \$75K grants to six rural health networks

BY ERIC REINHARDT
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Three Central New York rural health networks are among six that will use funding from the Health Foundation for Western & Central New York to “advance rural health equity in several counties in New York State.”

These efforts will “build the strength” of regional rural health networks through \$450,000 in grants; raise awareness of health-care needs in rural Central and Western New York; and advocate for changes to “systemic issues,” including funding cuts, which contribute to health “disparities” in rural counties, the Health Foundation said in its May 1 announcement.

The Health Foundation developed this new initiative after billionaire philanthropist MacKenzie Scott awarded the organization \$9 million in late 2022.

The Health Foundation will award grants of \$75,000 each to six rural health networks. In Central New York, they include Cayuga Community Health Network in the town of Aurelius; Seven Valleys Health Coalition in Cortland; and Madison County Rural Health Council

in Cazenovia. In Western New York, the grant recipients include Ardent Solutions in Wellsville; Healthy Community Alliance in Gowanda; and Southern Tier Health Care System in Olean.

The Health Foundation will award the grants “no strings attached,” and the recipients will determine how to use the funding. The organization said it’s awarding the funding that way “in the spirit of trust-based philanthropy.”



Fisher

“Rural health networks are the backbone of community health across much of New York State, relying on their collective strength to effectively meet the needs of the people they serve. Even as they carry out that important work, they have faced highly disruptive reductions in funding over the past several years,” Cheryl Smith Fisher, chair of the board of trustees of the Health Foundation for Western & Central New York, said. “As part of a group of foundations whose focus areas include rural communities that were provided generous gifts by MacKenzie Scott in 2022, we wanted our first action with these funds to reflect her approach of

unrestricted, trust-based giving.”

Rural health networks

Rural health networks are collaborations of community-based organizations and health-care providers addressing the needs of people in rural communities, as described by the Health Foundation. These networks build on cross-organizational strengths to provide health and social-care services in areas that often “suffer” from health-care provider and facility shortages, underfunded programs, and other resource challenges.

Some examples of the work led by the grant recipients include addressing maternal health needs of migrant farm workers, assisting families victimized by child abuse, providing housing to older adults and respite to caregivers, and keeping infants safe by training the public on safe sleep.

Over the past several years, rural health networks in New York have had a “sharp decline” in public funding, even as they faced additional community health needs resulting from the COVID-19 pandemic, the Health Foundation said. In 2016, rural health programs were allocated \$16.2 million. Since then, the executive budget has “repeatedly reduced” funding to these

programs to \$9.4 million.

These funding cuts “create serious challenges” for rural health networks as they work to improve the lives of the people they serve and meet community-wide health equity goals, the foundation stated.

CNY report

The Health Foundation’s 2022 report Community Health Needs and Opportunities in WNY’s Southern Tier highlighted “systemic barriers” to good health in Allegany, Cattaraugus, and Chautauque counties. “Social determinants” of health — such as transportation challenges, lack of health insurance, poverty, and food insecurity — are drivers of health outcomes in those regions.

As a complement to that report, the Health Foundation will also fund a report of community health needs in rural Central New York. It’ll use the remaining \$50,000 of the dedicated \$500,000 for this report and for a public-awareness campaign that tells the story of the personal impact of rural health disparities. The goal of this work is to “influence and inform” public investments and policymaking around rural community health, the foundation said. ■

Loretto appoints director of nursing

BY JOURNAL STAFF
news@cnybj.com

SYRACUSE — Loretto recently announced that it has appointed Aderonke (Ade) Alao as director of nursing for Loretto Health & Rehabilitation.



Alao

Alao joined Loretto as a nurse manager in July 2014 and has been serving as an assistant director of nursing since January 2019. She brings more than 15 years of progressive nursing experience to this role, including previous positions at Upstate Medical University, St. Joseph’s Health, and James Square Nursing Home.

As director of nursing, Alao will develop

an interdisciplinary approach to the residents’ total care, including rounding on all floors daily; collaborating with administrators, the nursing team, and medical director to continually improve processes and practice standards; and working with Loretto’s nurse educator in the development and delivery of educational programs to ensure a well-educated nursing service department, according to a March 30 news release from Loretto. She will also be supporting residents and families, and assuring the delivery of safe, effective, and efficient care by staff.

“The Director of Nursing at Loretto is one of the most important roles in ensuring the highest degree of quality resident care across our entire organization,” Dr. Joelle Margrey, chief nursing officer at

Loretto, said in the release. “Over the past 9 years, Ade has proven that she is absolutely the right fit for the clinical care that Loretto provides, as well as the culture we want to create for our employees, and the compassionate, healing environment we want for our residents.”

Alao holds a bachelor’s degree in nursing from Keuka College and earned her registered nurse degree from Morrisville State College.

Loretto describes itself as the fourth-largest health-care provider and the sixth-largest employer in Central New York. The organization has about 2,500 employees at its 19 locations, delivering care to close to 10,000 people of all ages, income levels, and care needs in Onondaga and Cayuga counties annually.

Cayuga Cancer Center adds doctor

BY JOURNAL STAFF
news@cnybj.com

ITHACA — Cayuga Health announced it has added Dr. Anthony Mato to Cayuga Hematology and Oncology Associates, part of the Cayuga Cancer Center.



Mato

Cayuga Addiction Recovery Services is now part of Cayuga Health

BY ERIC REINHARDT
ereinhardt@cnybj.com

ITHACA — Cayuga Addiction Recovery Services (C.A.R.S.) is now operating as an affiliate of Cayuga Health.

The organizations finalized the affiliation on March 1, a process that started in April 2021, Cayuga Health said in its announcement.

“We are excited to officially welcome Cayuga Addiction Recovery Services to the Cayuga Health family,” said Dr. Martin Stallone, president and CEO of Cayuga Health. “C.A.R.S. has been a valuable partner for many years. As we all work to address the growing problem of addiction in our communities, this affiliation enhances access and continuity of care. As health care providers, we need to make sure we have treatment and support resources available to the community. Although we have worked closely with

C.A.R.S. for decades, this new relationship will bring a level of clinical expertise and services that provides continuity to patient care within the Cayuga Health System.”

Cayuga Addiction Recovery Services offers outpatient and residential substance-use disorder services, an opioid-treatment program, and a longer term residential-treatment program for men at the 60-bed residential addiction recovery center in Trumansburg.

“The C.A.R.S. team has been working closely with Cayuga Health to prepare for this affiliation so that this partnership is seamless for our clients and our team of experienced clinicians, nurses and counselors,” Jessica Jansen, CEO of C.A.R.S., said in the Cayuga Health announcement. “A wonderful demonstration of this, as well as the commitment of both organizations, is the appointment of Dr. John-Paul Mead, a hospitalist with Cayuga Health,



PHOTO CREDIT: CAYUGA HEALTH

Cayuga Health says Cayuga Addiction Recovery Services (C.A.R.S.) is its newest affiliate. This photo shows the C.A.R.S. men's residential services facility in Trumansburg. The organizations finalized the affiliation on March 1.

as Medical Director at C.A.R.S. in January of 2022. I look forward to working as one system from this point on.”

About Cayuga Health

Ithaca-based Cayuga Health System (CHS) has two hospitals: Cayuga Medical Center in Ithaca and Schuyler Hospital in Montour Falls. CHS also includes

Cayuga Medical Associates, a multi-specialty group; Cayuga Addiction Recovery Services; and a network of more than 400 providers with Cayuga Health Partners.

Its combined employment, including affiliated organizations, totals more than 2,500 people serving multiple counties throughout Central New York and the Finger Lakes Region. ■

Upstate Medical names new chair of department of medicine

BY ERIC REINHARDT
ereinhardt@cnybj.com

SYRACUSE — A doctor who has been a professor of medicine at Dartmouth College's Geisel School of Medicine will soon lead the department of medicine at Upstate Medical University in Syracuse.



Taub

The medical school has named Dr. Cynthia Taub the Edward C. Reifenstein Professor of Medicine and chair of the department of medicine. Dr. Lawrence Chin, dean of Upstate Medical's Norton College

of Medicine, announced the appointment, which takes effect in August.

Besides her role as a professor of medicine at Dartmouth, Taub has also been serving as the chief of cardiovascular medicine of Dartmouth Health's Heart and Vascular Center at Dartmouth Hitchcock Medical Center, per the April 27 Upstate announcement.

“We are pleased to welcome Dr. Taub to Upstate,” Chin said. “Her proven excellence in clinical care, research and education will be instrumental to advancing our vital missions at the Norton College of Medicine, and her leadership will inspire a new generation of students as they shape

the future of healthcare.”

As chair of the department of medicine, Taub will oversee the largest clinical, research, and education department at Upstate. The 12 divisions that comprise medicine have made “advances that help with both common and rare conditions and reach underserved communities” across 16 counties in Central New York, the medical school said.

The divisions include general internal medicine; cardiology; dermatology; endocrinology, diabetes, and metabolism; gastroenterology; hematology/oncology; hospitalist medicine; infectious disease; nephrology; clinical pharmacology; pulmonary/critical care; and rheumatology.

Taub has served in a variety of leadership positions, Upstate Medical said. They include director of non-invasive cardiology; section head of non-invasive cardiology and cardiovascular imaging, and, most recently, chief of cardiovascular medicine. In addition to Dartmouth, she has held faculty positions at Albert Einstein College of Medicine and the University of Connecticut.

Besides her work domestically, Taub is known internationally for her work in clinical applications of advanced echocardiography technologies; valvular heart disease; heart disease in women; and disparity in health-care delivery, with more

than 110 peer-reviewed manuscripts.

Taub has trained more than 100 cardiology fellows and mentored many leaders in cardiology, including echocardiography lab directors and sonographers over her academic career, Upstate Medical said.

She has been honored with numerous awards, including the Richard Popp Excellence in Teaching Award. Given by the American Society of Echocardiography, the award recognizes a physician who

“epitomizes the ideal qualities of a mentor and role model.”

Taub earned her medical degree from Beijing Medical University, master's degree in biology from Dartmouth College, and an MBA (healthcare track) from Yale School of Management. She completed clinical cardiology training at Hartford Hospital, University of Connecticut, and an advanced echocardiography fellowship from the Massachusetts General Hospital.

CAYUGA:

Continued from page 10

Prior to joining Cayuga Health, Mato served as an associate attending physician at Memorial Sloan Kettering Cancer Center in New York City and an assistant professor of medicine at the University of Pennsylvania in Philadelphia.

“I am pleased to be treating patients in both Ithaca and Montour Falls,” Mato said in a Cayuga Health news release. “With a program recognized by the Commission on Cancer, Cayuga Health System offers the highest level of cancer care. I look forward to strengthening our research-based care to bring new and innovative therapies

to this wonderful community to continually improve outcomes.”

Mato earned his medical degree from the University at Buffalo and a master's degree in epidemiology and biostatistics from the University of Pennsylvania. He is board certified in medical oncology, hematology, and internal medicine.

Along with the Cayuga Cancer Center, Cayuga Health includes Cayuga Medical Center, Schuyler Hospital, and Cayuga Medical Associates. Combined, the organization employs more than 2,200 people. Cayuga Health is clinically linked to Mayo Medical Laboratories, Rochester Regional Health for cardiac services, and the University of Rochester for neurosciences. ■

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9.	ICM Controls 7313 William Barry Blvd. North Syracuse, NY 13212 (315) 233-5266/icmcontrols.com	300	30% 70% 0%	electronic controls & engineered products	Joseph Bonacci, Chairman & CEO Zachary H. Kadah, Executive VP Patrick Nugent, CFO	1984
10.	ICS 111 Grant Ave. Endicott, NY 13760 (607) 757-9551/icscomplete.com	187	72% 28% 0%	managed IT services, modern office (cloud), cyber security solutions, IT projects, Unified Communications, security & compliance, help desk, business continuity & disaster Recovery, VCIO services	Kevin Blake, CEO & President Travis Hayes, Chief Security Officer Rob LaFave, Chief Operating Officer Jason Griffin, Regional Sales Director Brian Hanify, Chief Revenue Officer Jim King, VP of Enterprise Michael Cooke, CFO	1986
11.	CXtec 5404 South Bay Road Syracuse, NY 13212 (315) 476-3000/cxtec.com	150	15% 80% 5%	certified pre-owned server, storage, networking and voice equipment, data center cabling products, third-party maintenance services, IT asset-disposition services	Peter E. Belyea, CEO Barbara Ashkin, VP & CFO	1978
12.	Assured Information Security (AIS) 153 Brooks Road Rome, NY 13441 (315) 336-3306/ainfosec.com	140	96% 2% 2%	research, development, consulting, testing, forensics, remediation, and training	Charles Green, President & CEO	2001
13.	Usherwood Office Technology 1005 W. Fayette St. Syracuse, NY 13204 (315) 472-0050/usherwood.com	95	50% 30% 20%	managed IT, managed print, unified communications, mailing solutions, security & surveillance	Louis F. Usherwood, CEO Ken Stinson, President	1976
14.	Chimera Integrations 6035 East Taft Road North Syracuse, NY 13212 (315) 849-2080/chimeraintegrations.com	38	30% 50% 20%	integrated-security systems	Casey White, President/CEO Kip White, General Manager	2016
15.	Brady Systems 811 N. Alford St. Syracuse, NY 13208 (315) 422-9271/bradysystems.com	35	50% 50% 0%	weighing and food systems	Chris Stefano, President Alex Kerr, Director, Industrial Sales Alisa Lupia, Director, Sales & Marketing Brian DiMartino, Director, Service Nicole Silvers, Operations Manager	1955
16.	Infinet Technology Solutions 7037 Fly Road East Syracuse, NY 13057 (315) 432-1323/infinet-tech.com	34	25% 55% 20%	engineering company providing advanced IT services and hardware solutions in voice and data networking	Thomas A. Klink, Jr., President Thomas F. Cusumano, VP	2005
17.	MPL Incorporated 41 Dutch Mill Road Ithaca, NY 14850 (607) 266-0480/mplinc.com	30	100% 0% 0%	contract manufacturer of printed circuit-board assemblies, specializing in surface mount technology	Shane French, Owner	1991
18.	ProArch 344 West Genesee St. Syracuse, NY 13202 (315) 424-7736/proarch.com	25	60% 15% 25%	IT consulting, cybersecurity, compliance, cloud, data analytics, application development, and managed services	Michael Spont, President Jeanne Morelli, COO Ben Wilcox, CTO - Cloud and Security	2006
19.	Quanterion Solutions Incorporated 266 Genesee St. Utica, NY 13502 (315) 732-0097/quanterion.com/	24	75% 5% 20%	cutting-edge analytical services, products, and training across a range of disciplines including cybersecurity; managed cloud services; reliability, maintainability, and quality; information systems management; software development; information and knowledge management; and C4ISR systems and software	Eric MacDiarmid, President Alex MacDiarmid, Vice President/Chief Technology Officer John Reade, Director of IT and Systems	2000
20.	The Garam Group 6522 Basile Rowe East Syracuse, NY 13057 (315) 473-9600/garamgroup.com	16	85% 10% 5%	information technology and VoIP communications services	Dan Napolitano, Founding Partner	2002
21.	CREG Systems Corp. 1039 Water St. Watertown, NY 13601 (315) 788-0000/cregsystems.com	15	33% 33% 33%	provide, install, service, and support unified communications systems, premise, cloud and hybrid phone systems; fire alarm and security-system solutions; firewalls, network switches, and wireless solutions; voice, data and fiber-optic cabling solutions; network, cybersecurity training, assessments, and penetration testing, HIPAA/ PCI, and CMMC compliance assessments	Kris Allen, Owner	1973
22.	Matrix Communications 6519 Towpath Road Syracuse, NY 13214 315-451-4777/matrixcommunications.com	10	33% 33% 33%	NEC Communications systems & services, (telephone systems); providing, installing and servicing voice & data communications solutions; cloud-based solutions, conferencing, contact-center, video, web collaboration; SIP services & connectivity; structured cabling, ethernet & fiber optic cabling for all network needs; converged-communications applications throughout upstate New York	Jonathan T. Sayre, Owner	1985
23.	ACS Web Design & SEO 7453 Morgan Road Liverpool, NY 13090 (315) 451-5405/acs-web.com	10	0% 0% 100%	more than 23 years providing internet marketing, ADA web design and development, and website security	John Wilson, President	2001
24.	TERACAI 217 Lawrence Road North Syracuse, NY 13212 (315) 883-3500/teracai.com	10	40% 50% 10%	core networking, collaboration, data center, cloud, managed and professional services	Peter E. Belyea, CEO Barbara Ashkin, VP & CFO Timothy Duffy, President	2009
25.	Northern Computers 130 Park Place Watertown, NY 13601 (315) 779-1385/nnycomputers.com	8	50% 40% 10%	computer repair and sales, business-phone service and systems, structured cabling, fiber cabling and splicing, VOIP services, hosted services in our on-site data center, cloud services and connectivity, complete line of managed services	Steel E. Potter, President	1992

THE LIST

Research by Vance Marriner
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(315) 579-3911
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UPCOMING LISTS:

May 15
Community Property-
Management Firms/
Minority-Owned Businesses

May 22
Web-Design Companies

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. While *The Business Journal* strives to print accurate information, it is not possible to independently verify all data submitted. We reserve the right to edit entries or delete categories for space considerations.

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

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

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

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NY's local economies at risk in Congress' crusade against tech

Anti-tech legislation is back in Congress and that's bad news for New York's local economies.

**STACEY DUNCAN**
Opinion

Small businesses and startups increasingly rely on digital platforms to succeed, and large technology companies provide the foundations critical to our virtual and literal "Main Streets" as we look to our economic future. Instead of engaging in populist "big is bad" political posturing, Congress must acknowledge that

anti-tech legislation is wrong for the future of our country's local economies. During a recent Senate Judiciary Committee hearing, Attorney General Merrick Garland expressed the Department of Justice's continued support for the American Innovation and Choice Online Act, a piece of misguided legislation that will hobble America's largest tech companies and has harmful implications for small businesses that rely on technology to survive.

Indeed, experts point to the complexities and potential pitfalls of the approach taken by this bill and others like it. As such, Garland and our elected officials in Washington, D.C. — including President Joe Biden and Senate Majority Leader Chuck Schumer — should be wary of supporting anti-innovation bills, especially as competition with China accelerates. Senator Schumer must understand the important role that large technology companies play in the entrepreneurial ecosystem and the future of "Main Street America." Without the vital services these platforms provide, the future of

places like the greater Binghamton area remains uncertain. Legislators must take a careful and nuanced approach to any laws attempting to regulate large technology companies.

During the height of the COVID-19 pandemic, consumers stayed home and ordered through their phones. Local merchants moved their services online and found new ways to compete and reach customers outside of their immediate locations. Today, it is clear how vital technology platforms are for keeping small businesses open and competitive. Digital marketplaces, social media, and productivity tools have kept businesses thriving in the face of uncertainty. During the 2020 holiday season, local shoppers took advantage of venues like Bring Broome Home, a concentrated listing of Broome County retailers whose online presence allowed area residents to opt to spend their money locally and help small family businesses weather the economic uncertainties of the pandemic.

A recent study by startup advocacy organization Engine explores the role of free and low-cost digital services. It finds that 100 percent of startups employ three or more digital services provided by large technology companies. Entrepreneurs in the Southern Tier and throughout western and upstate New York are key to building the 21st-century economy. Locally, the Koffman Southern Tier Incubator is home to 35 startups, ranging from virtual reality to clean-energy initiatives and high-tech video-production companies. The bills under consideration in Congress threaten to upend the technology ecosystem that entrepreneurs rely on. The platforms, robust economic resources, and opportunities critical to launching and empowering startups and

small businesses are all at risk if the anti-tech movement has its way. Research finds that if passed into law, the anti-tech bills would reduce small-business revenues by \$500 billion in the first five years after enactment.

Many small businesses, including those that make up Binghamton's vibrant minority and immigrant-owned business community, could not scale their operations without digital platforms. They rely on social media and online marketplaces, and work with app developers. Marketing, payment processing, and cybersecurity are all services they access through major technology platforms. These small businesses include shops that introduce local and online customers to products and services that both celebrate and welcome diversity. They enrich our community and strengthen the region's economic and cultural landscape.

Today, our region is attracting high earners working remotely and is home to entrepreneurs changing the game in cutting-edge technology. These companies make everything from essential components for various medical uses to developing lithium batteries that will help power the clean-energy future to keep the U.S. competitive in the global marketplace. Their collective vision can only be fully realized if elected officials support innovation and investment in technology. This includes investments from the same digital platforms that Congress is poised to dismantle. ■

Stacey Duncan is the CEO of the Leadership Alliance, a partnership between The Agency and the Greater Binghamton Chamber of Commerce to lead economic, business and community development in the Greater Binghamton area.

News highlights value of alliances, diplomacy

Creating alliances and exercising diplomacy are key elements of foreign policy, and both are essential for America to play a constructive role in making the world more peaceful and prosperous. Recent developments remind us that these policy tools can be highly successful and deserve our support.

On April 4, Finland became the 31st member nation of the North Atlantic Treaty Organization (NATO). The Nordic democracy had long exercised a policy of neutrality in international conflicts, but Russia's invasion of Ukraine early last year pushed Finland over the edge. Finland shares an 832-mile border with Russia, so Vladimir Putin's aggression and expansionist rhetoric are a threat.

NATO is arguably the most successful peacetime alliance in history. Created in 1949 by the United States, Canada, and 10 European nations, it had the initial goal of containing the expansion of the Soviet Union after World War II. The alliance was remarkably successful, thanks largely to its founding principle: that an attack against one member would be considered an attack against all.

With the collapse of the Soviet Union, NATO took on new responsibilities related to preserving peace. Even so, it was possible to question its relevance. Donald

Trump, as president, criticized the organization and complained that other countries were not doing enough to support it.

But with the Ukraine invasion, it became clear that Russia is a threat. NATO has played a key role in supporting Ukraine and uniting the world against Putin. The alliance has helped coordinate assistance and supported the delivery of humanitarian and non-lethal assistance to Ukraine. NATO members have provided extensive military aid, including equipment and weapons. NATO's guarantee of mutual self-defense has given them the confidence to do so.

There isn't perfect unity within NATO. Sweden sought to join the alliance along with Finland but has been blocked by Turkey and Hungary. But NATO's 74-year record of success demonstrates the importance of alliances in supporting democracy and deterring aggression.

Days after Finland joined NATO, President Joe Biden was in Northern Ireland, celebrating the 25th anniversary of the Good Friday Agreement, which largely ended decades of violence between Protestants and Catholics in the region. Diplomatic efforts by the U.S. played a major role in producing the agreement. It's a shining example of successful diplomacy.

Religious and political strife in Ireland go back a long way. Ireland won independence from the United Kingdom a century ago, but Protestant majority Northern Ireland remained part of the UK. Between the 1960s and 1990s, tensions led to a violent era,

known as The Troubles, which left more than 3,500 people dead and 50,000 injured. According to one count, there were nearly 37,000 shooting incidents and more than 16,000 actual and attempted bombings.

Former Sen. George Mitchell, the U.S. envoy to Northern Ireland, worked tirelessly to end the violence. He once said the peace talks included 700 days of failure and only one day of success. Importantly, the successful day was the last one. As Biden pointed out, achieving peace was critical to the region's financial success and prosperity, which has seen Northern Ireland's economic output more than double in the past 25 years.

Again, success hasn't been perfect. There are still occasional acts of violence, and Northern Ireland's government has been stymied by disagreements over how to manage border issues that arose with Brexit, the UK's departure from the European Union. But there's no question the Good Friday Agreement changed life in Northern Ireland for the better.

It's easy to become discouraged about the state of the world, given all the violence, conflict, and hardship that we read about every day. But NATO and the Good Friday Agreement are examples of how alliances and diplomacy can work. It's worth remembering them when the world's problems seem overwhelming. ■

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.

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BUSINESS CALENDAR

Email us at movers@cnybj.com

MAY 10

■ **Tompkins Chamber Business After Hours** event from 5-7 p.m. at Ithaca Farmer's Market, Steamboat Landing, 545 3rd St., Ithaca. Business After Hours is the chamber's premier networking event where attendees can connect with hundreds of chamber members and community leaders. Cost is \$15 for members; \$20 for non-members or at the door. For more information and to register, visit: <https://business.tompkinschamber.org/events/details/business-after-hours-at-the-ithaca-farmer-s-market-may-2023-191904>

business.tompkinschamber.org/events/details/business-after-hours-at-the-ithaca-farmer-s-market-may-2023-191904

MAY 11

■ **Developing Agile and Integrated Marketing Plans for Business Growth** from 9-10 a.m. at 100 Clinton Square, Syracuse. Join Google, CenterState CEO, and Digital Hyve, as they speak to Central New York businesses and share perspectives around effective marketing strategies,

building plans to take on unique marketing opportunities, and being agile in an ever-changing digital space. Panelists will share tactical examples of how businesses can ramp up their efforts to stay ahead of shifting consumer behaviors and economic challenges. Cost is \$20 for CenterState CEO members and \$30 for non-members.

■ **Workplace 2023: Annual Labor, Employment & HR Conference**, presented by Bond, Schoeneck & King PLLC from 8 a.m.-3 p.m. at the DoubleTree by Hilton Hotel, near Carrier Circle in DeWitt. The agenda provides employers the information they need to know to avoid, or at least minimize, the liability associated

with their human-resources decisions and comply with regulatory requirements. For more information, including registration details, visit: <https://www.bsk.com/news-events-videos/workplace-2023-annual-labor-employment-amp-hr-conference-upstate>

MAY 15

■ **CNY ATD Employee Learning Awareness Roundtable** virtual program from 12-1 p.m. CNY ATD will hold a roundtable to discuss the importance of highlighting employee learning and for sharing ideas on shining the spotlight on employee learning in organizations. No charge to attend. For more information, call (315) 546-2783 or email: info@cnyatd.org

cnyatd.org. Register at: https://cnyatd.org/ela_roundtables

MAY 17

■ **2nd Annual Lewis County Economic Development Conference** from 8 a.m.-5 p.m. at 3 Willows Event Center in Lyons Falls. This conference offers a full day of leadership-development opportunities, economic-development updates, community building, and networking. The theme is "From The Ground Up," to highlight grassroots efforts that continue to grow local economies. Registration is \$80 for Naturally Lewis member-investors and \$120 for non-members. For more

SEE CALENDAR, PAGE 15 ▶

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PEOPLE ON THE MOVE NEWS

FINANCIAL SERVICES

NATE ADAMS has joined Valicenti Advisory Services, Inc., as a data manager. The Elmira-based firm is a registered investment advisor and provider of tax and business services. He posts and reconciles daily account transactions and monitors system information, ensuring the accuracy of all data. Adams opens and closes accounts on the system and provides daily updates to the website. He received an associate degree in business administration from Corning Community College and a bachelor's degree in organizational management from Keuka College. He brings six years of experience in the banking industry, having been a consumer-loan officer, a consumer-loan processor, and a mortgage specialist.

INSURANCE

MICHELE GRAHAM was recently appointed senior VP, chief customer officer at Preferred Mutual Insurance Company. She is responsible for establishing an enterprise agent and customer-centric culture that delivers exceptional experiences through knowledgeable, supportive, and friendly people as well as processes and technology that simplify doing business with Preferred Mutual. Graham plays a strategic role in driving strategies that market the firm's brand and continuously advance its impact to local communities. She has held various positions of increasing responsibility in various disciplines at Preferred Mutual, including personal lines rating, agency interface, business analysis, project management, product development, shared services, and customer experience. Graham has a bachelor's degree in business management and economics from Empire State College and holds numerous industry certifications and designations. Preferred Mutual Insurance has appoint-



Graham

ed **MICHAEL DEHETRE** as senior VP, chief underwriting officer. He is responsible for providing leadership and strategic vision to the underwriting team, to product-development initiatives, and to the company's ongoing growth and profitability initiatives. Additionally, as a member of the senior executive team, DeHetre oversees the continued implementation of Preferred Mutual's strategic plan, with the focus on the strategic objective to advance small commercial business and product. He brings 29 years of experience in the property and casualty insurance field, with a concentration in commercial-lines underwriting. DeHetre honed his underwriting and leadership expertise at The Travelers Companies, Acadia Insurance Company, Hartford Financial Services Group, RTW, Inc., USF & G Insurance, and most recently, W.R. Berkley, where he was the chief underwriting officer for the life sciences division. DeHetre earned an MBA at the University of Connecticut and a bachelor's degree in general business at the University of Maryland. He holds several industry certifications. Preferred Mutual Insurance has also appointed **MICHELLE RAUE** to senior VP, chief claims officer. She joined Preferred Mutual in August 2020 as senior VP of claims. During her tenure, Raue has leveraged data and analytics to measure and drive performance efficiencies as well as implement innovative claim-handling strategies to improve both the customer experience and reduce indemnity costs. She has more than 30 years of experience in the property and casualty insurance industry. Her extensive claims background, contemporary vision of the future, and proven track record for driving continuous process and performance improvements, have enabled her to lead teams that exceed expectations and deliver an



DeHetre



Raue

innovative and differentiated claims experience for the organization, its agents, and policyholders. Raue earned a bachelor's degree in business management from the University of South Alabama.

LAW

KARINA SHAHINE has joined Barclay Damon as an associate, in its corporate and trusts & estates practice areas. Her primary office is Syracuse. Shahine represents clients in a wide range of matters. Through previous positions, she has gained a variety of corporate and trusts and estates experience, including drafting and reviewing documents and memoranda; aiding attorneys during depositions, trials, and other phases of litigation, including alternative dispute resolution; assisting during mediation; and conducting legal research.



Shahine

MANUFACTURING

MACNY, The Manufacturers Association, recently named **MATT GEITNER** as its new director of government relations. In this role, Geitner will manage the advocacy efforts of MACNY and The Manufacturers Alliance of New York State in both Albany and Washington, D.C., manage communications regarding public-policy issues, coordinate MACNY's state and federal political action committees, and keep all MACNY's 300-plus member companies informed of important issues and legislation. His scope of work will also include a focus on growing the Alliance's statewide visibility and influence. Geitner is a senior leader with experience in both the public and private sectors conducting government and public affairs initiatives, internal and external communications, and coalition building to



Geitner

achieve policy results. He has extensive experience working with local, state, and federal public officials along with economic, business, and community leaders. For 10 years, Geitner provided government affairs and business development expertise to C&S Companies, a long-time MACNY member and Syracuse-based architectural, engineering, and construction firm. He also has 10 years of experience working in health care for companies, providing emergency medical transportation management services, and government-sponsored health insurance. Geitner has a political science degree from American University in Washington, D.C. ■



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CALENDAR: *Continued from page 14*

information and to register, visit: <https://naturallylewis.com/events/business/2023-conference>

MAY 18

■ **2023 Crystal Ball Award & Sales & Marketing Excellence (SME) Awards** event from 5-8 p.m. at the Marriott Downtown Syracuse, 100 E. Onondaga St., Syracuse. Join the Central New York Sales & Marketing Executives (CNY SME) in honoring the 46th Annual Crystal Ball recipient and see local companies honoring their best and brightest sales/marketing professionals. Enjoy networking with the area's premier businesspeople, a silent auction, drinks, a sit-down dinner, and more. For more information and to register, visit: https://cnysme.org/crystalball/?mc_cid=0878da83e5&mc_eid=bb073a1fde#event-register/2023/5/18/crystal-ball

MAY 19

■ **CNY BEST Information Session** at 8:30 a.m. CNY ATD will hold an informational session regarding the CNY BEST Talent Development Program, recognizing excellence in talent development and the awards-application process. Complimentary virtual activity. For more information, call (315) 546-2783 or email: info@cnyatd.org. Register at: https://cnyatd.org/cny_best_information_sessions

MAY 23

■ **Leadership Essentials for Managers Workshop** from 8:15-11:30 a.m. at the OneGroup Center at 706 N. Clinton St. in Syracuse. CNY ATD hosts this workshop for growth and exploring the crucial skills for effective managers. Cost is \$45 for CNY ATD members; \$60 for non-members. For more information, call (315) 546-2783 or email: info@cnyatd.org. Register at: https://cnyatd.org/upcoming_program2

JUNE 8

■ **CNY ATD Orientation** held virtually at 12 p.m. Learn about CNY ATD (Central New York affiliate chapter of Association for Talent Development) and its activities. No cost to participate. For more information, call (315) 546-2783 or email: info@cnyatd.org. Register at: <https://cnyatd.org/orientation>.

■ **Greater Binghamton Chamber Connect Over Lunch** networking event from 11:45-1:15 p.m. at 197 Conklin Ave., Binghamton. These luncheons give members an opportunity to network, display literature, and give a brief introduction to the entire group. Cost is \$22 in advance or \$25 at door. For more information, visit: <https://business.greaterbinghamtonchamber.com/events/details/connect-over-lunch-june-2023-9061?calendarMonth=2023-06-01>

JUNE 12

■ **GOFCC 2023 Golf Social** from 10 a.m.-5

p.m. at Oswego Country Club, 610 W. First St., Oswego. The Greater Oswego-Fulton Chamber of Commerce's (GOFCC) annual Golf Social, presented by Novelis, is an 18-hole, four-person captain and crew tournament that brings together business and community members for a relaxing day of golf and fun. For more information and to register, visit: <https://centerstateceo.com/news-events/2023-gofcc-golf-social>

JUNE 14

■ **Tompkins Chamber Business After Hours** event from 5-7 p.m. at McCune, Murphy, & Potter Physical Therapy, P.C., 15 Ellis Dr., Dryden. This is the chamber's premier networking event where attendees can connect with hundreds of chamber members and community leaders. Cost is \$15 for members in advance; it's \$20 for non-members or at the door. For more information, including registration details, visit: <https://business.tompkinschamber.org/events/details/business-after-hours-at-mccune-murphy-potter-physical-therapy-pc-june-2023-191760>

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- ★ Midstate Mutual Insurance Company
- ★ Oswego Federal Credit Union
- ★ Sciarabba Walker & Co., LLP
- ★ Silver Fox Adult Day Centers
- ★ Smith, Sovik, Kendrick & Sugnet, P.C.
- ★ Staffworks
- ★ Stanley Law
- ★ Structural Associates, Inc.
- ★ The Community Foundation of Herkimer and Oneida Counties

51-100 EMPLOYEES

- ★ Bowers CPAs and Advisors
- ★ Dannible & McKee, LLP
- ★ Dermody, Burke & Brown, CPAs, LLC
- ★ FMF&E CPA, P.C.
- ★ Kopp Billing Agency, Inc.
- ★ Meier Supply Co Inc.
- ★ Olinsky Law Group, PLLC
- ★ Propel Pharmacy, LLC.
- ★ Reagan Companies
- ★ Usherwood Office Technology
- ★ Woodford Bros., Inc.

101+ EMPLOYEES

- ★ Buckeye Corrugated
- ★ Delta Engineers, Architects, Land Surveyors, & Landscape Architects, DPC
- ★ Excellus BlueCross BlueShield
- ★ ICAN
- ★ Luck Grove Telecom
- ★ NBT Bank
- ★ Servomation Refreshments, Inc.
- ★ Thompson and Johnson Equipment Co., Inc

**Announcing
 This Year's
 Qualifying
 Companies!**

** Companies are listed in alphabetical order, not ranking order.*

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 SEPTEMBER 11**

**TO FIND OUT
 WHO THE #1
 COMPANIES ARE!**

Questions? Contact Jill Allen at jallen@bizeventz.com

Event Partner:

