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NYSTEC's corporate headquarters, a 32,110-square-foot building in Rome. The organization expects to double its Rome staff in the next three years.

PHOTO CREDIT: MARCH ASSOCIATES



STEVE DIMEO

PHOTO CREDIT: MV EDGE

MOHAWK VALLEY EDGE:

Reinventing the Mohawk Valley

BY NORMAN POLTENSON
Publisher Emeritus

The American flag at Griffiss Air Force Base was lowered for the last time in September 1995, marking the loss of thousands of military personnel and nearly 1,200 civilian jobs. Despite receiving notice of the closure two years prior, the base closing was a tragedy for Mohawk Valley residents who had already witnessed a decades-long declining economic

base and outmigration of residents. "Frankly, we were shell-shocked," exclaims Steven J. DiMeo, president of Mohawk Valley EDGE, a private, not-for-profit, regional-economic-development corporation formed in 1995 to develop a long-range, regional strategy; to focus on strengthening existing area businesses and attracting new industries and talent; and to build a vibrant environment both for companies and their employees. "Our organization was tasked with not

only reinventing the Griffiss Base, but we were also charged with being the lead economic-development agency for the entire Valley. It was a daunting task to reach out to the various stakeholders and get them to agree on a plan and commit to what we knew would be a multi-year process." Getting the stakeholders to agree to an economic-development plan was just the first step. "We all knew the process could take decades," says DiMeo, reflecting on the past 25 years. "The goal was to

create a diversified and stable economy, create high-paying jobs, and attract both public and private investment. The key was to focus on our competitive advantages and leverage the area's assets, with an eye on the long-term strategy. The plan began by identifying a few industrial clusters around which we could grow the Mohawk Valley's economy."

Clusters

IT/cybersecurity

"One obvious cluster to develop was IT/cybersecurity," avers DiMeo. "The Air Force Research Lab (AFRL), located on the former air base, served as an anchor to redevelop the base into a business and technology park. AFRL employed hundreds of the top scientists and engineers

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Microdrones signs up international distributors

Firm seeks to expand its reach

BY ERIC REINHARDT
ereinhardt@cnybj.com

ROME — Microdrones, a Germany-based firm with an office at Griffiss International Airport in Rome, N.Y. in July announced distributor agreements with companies in Brazil, Israel, and Spain.

Measure, a technological-solutions provider headquartered in Belo Horizonte, Brazil, has announced it is now offering Microdrones surveying equipment and support for aircraft inspections sold in all of Brazil.

BDiverse of Israel, a supply chain improvement and entrepreneurial consulting firm, says it will be supplying Microdrones surveying equipment throughout Israel, the Middle East, and the Persian Gulf.

Drone Prix SL of Madrid, Spain — a company specializing in sales, distribution, education, and pilot training for drones — is now offering Microdrones as a Service (mdaaS)

Measure, BDiverse, and Drone Prix SL join a Microdrones distributor network that totaled about 40 as of late July, Bret Burghdurf, marketing director at Microdrones, tells CNYBJ in a July 17 interview.

“One of the things [these distributor agreements do] is help increase our footprint, both re-

gionally and globally, so that we can work with different distributors who have access to maybe a more diverse line of customers,” says Burghdurf.

Microdrones USA, which is located at 625 Bomber Drive in Rome, has seven employees. The firm employs about 250 total globally, according to Burghdurf.

Microdrones has its main facility in Siegen, Germany, and also operates locations in Canada, France, and China, in addition to its Mohawk Valley site, he adds.

Microdrones says it resulted from the collaboration between the German inventor of the world’s first commercial quadcopter and a “determined” surveying payload and software developer in North America.

They created a global aerial-mapping technology company that delivers mapping systems specifically developed for the surveying, mining, construction, oil and gas, and precision agriculture industries.

About Measure

Measure specializes in the topography industry, offering advanced geospatial-data technologies for conventional topography, laser scanning, UAV surveying, and portable laser profiling. UAV is short for unmanned aerial vehicle, or what is also referred to as a drone.

Ederson Vogel, commercial director at Measure, anticipates “strong demand” for the



The Microdrones flight operations team prepares the mdLidar3000 for a demonstration.

PHOTO CREDIT: MICRODRONES

drone-surveying products that Microdrones offers in the mining, construction, railway, and agriculture sectors.

“After conducting our research, we determined the Microdrones Integrated Systems offered the best solution in terms of productivity, safety and quality,” Vogel said in a Microdrones news release. “We’ve already begun to conduct online presentations and telephone inquiries for Microdrones. We’re confident that our technical expertise and market knowledge will leverage sales and service work for the Microdrones product.”

“Sometimes, the distributor has already built the relationship with the customer, so if they uncover a need for drone-surveying equipment, now they can look to add the Microdrones integrated systems right into their toolbox,” Burghdurf tells CNYBJ.

Measure is now offering Microdrones integrated systems, described as “complete” mapping products composed of survey equipment and data-processing modules “fully adapted” to that survey equipment.

About BDiverse

BDiverse focuses on supply chain, logistics, and infrastructure, where it anticipates that the Microdrones technology will help its customers.

Boaz Gilad, co-CEO at BDiverse, contends that the use of drones will improve the “efficiency, productivity, safety and final deliverables for its customers.”

“We’ll be glad to show [customers] the benefits of using Microdrones for surveying and mapping. Using drones can reduce dramatically the conventional construction and operational processes costs creating more efficient workflows for our customers,” he says.

BDiverse says it is offering Microdrones integrated systems that include “everything a commercial user needs to get started” using drones for surveying and mapping, including the UAV, the sensors, and the software and hardware.

BDiverse can help promote business interests and create partnerships with relevant bodies in Israel and abroad. The firm

says its background in logistics, supply chain management, and advanced-technology systems helps connect stakeholders and investors in both the private and government sectors.

About Drone Prix SL

Drone Prix SL primarily serves the drone sector in Spain, authorized by AESA-Ministerio de Fomento, the national aviation authority for Spain.

In addition to offering drone-training programs, educational courses, and flight instructions, Drone Prix provides specialized consulting for professional work with RPAS, or remotely piloted aircraft systems.

“I think the combination of hardware, software and support within one single service, as is the case with mdaaS, will allow for and facilitate the integration of UAV technology in companies,” David Garcia, founder and CEO of Drone Prix SL, said about the Microdrones system. “This is both in terms of business management and processes such as data gathering, processing and decision making.”

MVHS cuts jobs, makes other moves in plan to deal with pandemic financial losses

BY ERIC REINHARDT
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UTICA — As it deals with financial losses from the COVID-19 pandemic, Mohawk Valley Health System (MVHS) eliminated a “number” of positions as of Aug. 13; extended furloughs for two months; consolidated services; and was scheduled to close Faxon Urgent Care.

That’s according to an Aug. 12 message the MVHS president and CEO Darlene Stromstad sent to MVHS employees and

medical staff about the organization’s “revenue recovery and restructuring plan.”

Stromstad had sent a July 27 message indicating that MVHS was in the planning stages for the announcement.

“Today is a very hard day for our organization and our employees. As I have been sharing with you on a regular basis, MVHS is not immune to the economic toll this novel Coronavirus has taken on hospitals and health systems across the nation. We’re all working diligently to keep our patients and employees safe

while maintaining a state of readiness for a potential next wave of COVID-19. At the same time, we also are adapting to lower volumes caused by two things: the general public’s discomfort with accessing health care and the increased complications, and inefficiencies, of functioning in a post-COVID environment. None of us has been through anything like this before. It has changed our daily lives in ways we could not have envisioned. While it certainly has impacted healthcare, we are committed to doing all that we can to navigate in this

new COVID era,” she said.

Position eliminations

MVHS plans to eliminate a “number” of positions, effective Thursday. The health-care system did not specify a number.

The positions are primarily clerical, administrative, leadership, business office, medical office support staff, and mixed logistical support.

Maintaining frontline positions that di-



Crews in July demolished the building located at 417-421 Main St. in Utica as part of a shared-services agreement between Oneida County and the City of Utica. The effort was meant to “pave the way” for a new entrance to the county’s public market at Union Station.

Utica building demolition paves way for public market entry way project

Oneida County, Utica partnered in the effort

BY ERIC REINHARDT
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UTICA — Oneida County and the City of Utica on July 7 announced the demolition of the Brown building located at 417-421 Main St. in Utica. The work started on June 29 and was completed on July 6.

The two entities forged a shared-services agreement to the demolish the structure in an effort that they believe will “pave the way” for a new entrance to the county’s public market at Union Station.

It’s a project that is meant to provide improved access to the Oneida County Public Market along with additional parking. It will also save taxpayers money in the process, the local governments contend.

“This was one area that we were able to help out Oneida County with a demolition crew, which, obviously, would be a savings to the county,” says Utica Mayor Robert Palmieri, who spoke with CNYBJ on Aug. 6.

Oneida County’s leader concurred.

“This current partnership with the City of Utica has enabled us to clear the way for a proper entrance to the market and further improve this regional asset in a cost-effective manner,” Oneida County Executive Anthony Picente, Jr. said in a statement. “The ongoing multi-million-dollar renovation to the REA Wing at Union Station has elevated the status of the Oneida County Public Market and spearheaded a resurgence in downtown Utica.”

The county-owned Railway Express Agency (REA) Wing houses the Oneida County Public Market.

The City of Utica Department of Public Works donated the labor for the demolition team and miscellaneous equipment

and services, while the county rented heavy equipment, hired the necessary consultants, and is paying the tipping fees. The Oneida-Herkimer Solid Waste Authority hauled away the debris.

“One of the things that we’ve always worked extremely hard on is working with other municipalities and other communities and I think this is a just a strong example of that. The City of Utica has a lot of tools in their box and we’re willing to work with others, as others have worked with us,” says Palmieri.

The Oneida County Board of Legislators in September 2019 approved the county’s purchase of the property at a cost of \$30,000. The total price of the demolition project is estimated at \$350,000.

The demolished building was in “complete disrepair and had sat vacant for decades,” the city says. It was built in 1893 and used as a storage facility by various companies over the years.

The Oneida County Public Market operates on Saturdays from 9 a.m. to 1 p.m., a weekly event that Palmieri says has “been very successful.”

“You’re pulling people from all over the region, which is a great opportunity to not only be able to use the market but once they’re in the greater Utica area, they’re able to go ... to lunch someplace... [and] buy some gifts,” the Utica mayor adds.

The entryway project is not the only project happening at Union Station. Renovation of the REA Wing has “progressed in phases” over the last 15 years or so, with “dozens” of contractors involved, Philip Vanno, assistant to the Oneida County Executive, tells CNYBJ in an email.

Oneida County will invest another \$250,000 this fall and next spring for structural repairs, minor interior renovation, and new restrooms for the public market. An additional \$2 million would be needed to fully complete the renovation work, but that funding has not yet been allocated, Vanno adds. ■



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Construction site work underway at the Cree Mohawk Valley Fab site in Marcy.

PHOTO CREDIT: CREE, INC.

SUNY Poly to use \$3.5M Cree donation to back STEM education

Will fund scholarships, two endowed faculty chairs

BY ERIC REINHARDT
ereinhardt@cnybj.com

MARCY — Cree, Inc. (NASDAQ: CREE) has donated \$3.5 million to SUNY Polytechnic Institute (SUNY Poly) for a scholarship program and two endowed faculty chairs.

The effort seeks to “help expand the local economy and develop a pipeline of high-tech professionals,” SUNY Poly said in announcing the donation in a June 29 news release.

Durham, North Carolina-based Cree is building the “world’s largest” silicon-carbide fabrication facility in Marcy — named the Mohawk Valley Fab — and has committed to creating more than 600 new jobs within eight years, as well as providing internships for SUNY students as part of its presence.

The Cree donation includes a \$2 mil-

lion scholarship program over 10 years and the creation of two endowed faculty chairs through a \$1.5 million fund over five years, beginning in August 2020. The scholarship support will “help ensure students who come from historically underserved or marginalized communities, as well as those with significant financial need, have greater access to the educational opportunities that will equip them to excel as part of tomorrow’s high-tech workforce,” SUNY Poly said.

The initiative will lead to the establishment of the “Cree/Wolfspeed Scholarship” program and the Dr. John Edmond and Dr. John Palmour SUNY Polytechnic Institute endowed faculty chairs for the “continued expansion” of science, technology, engineering, and mathematics (STEM) opportunities for students at SUNY Poly.

Reason for donation

The program is designed to educate the “next-generation, high-tech workforce



Edmond



Palmour

by increasing student opportunities and graduation rates, as well as by providing access to funds to assist students in advancing their education,” per the release.

When asked if the donation will benefit both the Marcy and Albany campuses, or if it is specifically targeting the Marcy campus, Rex Felton, Cree’s VP of operations, replies, “The scholarships are available to all SUNY Poly students and enrich the educational opportunities for both current and future students.”

Cree specializes in silicon carbide technology. It is a maker of Wolfspeed-branded power and radio frequency (RF) semiconductors and lighting class LEDs (light-emitting diodes). The company says it wants to help the Mohawk Valley region to develop the next generation of high-tech workers.

“Cree made this donation as part of its ongoing, long-term commitment to the Mohawk Valley to help expand the local economy and develop a pipeline of high-

tech professionals,” says Felton.

The company also donated \$25,000 to the SUNY Poly Foundation last November to invest in and expand SUNY Poly’s STEM programs.

The donations are common for Cree in areas where it operates.

“One of the core beliefs at Cree is that every individual should have the opportunity to excel, and equitable access to education is at the foundation of that belief. As such, Cree has historically made investments in the local educational markets where it operates, which includes New York and in North Carolina, where its headquarters is located,” the company tells CNYBJ.

SUNY Poly says the donations will boost its STEM capabilities and opportunities.

“SUNY Poly’s robust partnership with Cree further enriches the educational opportunities for current and future students,” Grace Wang, interim president of SUNY Poly said. “With this incredible commitment to SUNY Poly and the Mohawk Valley, Cree recognizes the scholarly excellence of SUNY Poly faculty and provides our students with invaluable resources to become tomorrow’s leaders in [STEM] fields.”

Named in honor of two of Cree’s co-founders, Edmond and Palmour, the endowed faculty chairs — the highest academic award that a university can bestow on a faculty member — will be used to advance state-of-the-art technology through continued scholarly research and projects in the fields of nanotechnology and engineering. The endowed faculty chairs will allow students to learn from and work closely with the “pioneering” scholars in the silicon-carbide space. Edmond and Palmour were part of the team that founded Cree in 1987 after conducting promising silicon-carbide research at North Carolina State University in Raleigh.

“The new Cree/Wolfspeed Scholarship and endowment at SUNY Poly demonstrates Cree’s dedication to the region by establishing a robust pipeline for the next generation of high-quality high tech jobs in the Mohawk Valley,” Eric Gertler, acting commissioner and president & CEO-designate of Empire State Development, said.

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NUAIR: Testing validates AVSS drone parachute-recovery system

BY ERIC REINHARDT
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ROME — NUAIR says work conducted at the New York UAS test site at Griffiss International Airport in Rome has validated the Aerial Vehicle Safety Solutions (AVSS) drone parachute-recovery system.

The validation of the AVSS system for the DJI M200 series means it is “compliant with industry standards,” NUAIR announced in early July.

AVSS is based near St. John, New Brunswick in Canada. Syracuse-based NUAIR is short for Northeast UAS Airspace Integration Research.

The parachute-recovery system (PRS-M200) is a safety product for unmanned-aircraft systems (UAS) — commonly referred to as drones — which automatically deploys a parachute if the drone malfunctions in the air. This is the third parachute standard validation performed by NUAIR and the first for the DJI M200 series, “advancing the potential” for commercial-drone package delivery and routine flights over people.

The Federal Aviation Administration (FAA) currently prohibits most drones from flying directly over people. Professional drone operators can apply for a waiver from that restriction if they can demonstrate they have “robust” safety mitigations in place, including a validated parachute system, NUAIR said.

About the safety system

The drone-safety system developed by

AVSS “is not just a parachute, but a combination” of hardware, software, and the parachute system. Its product was developed with a “plug and play” mentality so that anyone with a DJI Matrice 200 series drone (M200, M210m, M210 RTK: V1 & V2) can purchase the AVSS product, “plug it into their drone and start flying,” NUAIR said.

In the event of a drone malfunction in the air, the system will automatically cut power to the drone, deploy its parachute, and allow the aircraft to descend slowly and safely from the sky, as NUAIR explains it. This safety system “significantly decreases” the potential of harm to people or property on the ground and “reduces the risk of damage” to the drone itself. Additionally, the PRS-M200 has a parachute pod, which means the end-users do not have to ship the parachute for repacking and can complete a quick swap in the field.

“When preparing for this complex, strenuous parachute standard validation, we knew that we needed to find a third-party testing partner that deeply understood the standard and testing procedures,” Josh Boudreau, chief technology officer at AVSS, said in a statement. “After initial conversations with a few potential third-party test sites, it was clear that the team at NUAIR and the New York UAS test site were knowledgeable, helpful, and pragmatic. Since deciding to select NUAIR as a test-site partner, they have been quick to respond to our questions and have exceeded our expectations in terms of customer ser-

vice. We believe the New York UAS test site has set the gold standard for test sites and would highly recommend any company looking to complete their third-party testing to contact the NUAIR team.”

NUAIR, which manages the FAA-designated New York UAS test site at Griffiss International Airport, says it put the AVSS product through 45 functionality tests across five different failure scenarios. The tests were successful, “proving that the AVSS product complies” with the ASTM International standard specification for small UAS parachutes, allowing AVSS to fulfill its presales for this product that were dependent on this safety validation, NUAIR explains.

ASTM International is headquartered in West Conshohocken, Pennsylvania.

“This whole industry is based around safety,” Tony Basile, NUAIR COO contended. “Unlocking the full capabilities of commercial-drone use is dependent on the continued development of these safety standards and having a place where companies can have their product validated to those standards. I was happy to work with Josh [Boudreau] and the AVSS crew early on to make sure they knew what was expected of them and their product for multiple days of testing, helping to [ensure] a positive outcome.”

“Oneida County’s UAS test site continues to be a place where collaboration leads to unparalleled industry advancement,” Oneida County Executive Anthony Picente, Jr. said in a statement. “Partnerships like



PHOTO CREDIT: AVSS & NUAIR

NUAIR says testing efforts at the New York UAS test site at Griffiss International Airport in Rome have validated the drone parachute-recovery system by Aerial Vehicle Safety Solutions (AVSS), an aerospace firm based in the New Brunswick province of Canada.

the one fostered by NUAIR and AVSS are forging the future of commercial drone package delivery and placing Central New York on the global forefront.”

The ASTM consensus standard was developed by industry stakeholders as well as representatives from the FAA in late 2018 after more than one year of work.

The completion of the ASTM F3322-18 testing with NUAIR — along with the required engineering analysis — has also been acknowledged by Transport Canada as a “means of compliance” for the DJI M200 series for operations over people under the Transport Canada RPAS Safety Assurance declaration for modified drones, per NUAIR. ■

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SHERRILL MANUFACTURING PROJECT

3 Mohawk Valley firms start producing COVID-19-related equipment to support in-state needs

Manufacturers receive state incentives

BY ADAM ROMBEL
arombel@cnybj.com

Three Mohawk Valley manufacturers are among 12 New York companies that have recently received support from New York State to help combat the COVID-19 pandemic.

Here are the three Mohawk Valley companies and how much they received in grants, according to New York State government:

Environmental Composites, Inc. (ECI), Utica: \$772,259

ECI is a custom manufacturer of advanced textile materials and filtration products. The company, located at 2200 Bleeker St. in Utica, will manufacture N95 respirators. ECI, seeking to in-

crease New York state-manufactured personal protective equipment (PPE) supplies, identified a supply-chain bottleneck, and developed an alternative manufacturing solution to quickly increase the domestic production of N95 respirators in the state. ECI says it will invest nearly \$3.25 million in the production of N95 respirators with a target production rate of over 6 million units per month. The effort is expected to create an estimated 50 jobs. ECI is working with local distributors and the state government for allocation. N95 respirators will not be available for direct purchase by the general public.

Genesis Disposables, LLC, Frankfort: \$135,000

Genesis Disposables has manufactured disposable garments and accessories for a diverse customer base for more than 30 years at its facility located in Frankfort in Herkimer County. The



New York Lt. Gov. Kathy Hochul (left) and Congressman Anthony Brindisi (center) tour the Genesis Disposables facility in mid-July.

company carries a wide range of raw materials that can be rapidly converted into finished goods, enabling fast turnaround time. The initial company goal was to produce disposable hospital garments and has been expanded to include products for maintenance and industrial use as well as products designed to fit specific specialty needs within the disposable market. Genesis Disposables will invest \$390,000 to produce 65,000 level 1 & level 2 isolation gowns and will create 20 jobs. New York Lt. Gov. Kathy Hochul and Congressman Anthony Brindisi

toured the Genesis Disposables facility in mid-July.

HPK Industries, Utica: \$1 million

HPK has an established reputation for manufacturing high quality, technologically advanced disposable garments and accessories, the state says. It designs and manufactures protective garments for health care, pharmaceutical, scientific, cleanroom, and industrial safety. HPK Industries, located at 1208 Broad St. in Utica, is a currently a New York State supplier of PPE and it will produce 3-ply surgical masks, level-3 barrier-type gowns, and level-2 gowns. The company will invest nearly \$6.7 million, produce 1 million units, and create 30 jobs, expanding production to keep the state's supply levels high.

New York State says the grant funds disbursed to the winning companies will help alleviate product shortages due to supply chain issues that could lead to unfair pricing practices. The recipient companies will also increase the state's manufacturing capacity while creating new jobs and market opportunities. To date, more than \$11 million in grants have been awarded to 20 qualifying New York state-based companies to retool their business lines and pivot to manufacturing vital supplies for ongoing response and recovery efforts.

In March, Gov. Andrew Cuomo asked companies with New York-based operations to retool production lines in order to manufacture approved COVID-19 critical supplies, such as ventilators, test kits, and PPE, including N95 respirators, surgical masks, disposable surgical gloves, gowns, face shields, and biohazard bags. More recently, the governor announced Empire State Development had identified 20 companies for state investment to manufacture supplies to address COVID-19, eight of which were previously awarded \$4 million to help make the products in New York state. The 12 latest companies to win awards include the three Mohawk Valley firms, four in Western New York, three companies in New York City, one on Long Island, and one in the Southern Tier. ■

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Redeveloping the Duofold site in Herkimer County

BY AMARIS ELLIOTT-ENGEL
Contributing Writer

A long-vacant, 14-acre brownfield site in the village of Ilion has a rich history.

In the 1800s, it was a racetrack. In the 1900s, bookcases for the Library of Congress, shells for the U.S. Navy, and adding machines were manufactured there. UNIVAC made some of the first computers there. It was the site of the Herkimer County Community College for a time. And the building, now commonly known as the “Duofold” site in the Mohawk Valley, was also where Duofold processed long-john garments.

Now, Herkimer County officials hope that the next phase in 7 Spruce St.’s history will be for redevelopment for a cybersecurity or artificial-intelligence firm.

“We want to see development here that will help the rest of Ilion rise up to another level,” says John J. Piseck, Jr., executive director of the Herkimer County Industrial Development Agency (HCIDA).

Piseck notes the success of Griffiss Business and Technology Park in Rome and the growth of cybersecurity and artificial intelligence in the area may make it a good site for a similar use in Ilion.

“We think that can flow over here,” Piseck says.

About a year ago, the federal Environmental Protection Agency (EPA) awarded a \$200,000 grant to HCIDA to assess brownfield sites throughout Herkimer County. The Duofold site is just one of them. Funding is available for phase I and phase II environmental site assessments.

The first step to redevelop the Duofold site, which was purchased by the Village of Ilion in May 2019, was to conduct a phase I environmental site assessment.

During the phase I process, environmental consulting firm HRP Associates, Inc. investigated the entire history of the site to identify if there was a potential environmental contamination, says Thomas Seguljic, a regional sales manager with HRP, who has 30 years of experience in environmental-engineering consulting. HRP is based in Farmington, Connecticut and has upstate New York offices in the Albany, Syracuse, and Buffalo areas.

“During phase I [of the environmental site assessment], you’re like Indiana Jones,” Piseck says. “You’re searching out the history.”

During the upcoming Duofold phase II assessment, samples will be collected to determine how extensive any environmental contamination is at the site from its past use for manufacturing, Seguljic says. He notes that the phase I study found that the level of environmental contamination was “nothing horrific. It’s manageable.”

Once the phase II environmental study is done in two or three months, a remediation plan, subject to approval by regulators, will be developed and will allow Piseck to market the site to developers, Seguljic

says. The phase II environmental study will be able to quantify how much it will cost to remediate the site for development, he says. That cost is not known yet.

Once the EPA and the New York Department of Environmental Conservation are satisfied that the study has adequately quantified the environmental contamination at the site, then a plan can be made for remediation, Seguljic says.

The subsidies available to underwrite the cost of developing a brownfield site can set up a brownfield property to compete with greenfield sites for development, he says.

Quantifying the actual costs of remediation removes the unknowns for developers of what it would cost to bring a property back to life and can make a brownfield equal to, if even not more competitive, to a greenfield site, Seguljic says. For example, a brownfield site that already has water and electricity installed removes one worry for a developer, he says.

It also “removes the environmental stigma from these sites to breathe new life into these buildings,” Seguljic says. “Hopefully, it becomes a seed. If you can redevelop a brownfield, you can increase the property value right around that site and extend that out for quite a distance.”

Piseck points to the Duofold’s 169,000 square feet of redevelopment space, low-cost power at 3-cents a kilowatt, redundant high-speed fiber Internet, and proximity to Interstate 90 and Route 5 as attractive elements to a developer.

Earlier this year, the village of Ilion and other taxing authorities also approved an abatement on collecting property taxes for 10 years for whoever purchases the property, Piseck says.

He adds that there are multiple tax credits and other programs available to underwrite the cost of redeveloping the site such as opportunity zone, new market, historic rehabilitation, and brownfield tax credits.

In addition to the Duofold site, HCIDA has identified other viable brownfield sites in Herkimer County for development after looking at 25 to 30 sites, Piseck says.

HCIDA could not move forward with some sites for environmental studies if the property owners did not want to cooperate or if the viability of those sites for redevelopment did not seem very promising, Piseck says. For example, the agency looked at a landfill site for use as a solar installation but had to reject it because there was not a transfer station within reasonable distance, per Seguljic.

As part of the EPA grant, the abandoned L.W. Bills School on North Washington St. in Herkimer received a phase I environmental study and an asbestos study. As a result of those studies, Seguljic said the HCIDA was able to document that there were not any environmental concerns, and the property is better poised for redevelopment.

“The school has great bones there,” Piseck says.

Yet another site that is part of the EPA brownfield grant is the Quackenbush build-



PHOTO CREDIT: HERKIMER COUNTY INDUSTRIAL DEVELOPMENT AGENCY

ing at 220 Prospect Street in Herkimer, where the now-bankrupt company produced air rifles and nutcrackers.

HCIDA owns the building, but it is tied up in litigation over whether HCIDA is responsible for unpaid water bills, Piseck says. Long-term, the site is keyed to be redeveloped as affordable housing because of its location in the center of Herkimer.

The EPA grant will fund 10 phase I and four phase II environmental site assessments in Herkimer County. Ryan Biggs/Clark Davis Engineering & Surveying has been engaged in the brownfield project for structural assessment and Landmark Consulting has been engaged for its historic reviewing services.

Until HCIDA received the EPA grant, nothing had been done with brownfield sites for 20 years in the county, Piseck says.

During the past two years, HCIDA has examined many of Herkimer’s brownfields to see what can be done to return them to use, engaged experts like HRP, obtained input from municipal leaders and citizens about their hopes for the brownfield sites, and has begun to market the brownfield sites, according to Piseck.

“What we’ve done has really made a difference in the brownfield world in Herkimer County,” Piseck says.

COVID-19 has slowed the process to be able to bring developers to see the brownfield properties that have been identified for the grant, he adds.

But Piseck is hopeful that the momentum that has been developing for rejuvenating Herkimer’s brownfields will continue.

“This is the right time to be doing all these projects. Economic development shouldn’t slow down at all,” he says. ■

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Virtual Accelerator to showcase Innovare Advancement Center in Rome

Event will include a \$1 million quantum-focused pitch contest for university researchers

BY ERIC REINHARDT
ereinhardt@cnybj.com

ROME — Innovare Advancement Center is getting ready to host the upcoming \$1 million International Quantum U Tech Accelerator

in a virtual event in early September.

Innovare (pronounced Inn-oh-VAR-ay) Advancement Center is the new “open innovation” campus located at the Griffiss Business and Technology Park in Rome, the Griffiss Institute announced in mid-July. The accelerator is scheduled from Sept. 1-3 as a virtual event, Jennifer Sumner, public relations and marketing manager at the Griffiss Institute, tells CNYBJ. Organizers originally planned to include an in-person component as well, but that has been shelved as the coronavirus pan-



RENDERING CREDIT: GRIFFISS INSTITUTE

A rendering of the Innovare Advancement Center, which is located near the Air Force Research Laboratory (AFRL) Information Directorate in Rome. Innovare will host a virtual \$1 million International Quantum U Tech Accelerator Sept. 1-3.

demic continues.

The event will include a \$1 million quantum-focused pitch competition for university researchers; fast-pitch sessions for members of industry, government, and academia; as well as keynotes and remarks by world leaders in quantum information science (QIS).

A selection committee spent a few weeks in August reviewing more than 200 submissions and will invite 36 teams to pitch during the three-day event, Sumner says.

Innovare is a partnership of the Air Force Research Laboratory Information Directorate (AFRL/RI or Rome Lab), Griffiss Institute in Rome, Oneida County, and SUNY.

The announcement expands upon that partnership with the support of the Air Force Office of Scientific Research (AFOSR) and the Office of Naval Research (ONR) for a global quantum pitch event. It will include the launch of the Innovare Advancement Center, which is located “just over the fence” from the Rome Lab.

National Building & Restoration Corporation of Utica served as the contractor on the Innovare project, while the C&S Companies of Syracuse designed the center, according to Sumner.

Innovare contends it enables a “robust high-tech entrepreneurial, [research & development], and educational ecosystem” for the region and the nation by “driving advancements in key strategic areas,” including artificial intelligence/machine learning; cybersecurity; and quantum, with Innovare-connected research “taking place at partnering organizations all over the world.”

“AFRL is committed to transformational areas of [science and technology] like quantum, and we are excited to bring together the world’s leading researchers and trailblazers across government, industry, and academia,” Brig. Gen. Heather Pringle, commander of the Air Force Research Laboratory, Air Force Materiel Command in Dayton, Ohio, said. “This million-dollar international quantum accelerator and the Innovare open campus provide new opportunities to accelerate quantum basic research and facilitate innovation.”

The Innovare launch is a “significant step forward” in implementing the National Quantum Initiative Act, which aims to foster the development of a quantum technology ecosystem among government, industry, and academia.

Innovare says it and its strategic partners seek to engage partners in various

technology areas through entrepreneurial ventures and tech startups, in addition to building a “robust talent pipeline at a time when scientific advancement across boundaries is needed now more than ever to remain economically and strategically competitive in this fast-changing world.”

“Oneida County continues to emerge as a global epicenter for high-tech innovation and advancement,” Oneida County Executive Anthony Picente, Jr. contended. “As the Innovare Advancement Center begins to take shape at our Griffiss International Airport in Rome, the partnership we have forged with Rome Lab, the Griffiss Institute, and SUNY will lead this region to new heights. This Quantum U Tech Accelerator event will be a great opportunity to showcase the amazing things that are on the horizon.”

About the accelerator

The Accelerator event will connect QIS researchers to advance technologies and applications in this critical area. A total of 36 teams across four quantum tracks related to timing, sensing, information processing/computing, and communications/networking are expected to compete before a panel of cross-agency quantum leaders.

The top-performing university teams will be eligible for more than \$1 million in basic research funding provided by the AFRL/RI, AFOSR, and ONR.

This competition builds upon the success of the QIS 1st International Workshop, hosted by AFRL/RI and held at SUNY Polytechnic Institute. The event enabled nearly 200 researchers and leaders from 13 countries to share their discoveries and advancements in this “rapidly expanding” field, facilitating “invaluable opportunities” to connect with the agencies spearheading or taking part in the experience.

“Significantly, the Accelerator will act as a launching pad for the discovery and promotion of international university collaborations and research in the pursuit of novel quantum solutions,” Col. Timothy Lawrence, director of the Information Directorate and Commander, Detachment 4, Air Force Research Laboratory, said.

William Wolf, president of Griffiss Institute, added, “This \$1 [million] International Quantum U Tech Accelerator is an exciting way to share with the world the new Innovare Advancement Center, which will continue to push talent and technologies ‘into the new’ for years to come.”

:: BUSINESS JOURNAL INDEX ::

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Cree targeting spring 2021 for completion of Mohawk Valley Fab

BY ERIC REINHARDT
ereinhardt@cnybj.com

MARCY — Cree, Inc. (NASDAQ: CREE) says its Mohawk Valley Fab is on track for completion in the spring of 2021.

Stuttgart, Germany-based Exyte, Inc. — which operates an office in Albany — is handling the construction on the Fab project, Cree tells CNYBJ in an email interview.

Cree announced in mid-July it had “surpassed foundational targets” for the construction of its Mohawk Valley Fab in Marcy. It’s under development at the Marcy Nanocenter site on the SUNY Polytechnic Institute campus.

Crews in early July poured the last batch of concrete for the Fab building’s foundation, having used a total of 26,000 cubic feet of concrete in the process, the company said.

They have now started vertical work with two cranes on site to begin the roof trusses and placement of steel columns. The foundation work is also underway for the central utility and administration buildings adjacent to the fab.

Durham, North Carolina-based Cree

focuses on silicon carbide (SiC) technology. Cree describes itself as an “innovator” of Wolfspeed power and radio frequency (RF) semiconductors and lighting-class LEDs.

The expansion in New York is “great news for the long-term growth and success” of Cree, says Rex Felton, VP of operations at Cree when asked why the company chose Marcy for the Fab project.

“The strategic partnership the company has executed with New York and affiliated agencies enables Cree to build a bigger factory, with greater output capacity at a lower net cost to the company — increasing its competitiveness and giving it greater financial flexibility to make decisions that drive growth. A mega materials factory expansion is currently underway in Durham, North Carolina as well, which remains Cree’s global headquarters and its silicon-carbide center of excellence,” Felton says.

He went on to say, “With a mega materials factory in Durham and a state-of-the-art wafer fabrication facility in Marcy, Cree will establish a “silicon carbide corridor,” leveraging its 30-year heritage of re-

search and development in the Research Triangle of North Carolina and tapping into the rich technological base of resources situated in New York’s Mohawk Valley.”

As previously announced, Cree has committed to creating more than 600 new jobs within eight years, as well as providing internships for SUNY students as part of its presence in the area.

The “highly-automated,” 200mm silicon-carbide wafer fabrication facility will be “the first of its kind,” and is forecast to bring 614 jobs with an average salary of \$75,000 to Oneida County, the county said in February.

Cree currently has 30 full-time employees in New York and 24 interns from local universities throughout the state, the company said. Cree also has multiple job openings listed for the fab, which include engineering and technician-related positions.

Additionally, Cree plans to partner with local community and four-year colleges in North Carolina and New York to develop training and internship programs to prepare its workforce for the high-tech employment and long-term growth op-



PHOTO CREDIT: CREE, INC.

Work continues in Marcy on the site of the upcoming Mohawk Valley Fab of Durham, North Carolina-based Cree, Inc., as shown in this July photo.

portunities in both locations that the company’s revised expansion plan presents.

“This work has already begun, which is evident through the company’s recent announcement that it has established the “Cree/Wolfspeed Scholarship” program and endowed faculty chairs to continue the expansion of STEM opportunities for SUNY Polytechnic Institute students as well as help train tomorrow’s high-tech workforce,” says Felton. ■

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1.	OBG, Part of Ramboll 333 W. Washington St. Syracuse, NY 13202 (315) 956-6100/obg.com	71 ² 504 ²	-	advanced manufacturing, energy, environment, water	James A. Fox, Managing Director	1945
2.	C&S Companies 499 Col. Eileen Collins Blvd. Syracuse, NY 13212 (315) 455-2000/cscos.com	63 400	22	airports, sustainability, wireless communications, construction management, life safety, technology solutions, energy, facilities, environmental, highways, bridges, traffic, planning	John Trimble, President & CEO	1968
3.	Barton & Loguidice, D.P.C. 443 Electronics Parkway Liverpool, NY 13088 (315) 457-5200/bartonandloguidice.com	44 168	8	water supply, wastewater, solid-waste management, transportation planning & engineering, env. investigation & compliance, facilities, land planning & site design, asset management, dam-safety engineering, landscape architecture	John F. Brusa, Jr., President & CEO	1961
4.	Delta Engineers, Architects, Land Surveyors, & Landscape Architects, DPC 860 Hooper Road Endwell, NY 13760 (607) 231-6600/delta-eas.com	29 127	5	architecture, facilities engineering, transportation engineering, specialty precast concrete, environmental, landscape architecture, survey and mapping, ecological science	Anthony R. Paniccia, President & CEO	1976
5.	BCA Architects & Engineers 327 Mullin St. Watertown, NY 13601 (315) 782-8130/thebcgroup.com	19 90	19	water treatment, pumping & distribution, wastewater treatment & collection, structural engineering, M/E/P design	Kevin E. Lewis, CEO	1970
6.	CHA Consulting, Inc. (CHA) 300 S. State St., Suite 600 Syracuse, NY 13202 (315) 471-3920/chacompanies.com	18 62	5	alternative delivery, architecture, asset management, aviation design & planning, civil/construction engineering, education, energy, environmental, health & safety, geospatial innovation, geotechnical, land development, manufacturing & industry, project management, sports master planning, structural survey, sustainability, transportation engineering & planning, utility infrastructure, water & wastewater	Scott Smith, Associate VP & Syracuse Office Leader Greg Germain, Senior VP, Utility National Market Director Jim Fuller, Senior VP, Utility Infrastructure Business Line Director	1992
7.	Beardsley Architects + Engineers 64 South St. Auburn, NY 13021 (315) 253-7301/beardsley.com	15 53	11	interior design, sustainable & LEED design, BIM modeling, structural, mechanical, energy engineering, security & force protection, plumbing, fire protection, environmental & industrial hygiene design, registered communications distribution designer	Joseph S. Kime, President	1898
8.	Prudent Engineering, LLP 6390 Fly Road East Syracuse, NY 13057 (315) 748-7700/prudenteng.com	14 62	-	highway design, bridge and structural design, civil and site engineering, condition inspection, construction inspection and administration, municipal engineering, and land/hydrographic survey and mapping services	Philip A. Thayaparan, Principal Michael A. Ventura, Principal Brad Pcolinsky, Principal	1992
9.	McFarland-Johnson, Inc. 49 Court St. Binghamton, NY 13901 (607) 723-9421/mjinc.com	13 63	4	planning and engineering design services for transportation, site/civil, structural, mechanical, electrical, plumbing, and fire protection projects; as well as environmental, stormwater management, hydraulic/hydrologic analysis, and construction services.	Chad G. Nixon, President	1946
10.	John P. Stopen Engineering, LLP 450 S. Salina St., Suite 400 Syracuse, NY 13201 (315) 472-5238/jpsllp.com	10 24	1	planning, design, static/dynamic analyses of steel, precast & cast-in-place concrete, masonry, and wood building structures, analysis/design of parking structures, geotechnical investigations, ground improvement & excavation, renovations & restorations, forensic analysis	James F. Kaplan, Managing Partner	1968
	Popli Design Group 450 West Kirkpatrick St. Syracuse, NY 13204 (315) 463-4540/popligroup.com	10 ² 30 ²	2	architectural, mechanical, electrical, and plumbing engineering, structural engineering, civil/site engineering, bridge and highway design, surveying, bridge inspection, and construction inspection	Om Popli, President & Managing Principal Jay Popli, EVP	1982
12.	Tetra Tech Architects & Engineers 10 Brown Road Ithaca, NY 14850 (607) 277-7100/tetrattech-ae.com	9 ² 91 ²	-	architectural and engineering services, specializing in education, municipal, and institutional design projects	Brian Sullivan, President Priscilla Barclay, SVP	1964
	Shumaker Consulting Engineering and Land Surveying, D.P.C. 143 Court St. Binghamton, NY 13901 (607) 798-8081/ shumakerengineering.com	9 56	0	engineering (civil site, highways & local roads, aviation, traffic, water & wastewater systems); environmental; water resources; and construction review	Linda M. Shumaker, President & Managing Principal Ammon A. Bush, VP & Senior Manager Geomatics/Survey & Mapping	1956
	IPD Engineering One Webster's Landing Syracuse, NY 13202 (315) 423-0185/ipdengineering.com	9 28	5	HVAC, electrical, plumbing, fire protection, structural engineering, 3D laser scanning, drone (UAS) services, BIM modeling, commissioning	Samuel Cosamano, President Samuel B. Gramet, Executive VP Robert Pompo, Executive VP Al Daniels, VP	2009
	Taitem Engineering, PC 110 South Albany St. Ithaca, NY 14850 (607) 277-1118/taitem.com	9 31	6	mechanical, electrical, plumbing, structural and fire-protection design; energy and sustainability consulting, energy modeling, commissioning; solar commissioning; NYSERDA Primary Energy Consultant	Lou Vogel, President Ian Shapiro, Founder	1989
16.	LaBella Associates 316 South Clinton St. Syracuse, NY 13202 (315) 766-1128/labellapc.com	8 104	3	architecture, interior design, MEP, structural, civil, transportation, environmental, land surveying, planning, program management, energy, commissioning, waste & recycling	William K. Sisco, CNY Regional Environmental Manager Jeffrey Spenard, Regional Architectural Discipline Manager	2011
17.	Klepper, Hahn & Hyatt 5710 Commons Park Drive East Syracuse, NY 13057 (315) 446-9201/khhpc.com	7 24	2	structural design of new buildings/additions, structural analysis and investigations, building-condition surveys, equipment foundations and supports, monorail and crane structures, foundation design for pre-engineered metal buildings, building forensics including expert witness services for legal counsel, façade restoration/engineering, roof reinforcing, and review and rehabilitation of parking garages and steam vaults	James A. D'Aloisio, President, Managing Partner Gordon P. Hyatt, Treasurer Kelly M. Covert, VP James A. Palumbo, Secretary	1950
18.	FS Engineering, DPC 721 East Genesee St. Syracuse, NY 13210 (315) 471-4013/fsengineering.pro	6 29	4	mechanical, electrical, plumbing, professional engineering services	Elizabeth P. Fisher, President	2016
	Plumley Engineering, P.C. 8232 Loop Road Baldwinsville, NY 13027 (315) 638-8587/plumleyeng.com	6 16	1	civil, environmental, geotechnical engineering	Joel D. Plumley, President	1985

THE LISTS

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FOOTNOTES

1. Data for the 2020 list was collected while contacts at some companies were working remotely. A number of firms that traditionally submit data for this list were not able to be reached. Those firms are included along with their 2019 data.

2. 2019 data.

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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MV EDGE: Utilizing the former air base for aviation maintenance and inspection was an obvious focus of the economic-development plan

Continued from page 1

in the field and also housed hundreds of on-site contractors. Today, AFRL has grown to employ more than 1,200 people with a five-county, annual economic impact in excess of \$467 million and an annual payroll exceeding \$145 million. The lab's annual \$2 billion budget supports another 1,300 indirect jobs.

To say the lab has been a catalyst for IT/cybersecurity growth is an understatement. AFRL has attracted companies such as Booz Allen Hamilton, BAE Systems, and Peraton. “[The nonprofit technology consulting company] NYSTEC now occupies its new corporate headquarters here in a 32,110-square-foot building and expects to double its Rome staff in the next three years,” continues DiMeo. “Currently, Booz Allen Hamilton, a *Fortune* 500 company, is building out the first floor of the NYSTEC building to add to its Rome footprint. The company has 158 local employees and anticipates hiring 60 new employees. The lab has also spun off companies such as AIS, which employs hundreds at the Park and in multiple offices around the country.”

DiMeo continued, “Bonacio Construction, the developers of Air City Lofts (a mixed-use development located at the center of the Griffiss Park), has a new 40,000-square-foot, class-A office building under construction to house two technology companies (the company held a beam-raising ceremony on Aug. 19). Also under development is the Innovare Advancement Center at Griffiss International Airport, a \$12 million project. A partnership of the Air Force Research Laboratory Information Directorate, the Griffiss Institute, and SUNY Polytechnic Institute, the 40,000-square-foot building will provide a collaborative hub linking government, industry, and academia to produce revolutionary research from scientists and engineers on the forefront of cutting-edge technology. The campus should establish this region as a trailblazer in the emerging field of quantum information and support our growth in drone technology, cybersecurity, and AI research.”

Advanced manufacturing

Advanced manufacturing was another cluster identified in the original MV EDGE plan. “From the time I joined EDGE,” says DiMeo, “we have wanted to promote high-tech manufacturing, and developing a nanotechnology infrastructure to draw semiconductor manufacturers was at the top of the list. New York State committed decades ago to investing in ... [this cluster], because it saw the long-term demand for chips. With the current demand for artificial intelligence, the rollout of 5G, and the growth of IoT (Internet of Things), current projections indicate that this industry will reach \$1 trillion in global sales by 2025 ... The Marcy Nanocenter was chosen not only to create a semiconductor-manufacturing site, but also a research center to develop next-generation chips. To date, we have invested \$110 million to prepare the Marcy-site infrastructure.”

Patience and determination have finally paid off. Danfloss, a Danish corporation, is operating in the former QUAD-C building, just a mile from the manufacturing

site. The company's silicon-power division will eventually occupy 250,000 square feet, including 52,000 square feet of cleanroom space, and, over the next few years, employ 300 people. In September of last year, Cree, Inc. (NASDAQ: CREE) announced its plans to build a \$1 billion silicon-carbide fabrication plant at the Marcy Nanocenter.

“Construction of the 454,000-square-foot fabrication building with 112,000 square feet of cleanroom space is underway,” asserts DiMeo. “There is an 85,000-square-foot administration building connected to the plant and a separate 113,000-square-foot, central-utility building connected via a trestle with the FAB. The construction is expected to be finished by Q2 in 2021, and production of the first silicon-carbide wafers is scheduled to start in early 2022. Cree, which will over time employ 614 people at the facility, has already started hiring for the Marcy site, and the company has taken over the SiC tool line at SUNY Polytechnic Institute in Albany, qualifying its processes on the tool set there. This state-of-the-art plant has the capability to produce 200mm power and RF (radio frequency) wafers that are driving the transition from silicon to silicon-carbide technology in order to support the growing electric-vehicle, 5G, and industrial markets.”

The MV EDGE leader continues, “Cree will invest \$1 billion to build and equip the plant and provide research. The company has signed a 49-year lease with MV EDGE for approximately 56 acres, which includes enough space to potentially double the current fabrication capacity. As part of the deal, Cree is leasing the former PEMC (Power Electronics Manufacturing Cleanroom) at SUNY Poly's Albany site, which includes the 200mm tool set. The PEMC tool set will be relocated to the Marcy site when construction is finished. MV EDGE projects that CREE will generate an annual payroll of \$46 million and produce a \$3.4 billion regional-economic impact yearly. Cree's commitment also includes promoting student internships and scholarships at SUNY Poly, where the company just made a \$3.5 million gift to establish a scholarship program and endow chairs.”

Unmanned aircraft systems

Another critical cluster is unmanned aircraft systems (UAS). Better known to the public as drones, this cluster was not foreseen in the regional original economic-development plan. “Our region is on the ground floor of a new industry that will fundamentally change the way businesses operate,” opines DiMeo. “Just imagine, farmers can sit in their kitchens and now determine the condition of their acreage, whether certain areas need water or how the crops are developing, and sight insect infestations. Inspectors no longer need to climb under bridges to determine what repairs are needed, insurance ... [representatives] can quickly assess damaged property, retailers and restaurants can deliver food and packages quickly to your door, rescue teams can aid stranded or injured people safely, and surveyors can plot large areas quickly with pinpoint accuracy. Think of the multiple uses for police, firefighters, and the military. This is just a partial list of the uses for drones.”

DiMeo notes that the current usage will expand exponentially once the industry develops the final rules and technology of flying beyond visual line-of-sight (BVLOS).

Driving the development of UAS is NUAIR (Northeast UAS Airspace Integration Research), a nonprofit organization that provides UAS operations, aeronautical research, safety management, and consulting services. Headquartered in Syracuse, NUAIR manages the operations of the UAS Test Site at Griffiss International Airport, one of only seven FAA-designated UAS test sites in the U.S. and is responsible to the FAA and NASA to conduct operations for UAS testing. The organization leads the development and commercial advancement of the 50-mile UAS corridor between Syracuse and Rome, which facilitates BVLOS testing, commercial operations, and the integration of UAS into the national air space. Since its inception, the test site has witnessed more than 2,700 test flights of small, medium, and large unmanned aircraft. The Griffiss site will soon boast Sky Dome, planned as the nation's largest, indoor, instrumented, drone experimental site, which allows for year-round testing. Last year, New York State announced the creation of a UAS Center of Excellence, which will operate under the management of NUAIR.

The center brings together New York and Israeli companies, higher education, and UAS companies — all working together to advance the industry and the region.

“I believe that our region will be at the forefront of UAS growth and should become the ‘underwriting laboratory’ for creating and certifying UAS standards for drones,” asserts DiMeo.

Other clusters

Utilizing the former air base for aviation maintenance and inspection was an obvious focus of the economic-development plan.

“Strategic Global Aviation is setting up its operation here with 70,000 square feet of hangar space and a runway that's more than two-miles long,” notes DiMeo. “The company performs programmed depot maintenance and inspection of both military and civilian aircraft and also maintains an aviation consulting business. The maintenance programs include both field support and heavy maintenance performed here at Griffiss.”

The transportation/distribution cluster was another early focus because of the Mohawk Valley's geographic location and proximity to one-third of the U.S. population.

“Orgill, Inc. has purchased 64 acres at Griffiss and recently broke ground for a

SEE MV EDGE, PAGE 14 ▶

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Rank	Name Address Phone/Website	CNY:		LEED Prof.	Services Provided Include	Key Local Executives	Year Estab.
		Licensed Engineers	Employees				
20.	Ryan Biggs Clark Davis Engineering & Surveying, D.P.C. 4592 Jordan Road Skaneateles Falls, NY 13153 (315) 685-4732/ryanbiggs.com	5	2	2	structural engineering; civil engineering; repair & restoration; construction support, inspection & testing; and surveying	Jamie L. Davis, President	2000
		12					
21.	IBI Group 59-61 Court St. Binghamton, NY 13901 (607) 772-0007/ibigroup.com	4	6	31	architecture, mechanical, electrical, plumbing, civil, environmental, interior design, landscape architecture	Dan Whelan, Associate Director Steve Thesier, Associate Director Susan Christensen, Director	1976
		31					
▪	Bergmann 224 Harrison St., Suite 602 Syracuse, NY 13202 (315) 422-5200/bergmannpc.com	4	2	20	commercial, retail, buildings, energy services, industrial, transportation-highway, bridge, rail, natural-gas development, renewable energy, hydropower generation	Pietro Giovenco, President & CEO Charles Bertuch, Principal – Energy Solutions Robert Switala, Principal Andrew Raus, Vice President, Buildings Northeast	2007
		20					
▪	Nelson Associates Architectural Engineering 1 North Park Row Clinton, NY 13323 (315) 853-5704/nelsonae.com	4	1	17	full-service architectural and engineering (structural, mechanical, electrical, plumbing, fire protection, and civil/site) services	Peter N. Nelson, President & CEO	1995
		17					
24.	St. Germain & Aupperle Consulting Engineers, PLLC 5711 W. Genesee St. Camillus, NY 13031 (315) 488-3550/sa-engineers.com	3	0	11	structural engineering	Richard P. Aupperle, III, President	1968
		11					
▪	Bryant Associates, PC 108 W. Jefferson St., Suite 400 Syracuse, NY 13202 (315) 479-7565/bryant-engrs.com	3	0	5	civil, transportation, structural, surveying, construction inspection	Jeffrey C. Bryant, President	1977
		5					
▪	Argus Engineering, PLLC 200 Boss Road Syracuse, NY 13211 (315) 475-6061/argusengineering.com	3	2	10	mechanical, electrical, plumbing, fire protection	Jon M. Guisbond, President Joseph W. Del Bindo, Partner Glen L. LeConte, Partner	1999
		10					
▪	M/E Engineering, P.C. 441 S. Salina St., Suite 702 Syracuse, NY 13202 (315) 218-9564/meengineering.com	3	2	4	building HVAC, plumbing, fire protection, electrical design, CFD modeling, building commissioning, lighting design	James P. Chatelle, P.E., LEED AP, Principal	2003
		4					
28.	SRC, Inc. 7502 Round Pond Road North Syracuse, NY 13212 (315) 452-8000/srcinc.com	2	0	1,140	radar, electronic warfare, air & ground surveillance, systems & analysis, communications, subsystems, satellite, modeling & simulations, antennas, neuromorphic computing, UAS integration	Kevin Hair, President & CEO Joseph Lauko, COO	1957
		1,140					
▪	GYMO Architecture, Engineering & Land Surveying D.P.C. 18969 US Route 11 Watertown, NY 13601 (315) 788-3900/gymodpc.com	2	0	20	architectural, construction, civil, environmental, geotechnical, industrial, inspection, planning, sanitary, surveying	Patrick J. Scordo, CEO/President, Director of Engineering Edward G. Olley, Jr., Dir. of Architecture	1992
		20					
▪	North Point Technology, LLC 520 Columbia Drive Johnson City, NY 13790 (866) 885-3377 ext. 907/northpointusa.com	2	0	6	industrial automation & control systems engineering/systems integration- consulting, planning, design, and programming of PLCs, HMIs, and SCADA systems; commissioning, training, maintenance & support; upgrades; auditing, monitoring & analysis; and related services; control panel design, build & installation; sales of proprietary and custom software products for improved and more efficient system integration, data analysis & reporting	Lisa W. Lee, Principal/Owner/CEO Robert P. Lee, Principal/Owner/CTO	2002
		6					
▪	Aubertine and Currier Architects, Engineers & Land Surveyors, PLLC 522 Bradley St. Watertown, NY 13601 (315) 782-2005/aubertinecurrier.com	2	1	30	architecture, civil engineering, structural engineering, land surveying	Annette M. Mason, Managing Partner Brian A. Jones, Partner Matthew R. Morgia, Partner Jay Jones, Partner	2000
		30					
▪	C2AE 70 Main St. Canton, NY 13617 (315) 386-2623/c2ae.com	2	0	10	engineering and architecture design firm that specializes in projects for the government, education, and industrial markets	Kevin P. Feuka, Owner, Project Manager Ian F. Yerdon, Owner, Project Manager	1966
		10					
▪	260 Structural Engineering 124 E. Main St. Waterville, NY 13480 (315) 939-1740/-	2	0	4	wood, steel, and concrete building structures		2012
		4					
34.	Ravi Engineering & Land Surveying 37 Front St. Binghamton, NY 13905 (585) 223-3660/ravieng.com	1	0	10	structural, environmental, transportation and geotechnical engineering, land surveying and survey stakeout, construction inspection and management	Nagappa Ravindra, President Nancy Van Dussen, Environmental Department Manager Michael Bogardus, Survey Manager	2012
		10					
▪	N.K. BHANDARI, Architecture & Engineering, P.C. 1005 W. Fayette St., Suite 500 Syracuse, NY 13204 (315) 428-1177/nkbpc.com	1	2	17	structural engineering, finite-element analysis, civil engineering, building performance, thermography, aerial/photography, anti-terrorism/force protection, special inspections, industrial applications	Christopher Roy Resig, President	1980
		17					
36.	D&B Engineers and Architects, P.C. 5879 Fisher Road East Syracuse, NY 13057 (315) 437-1142/db-eng.com	0	0	4	environmental investigation and remediation, multimedia environmental compliance, wastewater management, water-supply engineering, solid-waste management, construction management, civil engineering	Matthew Hoskins, Associate and Office Manager	1990
		4					

THE LISTS

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(315) 579-3911
Twitter: @cnybjresearch

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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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MOHAWK VALLEY CHAMBERS OF COMMERCE Ranked by No. of Members

Rank	Name	Address	No. of		Sample of Membership Benefits	Key Executive(s)	Year
			Members	Paid Staff			
1.	Greater Utica Chamber of Commerce	520 Seneca St., Suite 102 Utica, NY 13502 (315) 724-3151/ greateruticachamber.org	575	4 24	informational seminars, energy/cost-reduction program, health/dental-insurance plans, advertising & promotional services, referrals for members, networking opportunities, business advocacy	Meghan Fraser McGrogan, Executive Director	1896
2.	Rome Area Chamber of Commerce	139 W. Dominick St. Rome, NY 13440 (315) 337-1700/ RomeChamber.com	450	3 26	marketing & business promotions, workforce development in schools, professional development in the workplace, legislative action, medical & dental-insurance plans	Bill Guglielmo, President Wesley Cupp, Chairman of the Board	1912
3.	Herkimer County Chamber of Commerce	420 E. German St. Herkimer, NY 13350 (315) 866-7820/ herkimercountychamber.com	300	2 18	member referrals, web listings, networking and advertising opportunities, act as voice of business, seminars	Joseph Cirillo, President, Board of Directors	1968
4.	New Hartford Chamber of Commerce	48 Genesee St. New Hartford, NY 13413 (315) 796-1520/ newhartfordchamber.com	250	0 10	networking opportunities, acts as voice in government, training, business contacts, newsletters, customer referrals, qualified website-traffic cooperative promotion and publicity, members-only discounts and services	Mark Turnbull, President	1972

ANDRO wins Army contract to develop adaptive radios for unmanned vehicle communications

BY ERIC REINHARDT
ereinhardt@cnybj.com

ROME — The U.S. Army has awarded ANDRO Computational Solutions, LLC a \$1.1 million contract to develop a next-generation, miniaturized tactical radio called ARROW (adaptive radio for robotic warfare) for use in unmanned ground vehicles (UGV) and unmanned aircraft systems (UAS).

A UAS includes a drone and equipment used to control its flight.

ANDRO, which has been in business for just over a quarter century, is located at the Beeches Business Park in Rome.

ANDRO's Marconi-Rosenblatt artificial intelligence and machine-learning lab will perform the work. Anu Jagannath and Dr. Jithin Jagannath, both part of ANDRO's advanced research and development team, will lead the work, the company said.

The ARROW research will combine "unique" signal-processing approaches to

develop a next-generation radio that can "sense and avoid" contested spectrum environments. ARROW, as a radio product is also envisioned to enable resilient communication for the Army, first responders, and other rescue operators who depend on unmanned aircraft systems.

"This is a strategic opportunity but just one in a series of new contracts that are in the award pipeline for ANDRO, many of which will leverage the state of the art in artificial intelligence and machine learning that are also being extended to counter

small UAS scenarios," Andrew Drozd, president of ANDRO, said in a statement. "The company continues to

make steady growth strides and is looking to fill new jobs in the areas of wireless command, control, communications, cyber, and computational technologies for edge services."

ANDRO is in the middle of an expansion of its Marconi-Rosenblatt artificial intelligence and machine learning innovation lab through the regional economic



Andrew Drozd, president of ANDRO Computational Solutions, LLC, says the U.S. Army has awarded his company a \$1.1 million contract to develop a tactical radio for use in unmanned ground vehicles and unmanned aircraft systems.

development council (REDC) grant reimbursement program. The company plans to announce further expansions of its quantum communications and networking lab and medical technology research subsidiary.

About ANDRO

ANDRO Computational Solutions, LLC — which is headquartered in the Beeches Business Park at One Beeches Place at 7980 Turin Road in Rome — provides research, engineering, and technical services to defense and commercial industries.

Established in 1994, the independently owned company focuses on research, development, and the application of advanced computer software and hardware products for spectrum exploitation, secure wireless communications for cognitive radios, multisensor and multi target tracking, advanced radar-data fusion, and sensor-resource management.

ANDRO also has offices in Syracuse at the Central New York Biotech Accelerator and in Dayton, Ohio. The firm said it anticipates opening additional offices in Rochester, N.Y. and Melbourne, Florida. ■

MOHAWK VALLEY COMPUTER/IT CONSULTANTS

Ranked by No. of CNY IT Consultants on Staff¹

Rank	Name Address Phone/Website	CNY: IT Consultants Employees	Services Offered	Key Local Executives	Year Estab.																																				
1.	M.A. Polce Consulting, Inc. 401 Phoenix Drive Rome, NY 13441 (315) 338-0388/mapolce.com	33	serves as virtual chief information security officer (vCISO), cybersecurity services, managed services, hosting services, business intelligence, disaster recovery, storage & virtualization, business intelligence, networking & wireless, collaboration, unified computing systems, and assessments	Michael A. Polce, President	1998																																				
		41				2.	Capraro Technologies, Inc. 401 Herkimer Road Utica, NY 13502 (315) 733-0854/caprartech.com	15	IT-managed services, IT-managed security, cloud-computing services and consulting, software development and app creation, penetration testing and remediation, hosting/co-location services, HD/IP based surveillance systems, IT staffing, VoIP	Gerard T. Capraro, President James D. DeLude, COO Varian Bohling, CTO	1993	16	3.	Quanterion Solutions Incorporated 266 Genesee St. Utica, NY 13502 (315) 732-0097/quanterion.com	15	cloud migration/managed-services provider, network architecting and security monitoring, infrastructure modernization & virtualization, cybersecurity assessment/penetration testing, desktop and server support	Preston MacDiarmid, President Stephen Redifer, Director of NCR Operations Dea Hunt, Director of Technology Joseph Caroli, Director of Technology Alex MacDiarmid, Director of Advanced Programs Eric MacDiarmid, Director of Administration	2000	110	4.	Covey Computer Software 901 Broad St. Utica, NY 13501 (315) 738-6016/coveydev.com	11	software development, mobile development, project management, software system integration	Andrew Docherty, President & CEO	2011	5.	CCNY Tech 11206 Cosby Manor Road Utica, NY 13502 (315) 724-2209/ccnytech.com	10 ²	managed-service provider for IT infrastructure for small and mid-sized businesses	Scott Fluty, CEO & President	1988	30 ²	6.	Connecting Point Computer Center 4522 Commercial Drive New Hartford, NY 13413 (315) 768-8151/connectingpointny.com	6	network installation and support, on-site service, in-house computer repair, remote technical support, authorized Apple service provider	Frederick Griffin, Owner Phil O'Gurk, Owner	1991	12	7.	Total Solutions I.T. Inc. 8057 Seneca Turnpike Clinton, NY 13323 (315) 724-9410/totalsolutions.com
2.	Capraro Technologies, Inc. 401 Herkimer Road Utica, NY 13502 (315) 733-0854/caprartech.com	15	IT-managed services, IT-managed security, cloud-computing services and consulting, software development and app creation, penetration testing and remediation, hosting/co-location services, HD/IP based surveillance systems, IT staffing, VoIP	Gerard T. Capraro, President James D. DeLude, COO Varian Bohling, CTO	1993																																				
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MV EDGE: COVID-19 is one more obstacle in the region's economic expansion

Continued from page 11

distribution center designed to service its Northeast customers," says DiMeo. "The \$71 million project will encompass 790,600 square feet and employ an estimated 225 people when the project is completed in early 2022. Orgill is the world's largest, independent hardware distributor serving more than 6,000 retail hardware stores, home centers, farm stores, and professional lumber dealers in the U.S., Canada, and in 50 other countries. The company's decision to build here in the Mohawk Valley is confirmation that this is an important cluster positioned for more development."

Building a foundation

"The renaissance in the Mohawk Valley didn't just happen because we focused on a few clusters," DiMeo points out. "You can't attract and grow businesses unless you have an environment in which they can flourish. This starts with an educated workforce eager to help companies be successful. What I hear repeatedly from businesses is that their primary concern is attracting and retaining an educated and motivated workforce. This means developing an educational system from kindergarten through university. Fortunately, the region hosts a number of institutions of higher education which graduate thousands of students annually in the arts, science, and technology. Area companies have also embraced student internships, which highlight the area's employment opportunities and encourage some students to stay here. Encouraging entrepreneurship is another part to developing econom-

ic growth. The Mohawk Valley has created a number of incubators ranging from MVCC's (Mohawk Valley Community College) downtown thINCubator; the Griffiss Institute's GIBI, designed as an intermediary between AFRL's research and area marketplace; and IDEA NY, a business accelerator targeting entrepreneurs in cybersecurity, UAS, and IT."

DiMeo emphasizes that the concern for education is just one of many components necessary to build a community's foundation. "We're also concerned about the quality of life here," he says. "We are developing vibrant downtowns in cities like Utica, Rome, and Sherrill. Continuing development in Utica's Bagg's Square neighborhood, Harbor Point, and the new downtown hospital are transforming the city into a place that attracts people to both live and work. In Rome, the city is developing the Floyd Ave. corridor to connect downtown to the Griffiss Park. Work is underway on the Air City Lofts, a mixed-use development which, in phase one, will include two four-story buildings. The 84-unit, market-rate apartment complex will also include 25,000 square feet of commercial space on the ground floor. Bonacio Construction [of Saratoga Springs] is developing the property and has an option for future site development. A new YMCA is another important development project planned along the corridor. Downtown, Rome is moving ahead with the renovation of the Capitol Theatre and the development of Copper City Lofts

across from City Hall, while the Cold Point Co. is building a new factory to manufacture heat pumps. Varflex, which makes electrical-insulating sleeving, is adding 12,000 square feet to its current 200,000-square-foot factory. In Sherrill, 600,000 square feet of the old Oneida Ltd. factory have been renovated and leased, which has revitalized the city."

The impact of COVID-19

Over the past quarter century, Mohawk Valley EDGE has overcome the community naysayers, regulatory hurdles, and multiple setbacks. For DiMeo, COVID-19 is one more obstacle in the region's economic expansion. "For the business community, COVID-19 is turning out to be both a positive and negative development," he observes. "On the negative side, a number of industries such as travel and leisure, health care, and education have been severely impacted by the lockdown. Manufacturing has seen disruptions to the supply chain, and worker illness has often interrupted or even shut down production. Small businesses, especially retail, are feeling the financial pinch because they normally don't have large cash reserves to maintain operations and many customers are reluctant to venture out.

"On the positive side, many businesses relying on online sales are thriving as the shift from bricks and mortar to the Internet accelerates. We're also seeing some signs where corporations are looking at bringing manufacturing back to the

area. It's too soon to tell, but 'onshoring' could be a boon to our economic growth. I think there is a likelihood of federal initiatives based on concern for national security that will mandate onshoring for certain industries ... This pandemic has also brought out the innovation spirit in business owners and managers to adjust quickly to a new environment and in many cases to reinvent themselves. Restaurants, for example, converted to takeout venues, and [spirits] distillers started manufacturing hand sanitizer. I also see a heightened corporate social responsibility to their employees, consumers, and the community. Many companies are donating to support the front-line workers and those negatively affected by the virus."

MV EDGE is also adapting to the pandemic's impact. DiMeo explains that "... the staff at MV EDGE has been busy working with area companies on how to reopen their businesses, establishing safety protocols, and explaining to more than 200 businesses the resources that are available including financing. In conjunction with Oneida County, we have sold and distributed 100,000 masks, partnered for the first 'Oneida County Shop Small Business Week,' and distributed over 200 'Restart Oneida County Reopening Kits.' But these activities have not diverted us from the basic mission of constructing a favorable operating environment in which businesses can continue to locate and grow here, creating a range of new job opportunities. We continue to capitalize on the region's strengths to build an economically diverse, competitive industrial ecosystem." As proof, despite the impact of COVID-19, DiMeo points to the \$2 billion in public-private investment currently underway in the Mohawk Valley. ■

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MOHAWK VALLEY ECONOMIC-DEVELOPMENT AGENCIES Ranked by No. of Paid Staff

Rank	Name Address Phone/ Website	No. of Paid Staff	Other Services Offered	Key Executives	Year Founded
1.	Mohawk Valley EDGE 584 Phoenix Drive Rome, NY 13441 (315) 338-0393/mvedge.org	13	a vertically integrated resource for businesses in Oneida and Herkimer counties providing solutions for project financing, packaging, retention, and attraction	Steven J. DiMeo, President Shawna Papale, SVP Economic Development Fred Arcuri, SVP Economic Development	1997
2.	Griffiss Local Development Corp. 584 Phoenix Drive Rome, NY 13441 (315) 338-0393/GriffissBusinessPark.com	8	promote, facilitate, and oversee the redevelopment of the former Griffiss Air Force Base	Elis DeLia, Board Chair Steve DiMeo, Authorized Representative Fred Arcuri, Secretary	1995
3.	Mohawk Valley Small Business Development Center (SBDC) SUNY Polytechnic Institute Utica, NY 13502 (315) 792-7547/http://nyssbdc.org/centers/centers.aspx?centid=13	5	one-on-one business counseling, business-plan development, startup assistance, sources of financing, government contracting assistance, training workshops, research services, and MWBE resources	Roxanne K. Mutchler, Director	1986
4.	Herkimer County IDA 420 East German St., Suite 101A Herkimer, NY 13350 (315) 866-3000/herkimercountyida.org	3	exemption from sales taxes, mortgage-recording taxes, real-property tax exemption, low-interest loan financing	V. James Bono, Board Chairman John J. Piseck, Jr., Executive Director	1969
5.	Madison County IDA 3215 Seneca Turnpike Canastota, NY 13032 (315) 697-9817/madisoncountyida.com	2	site location, business recruitment, business retention & expansion, business startup, and financial assistance; nonprofit bonding	Kipp Hicks, Executive Director	1975
6.	Oneida County IDA 584 Phoenix Drive Rome, NY 13441 (315) 338-0393/oneidacountyida.org	0	sales-tax exemption, mortgage-recording exemption, real-property tax exemption, bonding	David C. Grow, Board Chair Shawna Papale, Executive Director	1970
	Rome Industrial Development Corp. 584 Phoenix Drive Rome, NY 13440 (315) 337-6360/romeindustrial.com	0	commercial/industrial real-estate development and management, site/building location assistance, incentive and financial packages	Shawna Papale, SVP Economic Development Fred Arcuri, SVP Economic Development Christian Mercurio, VP Planning & Development	1959

Oneida County awarded NASA contract for air-mobility research at Griffiss Airport

BY ERIC REINHARDT
ereinhardt@cnybj.com

ROME — Oneida County Executive Anthony Picente, Jr. on Aug. 11 announced that NASA awarded the county an \$897,000 task order for advanced air-mobility development through a NASA contract with its UAS test site at Griffiss International Airport.

UAS is short for unmanned-aircraft system. A UAS includes a drone and equipment used to control its flight. A drone is also referred to in the industry as an unmanned aerial vehicle, or UAV.

The county's UAS test site in Rome will conduct research for NASA in automation technology to support "high-density" vertiport operations that allow for vertical take-off and landing of aircraft.

The Rome test site is one of just seven sanctioned by the Federal Aviation Administration in the U.S.

"Oneida County's long-standing partnership with NASA has proven to be a productive one," Picente said. "Together, we have conducted crucial research that has led to transformative advancements in the UAS industry. I look forward to the impact this new col-

laboration will have on the future of this emerging technology."

The task order is part of the advanced air mobility project, which is part of the integrated-aviation systems program of NASA's Aeronautics Research Mission Directorate, per the news release.

The work conducted will help support the project in understanding barriers to the operation of vertiports, "developing infrastructure requirements needed to increase their scale and maturing automation technologies to support the growth of their traffic," Oneida County said.

The goal of the research is to develop technology that will support "safe, secure, resilient and efficient," heavy-lift UAS cargo delivery.

The task is the latest in a line of orders from NASA and will be executed over the next year. Additional work is expected to be awarded as a result, Oneida County said.

"This new NASA task order has positioned Oneida County to be the leader in Advanced Air Mobility development," Oneida County Aviation Commissioner Chad Lawrence said. "It is a testament to the high quality of work conducted by our UAS test site and its partners." ■



FILE PHOTO CREDIT: ONEIDA COUNTY

Oneida County Executive Anthony Picente, Jr., seen here in a 2019 file photo, on Aug. 11 announced that NASA had awarded Oneida County a nearly \$900,000 contract for advanced air-mobility development at the drone test site at Griffiss International Airport in Rome.

The Central New York BUSINESS JOURNAL

NEXTGEN 2020

NEWS

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Unified Communications Meet the Team

LAURA CAHILL



I live in Camillus, NY with my fiancé, Andrew, and our 8 year old Rottweiler- Shepherd, Teagan, who is always keeping us on our toes with her antics. I have found a new love for gardening! It may have started

out of necessity to learn how to mow the lawn as my fiancé is usually busy this time of year between tee times, but I love it!

JOB POSITION

Laura is a Managed Solutions Specialist in our Unified Communications (UC) group. UC represents several of Usherwood's line of businesses to include Poly video conference, Microsoft Teams, telephony, and digital signage with coverage throughout the Northeast.

CERTIFICATIONS

Axis Network Video Certified Professional
Intermedia Unite Sales Certification for Private Label

SOUND BITE

My family background is always a fun topic – my dad was born and raised here in Syracuse on Tipperary Hill (hence the Irish connection). My mom was born and raised in El Paso, TX, coming to Syracuse for work with American Airlines. The two met at none other than Nibsy's Pub on Tipp Hill.



CAREER SUMMARY

I started with Usherwood as a Contracts Administrator, before moving into the role of Sales Analyst. In both positions, I worked closely with our sales professionals and gained great insight on different aspects of the business. When the opportunity presented itself to move into my current role, I felt my technical skills could provide value to our clients navigating through the ever evolving world of unified communications.



Q & A

What do you feel your team does better than anyone else in the industry?

I believe shared knowledge and communication sets our Team apart from others in our industry. Whenever a new feature is released or updated on any of our applications, we are excited to share with the Team. This not only keeps us all educated, but it also keeps that culture alive.

Tell us about how you are getting by in these difficult times with Covid-19.

I've been crafting my way through Covid!

Where do you see yourself in 20 years?

I hope in 20 years I see a lot of what I see today – surrounded by friends and family and a career that is always evolving with new technologies.

What are your future plans in Syracuse?

I moved into a new house last summer with my fiancé. We are getting married in September and excited to start that journey together!

What high school did you graduate from: West Genesee

What college did you attend: Keuka College

What sports did you play as a child and what were your favorites: I played hockey when I was very young – retired once I learned how to skate. Then I was a cheerleader in high school – sports were never my thing!

Are you on any boards or do you have any personal passions for community:

I am on the Board of Directors for the Syracuse St. Patrick's Parade. My role involves organizing our Grand Marshal Gala the evening before the parade each year. I am very proud of the work the parade does in conjunction with the Hunger Project to raise funds to support local agencies such as the Food Bank of CNY to fight hunger in our community.