

# Revitalize SYRACUSE

THE DOWNTOWN TRANSFORMATION



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SEPTEMBER 18, 2017 | ISSUE 37

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Phil VanHorne, President & CEO of BlueRock Energy

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James V. Breuer



Hueber-Breuer Construction Co., Inc., President

Downtown Committee of Syracuse, Board of Directors, Chairman



## A WORD FROM OUR SPONSORS



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### **J.D. Burrows**

Vice President of Marketing  
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REVITALIZE SYRACUSE

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Above: Photos of Downtown Syracuse. Photos courtesy of the Downtown Committee of Syracuse and Chuck Wainwright

# The urban pioneer & the bottle of wine that started it all

BY NORMAN POLTENSON | npoltenson@cnybj.com

SYRACUSE — Revitalizing Syracuse's downtown began with a bottle of wine.

## A Sip of History

Surprised? You shouldn't be. Wine has had a huge impact on the direction of history. The Romans developed glass containers for storing wine better, which in turn led to numerous new uses for glass in art and science. They also conquered most of Europe because the army mandated that all soldiers drink two to three liters of wine daily to maintain their health. (I'm sure it also served as a morale booster.) Wine contains antioxidants and vitamin C to promote good health; it is also acidic, killing bacteria in the water and keeping the soldiers on their feet.

The famous maritime-explorer Magellan loved wine so much that for his final voyage of circumnavigating the globe, he spent more money on ensuring an adequate supply of his favorite vintage than on weapons, food, and water. Magellan was killed in 1519 during a battle in the Philippines. Of the 237 crew members who set out with the intrepid explorer, only 18 returned. It can certainly be claimed that his discovery opened the globe to exploration; it is also reasonable to assume that wine played a role in sustaining his enthusiasm for the voyage.

In 1787, the U.S. Constitution was signed in Philadelphia by our Founding Fathers, most of whom were devotees of wine. Wine flowed so freely during the debates and eventual signing that Ben Franklin had people follow him around so he wouldn't detour into a tavern. After signing the document, the attendees threw a party for themselves featuring Madeira, Franklin's favorite adult beverage. The city has a wine festival every year to commemorate the role wine played in founding our country. Perhaps it should also celebrate the

fluidity of the prose contained in the document, attributable in no small measure to the generous supply of vinifera. Beethoven is noted for the proliferation of music he wrote: nine symphonies, 32 piano sonatas, one opera, five piano concertos, and numerous chamber works. His inspiration, in large part, was supplied by wine, which he sipped continually while composing. Proof of his passion for wine is confirmed by his autopsy: death was due to complications including cirrhosis of the liver.

Louis Pasteur invented a process to remove harmful bacteria and microbes. We associate the process of pasteurization with making milk and juice drinkable, but the purpose of Pasteur's experiment was to save the wine industry in France. While the wine industry no longer utilizes pasteurization, one man's interest in allowing consumers to enjoy their fermented-grape beverage changed the food industry forever. The knowledge Pasteur acquired in his experiments on the impact of bacteria on wine later led to his developing vaccines.

## The Urban Pioneer: Bob Doucette

I trust you are convinced that wine has changed the world. Let's flash back to the bottle (or two) that launched a revitalized downtown Syracuse. The year was 1982. Bob Doucette and his wife were having dinner at Phoebe's with good friends — George Curry and his wife.

"Over wine, George and I discovered that we shared a common passion: Living in an urban setting that was vibrant, close to a number of amenities, and diverse," recalls Doucette. "We both wanted a 24-hour city where people interacted and fostered a creative environment."

Doucette, who was born in Little Falls and grew up in Dolgeville, graduated from Le Moyne College



in 1969 with a major in sociology. His career path took him to our nation's capital to work for the U.S. government, back to Syracuse to earn an MPA from the Maxwell School at Syracuse University, and then rejoin the workforce with a stint at Hutchings Psychiatric Center before garnering a law degree from Syracuse University.

"I loved living in the city," says Doucette, "and I was really passionate, but I had no inkling of how to change things. George, on the other hand, was a licensed, landscape architect and a professor at SUNY-ESF who had studied urban planning and bought into the concept called 'mixed-use,' where a developer bundled retail, office, and residential space in the same complex. Neither of us had any practical, urban-development experience, but we made up for it with our enthusiasm."

Doucette and Curry formed the Armory Development & Management Company in 1984. "George and I focused on the Armory Square area, because the buildings were a mix of historic ... [structures] and dilapidated warehouses. Many were abandoned. Prices at the time were cheap: I like to joke that in 1984 you could have bought half of downtown for a couple of million dollars. In the 1960s and 1970s, residents and retailers had fled downtown for the suburbs.

**BOB  
DOUCETTE**

**CO-FOUNDER  
AND PARTNER**

Paramount  
Realty Group, LLC

▶ CONTINUED ON PAGE 48

# OTHER URBAN PIONEERS: **Steve Infanti, Sr. and Joel Shapiro**

**SYRACUSE** — In addition to Bob Doucette, a couple of other men took early leaps of faith that contributed to downtown Syracuse's transformation.

**BY NORMAN POLTENSON**

Steve Infanti, Sr., a native of Buffalo, knew Doucette from college. He was a year behind Doucette at Le Moyne College, where the two lived in adjacent rooms in Nelligan Hall.

Fast forward a few years and the pair partnered on a key redevelopment project.

"At age 35, I became a 50 percent owner with John Hull in the Hull Corporation, a local construction business," recalls Infanti. "When Bob [Doucette] decided to redevelop the Labor Temple, he came to us to handle the design/build. This was back in 1986-87 and the project was dependent in part on earning federal tax credits, which expired at the end of the year. That meant we were under the gun to complete the project on time or lose the credits. When we started the Labor Temple, I wouldn't say I was a true believer in urban development. I think my original feeling was that this was just another construction project. After completing the project, my partner, John Hull, and I decided to redevelop the Seneca Paper building. Other downtown projects followed on Walton Street, including the Center Armory project in the mid-1990s. Bob was the 'spiritual' leader on these projects, I brought my knowledge of construction, and Kevin Riley and Bernie Lawler of the Scolaro firm approached some of their common clients to become investors."

Infanti smiles as he explains the Center Armory project. "Timing is everything, and our timing was terrible," he admits. "After all our efforts to convince the city to approve the project and converting a parking lot into a beautiful, mixed-use edifice, the housing market fell apart. Of the 37 residential units we built, we had immediate commitments for 16. Just one problem: only five or six of those who committed were able to sell their houses and take occupancy in Center Armory. The partners in the deal ended up buying units to ensure we had sufficient

cash flow until the market changed. Despite this experience, the idea of redeveloping existing downtown structures grew on me. Armory Square was a rundown district of former meat and poultry slaughterhouses and neglected buildings. Nobody wanted to be there. It took me a while to buy into Bob's vision, but I have come to embrace it. I have also enjoyed working with a committed group of urban-development supporters who have stuck together in good times and bad. Just look at Syracuse today and how we have helped to change downtown. The vision was right, and I'm proud to have been part of it."

Infanti incorporated his own construction company — ConTegra — in 1992. He sold the assets to an employee in 2000, retaining only the corporate name. In 2013, he became an employee of St. Joseph's Hospital Health Center to help guide it in a \$240 million redevelopment and expansion project. On July 1 of this year at age 69, he returned to his construction consulting business, ConTegra Services, Inc. which may include more urban development.

## **Joel Shapiro**

Shapiro grew up in Oswego and went off to the University of Wisconsin-Madison to earn a bachelor's degree in social work. He launched his business career in Fort Lauderdale, Florida working as a headhunter in a new industry called cable TV. In 1982, he joined his father, Bernie, in running the Mr. Shop located in a mall in DeWitt.

"It was 1990, and our lease was coming up," says the younger Shapiro; "we were trying to decide whether to renew in the DeWitt location or move to the new Carousel Center which was set to open [on Oct. 15]. In the process of deciding which mall would suit us better, Bob Doucette and Pat Heagerty called on me to consider moving our business to Armory Square as the anchor tenant in the Hogan Block. Frankly, I had never thought about a downtown location, and my dad had no interest in being a pioneer. Bob and Pat were persistent, and I finally agreed to consider the proposal. My ... [due diligence] consisted of going downtown at 7 a.m. for three consecutive weekday mornings to see who was coming to work. I stood on the corners of West Fayette



**STEVE INFANTI, SR.**

**PRESIDENT**

ConTegra Services, Inc.



**JOEL SHAPIRO**

**OWNER**

Mr. Shop

and South Franklin Streets for two hours each day and then drove to ShoppingTown Mall to open the store. I returned during the lunch hour to watch the lunchtime crowd. To my surprise, I kept seeing my customers driving or walking by. By Thursday, some of them stopped and brought me a cup of coffee. By the end of the week, I knew the move to the Hogan Block would work. The key was to convince my father."

"Bob [Doucette] and I agreed to a short-term lease to confirm the idea that the Mr. Shop could be successful downtown. We operated that fall for three months and proved that the concept worked. Looking back, I confess it was partially a leap of faith, because there were only a few other retailers in the area, such as Pastabilities and the Crown [Hotel]. The first day we opened, I remember Pat [Heagerty] coming in with

▶ CONTINUED ON PAGE 48



## SUCCESS STORY

# Impressive Downtown Cathedral Restoration

BY JOURNAL CONTRIBUTING WRITER

The Cathedral of the Immaculate Conception needed work, Bishop Robert J. Cunningham recalls. After more than 125 years, “there were problems with heating and air conditioning. There were problems with the floors. There were exterior problems and the roof was creating problems.”

So, the Roman Catholic Diocese of Syracuse asked a group of developers and experts to come up with a plan and reached out to the community for support. From the day after Easter until early September, the cathedral was closed so workers could undertake \$12.5 million in restoration.

That work was made possible by “more than 8,600 generous individuals,” Cunningham says, stressing that the work on the cathedral was a restoration, not a renovation. He pointed out that even the paint colors were chosen with an eye toward returning the structure to its turn-of-the-20th-century glory.

“The cathedral for many people is a very special place,” the bishop says. He recounts weddings and important ceremonies that have taken place there over the decades. Catholics from throughout the diocese can marry at the cathedral, even if they regularly attend Mass elsewhere.

The diocese also renovated the Cathedral’s rectory to include space for a parish center.

Along with a new floor, rebuilt slate roof and updates to lighting that hadn’t been altered in 30 years, the cathedral received new altar furnishings. The pieces were built by Stickley Audi &

Co., the family-owned furniture maker based in Manlius.

Cunningham noted Stickley has employees from 46 countries, “immigrants and refugees — it shows what a wonderful contribution that people all over the world are making.”

The furniture includes a custom-made



PHOTO CREDIT: CHUCK WAINWRIGHT

bishop’s chair, made to fit Cunningham’s 6-foot-2 frame. Should a future, shorter bishop find the chair too tall, “we can get him a pillow for his feet,” Cunningham says with a smile.

While the cathedral had serious physical problems, Cunningham says there was never consideration of abandoning the landmark. “Not in my mind,” he says.

For him, the work wasn’t about just restoring what more than a century of Central New York weather had worn away. “I think beauty is an attraction. The beauty of this church can bring people to the truth,” he says.

The restoration has drawn crowds already. The diocese provided a sneak-peek during the Arts and Crafts Festival at the end of July and people lined up to look in at the work, which was then three-fifths complete.

The bishop can envision more people being drawn to the cathedral as young adults are discovering downtown can be a place to live, as well as a place to visit. “The city is the core,” says Cunningham, lauding the conversion of office space into apartments. “There’s more activity and it’s nice to see,” he says, adding that the diocese is considering ways to reach out to new residents of downtown.

Cunningham adds that funds that exceed the campaign goal will be used to serve the poor and others in need in downtown Syracuse. ■



# Downtown redevelopment activity includes several residential projects

BY ERIC REINHARDT | EREINHARDT@CNYBJ.COM

SYRACUSE — Area developers are working to renovate downtown buildings into venues with new apartments.

Merike Treier, executive director of the Downtown Committee of Syracuse, Inc., used a portion of her remarks at the organization's June 22 annual meeting to discuss the projects.

They include the work at the State Tower Building, which will soon include 63 apartments in the Pioneer Companies' \$36 million renovation.

"Across Water Street, Mike Wicker expands upon the Grange building's residential success. Plans call for two stories and nine apartments to be added to the property next-door. This \$2.4 million investment also features the new Hanover Deli and Grocery," Treier said.

The projects also include developer Luke Esposito's effort with a \$650,000 investment at the Lofts at 235 East Water Street. A new salon has opened on the ground floor.

Just outside Hanover Square, a \$43 million development at the former NYNEX telephone will include 180 residential units and new commercial space.

Developers John Funciello and Tony Fiorito handled the development work on the Syracuse Saving Bank, which has 21 apartments that overlook Clinton Square.

VIP Structures purchased the former *Post-Standard* building with plans for new residential units, commercial space, and street-level storefronts.

The projects also include the Horn Companies' \$5 million renovation of Herald Commons. Once home to the *Syracuse*

*Herald-Journal*, the building now houses 27 apartments.

A \$950,000 renovation is planned in a "long-vacant" structure near Columbus Circle at 205 East Jefferson St., which will add six apartments and a new restaurant, according to Treier.

Downtown's southern gateway is also

an \$11 million renovation that will add 52 apartments to the Empire Building at 474 S. Salina St., Treier said.

At the same time, a \$2.7 million project at 476 South Salina St. will include 24 residential units and commercial space.

Across Salina Street, the development team of Steve Case, Tim Lynn, and Joe Gehm will invest \$6.2 million into the former Addis Co. department store, which will include 18 apartments, office space, and street-level retail space.

Abe Einhorn purchased the Chimes Building with a \$5 million plan to build 90 additional apartments and upgrade the commercial spaces.

And, Ed Riley and the Hayner Hoyt Corp. are working on a \$26 million project to introduce upstate New York's first Hyatt House, a 120-room extended stay hotel. — ER



abuzz with construction activity.

The work includes a \$20 million project targeting Royce Residence's 305 apartments.

In addition, Owners Derek Persse, Rich DeVito, and Dave Schlosser are working on

ERIC REINHARDT/BJNN

The Pioneer Companies is working on a \$36 million renovation of the top floors of the State Tower Building at 109 S. Warren St. in Syracuse. The project includes 63 apartments.

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The Downtown Committee of Syracuse held its annual meeting on June 22, 2017 at the Grand Ballroom of the newly restored Marriott Syracuse Downtown. The attendees received an update on the substantial progress in redeveloping downtown Syracuse.



PHOTO CREDIT: CHUJIA WANG/RIGHT

# Tracking Growth in Downtown Syracuse: **The Downtown Committee**

Tracking progress is the responsibility of the Downtown Committee of Syracuse, and the numbers are impressive.

BY NORMAN POLTENSON  
NPOLTENSON@CNYBJ.COM

According to Merike Treier, the organization's executive director, "Right now, nearly \$200 million of investment in the city's core is underway. Just in the past few months, more than 800 new jobs have been added as businesses move downtown. In the past year, 24 new retail businesses have opened. Driving this growth is the continued repurposing of existing structures to create multi-use properties. There are 300 new apartment units in the pipeline with construction of 157 in process. Looking back to 2010, of the \$570 million invested in downtown Syracuse, half is attributable to residential re-development. The average market-rate rents currently are \$1,270 a month for a one-bedroom apartment and \$1,950 for a two-bedroom. Landlords tell me the occupancy rate is 99 percent, and they are able to raise their rents in this marketplace because of the demand," she says. Treier also points out that the success of re-development downtown has attracted new developers, some from out of the area.

Treier goes on to note that in the past decade, the downtown-residential population has grown 67 percent. "We now have 3,500 people residing in the city's core," she avers, "and by 2020 we will have added more than 500 new apartments. (The numbers translate into a compounded annual-growth rate of 8 percent.)

The average resident is spending \$520 a month on food and beverages, retail expenditures, services, and entertainment. The demographics of who lives downtown are revealing: 71 percent are under the age of 35, 87 percent have no children residing with them, and 17 percent are students. The residents are very well educated with 89 percent holding a bachelor's degree or higher, 80 percent are employed full time, 55 percent both live and work downtown, and one-third of the respondents indicate household income of \$100,000

or more, while 53 percent of households earn at least \$50,000 a year. More than half of the downtown residents are employed in four industries: professional, scientific, and technical services; health care and social assistance; education and training; and information media and telecommunications."

## The Downtown Committee

Formed in 1975, the Downtown Committee of Syracuse, Inc. is a 501(c)(4) corporation set up by the Metropolitan Development Association of Central New York (MDA).

"The Committee focuses on developing the core of downtown, whose boundaries are Interstate 81 on the east, Adams Street on the south, Onondaga Creek on the west, and Interstate 690 on the north," says Treier. "The organization has an independent board of directors appointed by the city's mayor. The state has designated the core as a special-assessment district whereby property owners in downtown pay a fee to support our efforts. This assessment contributes approximately 75 percent of our annual budget (nearly \$1.1 million in fiscal-year 2016-2017) with the remainder generated from parking fees, event sponsorships, the Farmers Market, grants, and other sources. The Committee employs a full-time staff of 13, plus seasonal employees. Six of the staff work at our office located at 115 W. Fayette St., while the rest work at the Security & Information Center and out of our maintenance garage all located near Harrison and Warren Streets."

Treier joined the Downtown Committee in October 2004 as an economic-development specialist. She split her time working both for the MDA and for the Committee. "The MDA

▶ CONTINUED ON PAGE 11

was a not-for-profit that represented the CEOs of the area's largest corporations and institutions," she continues. "Its goal was to assist companies in relocating or expanding in Central New York. In 2008, I focused all of my time on the Downtown Committee, and in 2011, I was appointed as the organization's executive director. In my tenure here, I have seen substantial changes. The Committee's original focus was on a city that operated daily from nine-to-five, and then everyone went home. Our success in residential development changed that: We are now dealing with a vibrant downtown that boasts a lively arts-and-entertainment scene that draws pedestrian traffic long after the sun goes down. Where once downtown was strictly a business and commerce district, today the sidewalks are busy with pedestrians walking their dogs, pushing strollers, and socializing at sidewalk cafés and restaurants. Our downtown residents have brought a new energy to the city center."

The Committee's mission includes programs to improve downtown's image, strengthen the economic base, increase the area's attractiveness, and assure its cleanliness, safety, and accessibility.

"People who attend our signature events are aware of the Committee's work. [For example], the annual, three-day Arts & Crafts Festival attracts an estimated 50,000 visitors to downtown. Rain or shine, the Farmers Market offers fresh, locally grown fruits, vegetables, flowers, baked goods, and more from dozens of area farmers and produce dealers. This year, the Downtown Living Tour gave 2,400 people access to some of the most talked-about downtown residences, which included open houses to showcase some of the amenities available that make Syracuse a 24/7 place to live, work, and play. These are just some of the events the Committee delivers for downtown Syracuse."

Treier points out that the Downtown Committee does more than put on events. "We spend a lot of time and energy on marketing and communications," avers the executive director. "Three of the staff members devote full time



## MERIKE TREIER

EXECUTIVE DIRECTOR

Downtown Committee of Syracuse

to marketing and communications. They are communicating with business owners, cultural institutions, individuals, and arts organizations to promote the array of offerings downtown. Every Thursday, our communications group emails 7,700 subscribers

with the latest news and an events sheet for the coming week. This is a critical component in promoting all of the positive changes happening in the central-business district. The team makes sure that information is easily accessible and communicated to all of our stakeholders and friends. Our website is a go-to resource for all downtown information including retail, restaurant, and parking options; up-to-date business listings; and a description of all of our events and programs. We also help area neighborhood organizations, such as the Armory Square Association, the Cathedral Square Neighborhood Association, and the Hanover Square Association,

with their marketing, communications, and administrative services in order to provide a collective voice for the district. In March, we released a new publication entitled 'A Guide to Public Art in Downtown Syracuse', which highlights our public-art collection and encourages people to explore and discover all that downtown Syracuse has to offer."

The Downtown Committee is also focused on ensuring that the city's core is attractive, clean, and easily accessible. Its crews provide daily maintenance through litter patrols, graffiti removal, flushing sidewalks in summer, plowing them in winter, and maintaining the 355 hanging flower baskets that beautify the downtown.

"Security is also high on our list," notes Treier. "Our security staff has a strong partnership with the Syracuse Police Department to ensure the safety of the residents, employees, and visitors. Our staff operates the Security & Information Center on South Warren Street, patrols downtown Monday through Friday, responds to numerous 423-HELP phone calls, purchases and maintains security cameras throughout downtown, and provides personal-safety seminars and security audits." — NP



# SYRACUSE OUR COMMUNITY. OUR HOME.

Established in 1978 within the heart of downtown Syracuse, Dannible & McKee is woven deep into the fabric of the community. We are devoted to supporting the revitalization throughout the area and share in the excitement of seeing the restored beauty and energy around us.

We are proud to call Syracuse our home.



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# BHG Looks Toward Continued Growth in 2018

**What has been the key to Downtown Syracuse’s revitalization and what role has your organization and/or project played in it?**

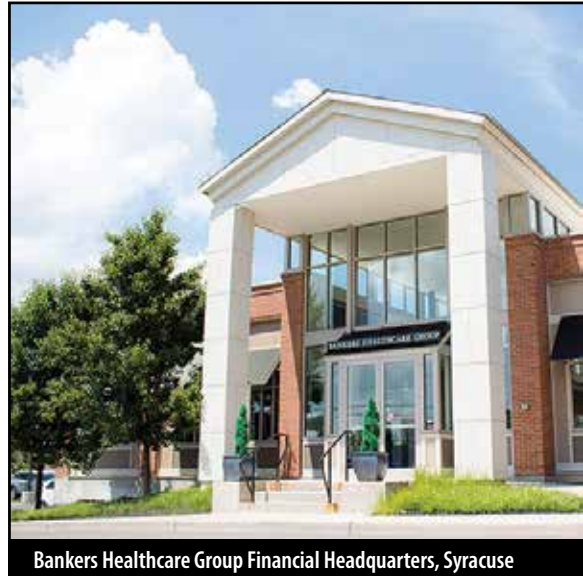
The key is seeing opportunity and acting on it. As BHG began to outgrow our previous space, we looked at moving to Franklin Square and saw an opportunity to rebuild, reinvigorate and grow even more. We took four dilapidated, abandoned buildings and turned them into two modern, beautiful buildings; an employee fitness center; and a parking lot. It’s important to us to be close to downtown to help attract young talent that wants to be near the action. It’s been exciting to be part of the transformation in our neighborhood.

**Describe your project (and/or organization) and what is distinctive about it?**

We’re experts in healthcare professionals’ borrowing needs. We understand their hectic schedules and their oftentimes immediate needs for working capital, which is why we make the loan application and funding processes as fast and convenient as possible. Since our founding 16 years ago in Syracuse, we’re proud to have become the leading provider of financial solutions for healthcare professionals. We’ve enjoyed growing our business in Syracuse and are fortunate to have incredibly smart, talented people driving our success and making BHG a great place to work.



Bankers Healthcare Group CEO Al Crawford



Bankers Healthcare Group Financial Headquarters, Syracuse

**Where is downtown Syracuse heading in the future and what challenges remain?**

Organizations like CenterState CEO and Downtown Committee of Syracuse need to help drive a successful future for Syracuse. The challenge is attracting businesses in such a high tax climate. Something has to be changed to make doing business in Syracuse, and New York State as a whole, affordable for owners. We also need to make Syracuse more family-friendly by improving the schools and offering more family-centric activities. And as more couples start their families, what can be done to keep them downtown?

**What is next for your organization and what is its outlook?**

BHG is driven by innovation, and we have exciting new offerings planned for 2018. We have a very positive outlook and forecast continued growth, maintaining our upward momentum over the past 16 years. Beyond financial success, BHG is focused on increasing our staff and expanding our locations in Syracuse.

## ABOUT US:

**Company name:**

Bankers Healthcare Group

**Address:**

201 Solar St. Syracuse, N.Y. 13204

**Phone:** 866.297.4664

**Website:**

www.bankershealthcaregroup.com

**Type of business:**

Financial services

**Number of employees:** 120

**Annual revenue:** \$138 million

**Products and services:**

Working capital loans, patient financing, student loan refinancing, business & personal credit cards for healthcare professionals

**Key officers:**

CEO/Co-Founder: Al Crawford  
CFO: Ed Durant  
SVP/General Counsel: Chris Cali, Esq.  
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Syracuse Mayor Stephanie Miner on June 22 addressed the annual meeting of the Downtown Committee of Syracuse, Inc. She discussed the progress made in revitalizing downtown Syracuse.



ERIC REINHARDT/BJNN

# Miner reflects on downtown's revival during Downtown Committee annual meeting

BY ERIC REINHARDT | EREINHARDT@CNYBJ.COM

SYRACUSE — Syracuse Mayor Stephanie Miner in June reflected on the changes in the downtown area of Syracuse since 2010 when she took office.

“We have seen a remarkable dynamism in downtown since 2010,” Miner said in her opening remarks at the annual meeting of the Downtown Committee of Syracuse, Inc. on June 22.

The website dictionary.com defines dynamism as “great energy, force, or power.”

Miner said that in Syracuse it resulted from a “combination of things.”

“Partnerships, most importantly, but also a relentless focus on making sure that we have the right priorities and that we fund those priorities,” the mayor noted.

Speaking in the grand ballroom of the Marriott Syracuse Downtown, the former Hotel Syracuse, Miner told the gathering “it’s hard to believe” there was ever a time when Syracuse didn’t have the hotel and a room

filled with people interested in downtown.

“But we did and we now have a downtown that is seeing record numbers of occupants, people walking dogs, people complaining about people not picking up after dogs,”

Miner said in a comment that drew light laughter from some of the attendees.

She also noted the downtown area has “lots” of residents and discussion about mixed-use development.

“But this grew because of visionaries, creative types, and entrepreneurs and people who were willing to network with other people and focus on these

goals,” Miner added.

The mayor said those partnerships wanted to “renew the promise” of Syracuse and to create a “thriving” 21st century city.

“It has not always been easy and it was not something that we could accomplish overnight,” she added.

Miner also contended they’ve made “great progress” in that endeavor.

She recalled launching her mayoral campaign in 2010 in a vacant parking lot, which

the Inns at Armory Square now occupies. It’s next to the Washington Station office building and adjacent to the Onondaga Creekwalk.

The Syracuse mayor also noted that more than 700 new residential units have come online since 2010, with more than 250 “in the works,” with anticipated openings in the next 18 months.

“And long vacant buildings are now starting to see developers express interest and, indeed, renovate those buildings. All of this happened, as I said, because of a focused, principled development strategy,” Miner said.

The mayor added that people need to understand that technology is going to be a “key component” of how Syracuse can move forward, noting that the City has completed its broadband study.

The City of Syracuse has also announced a plan for small cells, which will improve cellular service across the city.

It has partnered to launch business.syr.gov.net, which Miner contends offers “one-stop shopping” for small-business matters and permitting.

“We believe that downtown has a great future and I am pleased to say thank you to all of you for working together with us and the City and with me as Mayor to make that possible,” Miner said.

— ER



# SIDA allocates \$213,000 for additional security measures in downtown Syracuse



ERIC REINHARDT/BJNN FILE PHOTO

A security camera in downtown Syracuse. The Syracuse Industrial Development Agency (SIDA) in late June approved \$213,000 for additional security patrols, cameras, and maintenance staff in downtown.

BY ERIC REINHARDT | EREINHARDT@CNYBJ.COM

SYRACUSE — The Syracuse Industrial Development Agency (SIDA) in late June approved \$213,000 for additional security patrols, cameras, and maintenance staff in downtown Syracuse.

The funding will support existing programs that the Downtown Committee of Syracuse, Inc. administers, the office Syracuse Mayor Stephanie Miner said in a news release.

The service agreement that SIDA ap-

proved seeks to “accommodate the burgeoning neighborhood,” Miner’s office added.

The agreement includes \$113,000 for additional evening and weekend security patrols, \$70,000 for cameras wired into the Syracuse Police Department, and \$30,000 for environmental-maintenance crews in public spaces.

The Downtown Committee of Syracuse will provide the security patrols and maintenance workers.

“With more than 700 new residential units

coming online since 2010 and 250 more slated to open in the next 18 months, downtown Syracuse has transformed into a 24-7 neighborhood — and we could not be more excited. This funding will ensure the area receives the additional services it needs as it continues to grow,” Miner said in the release. “Ensuring Downtown remains safe, secure, and clean is an important priority and I am pleased SIDA has voted to make this a priority.”

Downtown Syracuse “currently boasts” a 99 percent residential-occupancy rate, according to the mayor. — ER

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# NASCENTIA HEALTH: Tomorrow's Healthcare Today

**What has been the key to Downtown Syracuse's revitalization and what role has your organization and/or project played in it?**

People are central to Downtown Syracuse's revitalization. People who live, work and play in the area. People who have a strong vision for the city's future and embrace every opportunity for growth, improvement and innovation. Kate Rolf, President and CEO of Nascentia Health, is one of these people. Together with the system's leadership team and Board of Directors, she made a conscious decision to build the system's new headquarters at the site of our current building at 1050 West Genesee Street. Keeping the headquarters at this site will best serve the citizens of Downtown Syracuse. Syracuse is also a centralized location for our 500+ employees who, while traveling across our 48-county service area, use the headquarters as their main base of operations.

**Describe your project (and/or organization) and what is distinctive about it?**

Nascentia Health is a dynamic and ever-growing system dedicated to protecting, preserving and advancing our region's healthcare environment. The construction of our new, state-of-the-art operational headquarters at 1050 West Genesee Street, Syracuse will allow us to continue meeting the needs of our patients, employees, and the



TOMORROW'S HEALTHCARE TODAY

community, ensuring our legacy of service endures well into the future. The 47,000-square-foot building will allow for an expanded and centralized location of our Continuing Care Call Center, which will serve as the point-of-entry for home and community-based services. Space will also be allocated for public use (community room and outpatient PT/OT suite), bringing community members closer to the services that can assist them across the lifespan and continuum of care.

**Where is downtown Syracuse heading in the future and what challenges remain?**

Significant progress has been made in the revitalization of Downtown Syracuse, but there are still plenty of opportunities for continued evolution. As the city continues to shift away from a manufacturing economy and the urban population grows, demand for affordable housing and efficient transportation in and around the Downtown

area will continue to increase, as will the demand for services the area's new residents require. The future of the I-81 corridor is of particular concern, as is the city's ability to combat ongoing urban sprawl. Efficient use of new and emerging technologies that will help manage the city's assets (schools, libraries, transportation systems, hospitals, law enforcement, etc.) will be vital to improving the efficiency of services and meeting residents' needs.

**What is next for your organization and what is its outlook?**

In mid-September, VNA HomeCare, VNA HomeCare Options, Home Aides of Central New York, and all our affiliated organizations and foundations were unified as one new healthcare system – Nascentia Health. This new system reflects our continued commitment to providing the best possible care. We no longer view the services and programs we offer as separate entities, rather we understand that exceptional care is only possible through true collaboration and a unified vision. This collaborative approach to serving people in their homes allows us to treat patients holistically. We're committed to treating the whole person. We address immediate needs, help support positive long-term medical and lifestyle choices, and leverage leading-edge, in-home care technologies to promise more effective care and a healthier community.

**ABOUT US:**

**Company name:**  
Nascentia Health

**Address:**  
1050 West Genesee Street,  
Syracuse, NY 13204

**Phone:** 888.477.HOME

**Website:**  
www.nascentiahealth.org

**Type of business:**  
Home care

**Products and services:**  
In-home nursing and medical services; home health aides and elder care; complete cross-continuum care management; community health and wellness programs; transportation, equipment

and innovative care technology; chronic disease management; and managed long-term care.

**Key officers:**  
• President and Chief Executive Officer - Kate Rolf, MBA, CHCE, FACHE  
• Chief Financial Officer - June Castle, CHCE

• Chief Clinical Officer - Andrea Lazarek-LaQuay, RN, MS  
• Chief Operating Officer - Cheryl Manna

**Number of employees:**  
549

**Annual revenue:**  
\$250,000,000



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## Nascentia Health

A collaborative approach to exceptional care

VNA Homecare, VNA Homecare Options, LLC, Home Aides of Central New York, Inc., and all our respective affiliated organizations and foundations are now unified as one new healthcare system - Nascentia Health. This new system reflects our continued commitment to providing the best possible care to those we serve.



# Nascentia Health

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# Millennials drive growth in urban living, work

## Syracuse is seeing these trends as well

BY NORMAN POLTENSON | NPOLTENSON@CNYBJ.COM



**ROB SIMPSON**  
PRESIDENT & CEO  
CenterState CEO

Driving the demand for living and working in urban environments, including downtown Syracuse, are the millennials. Also known as Gen Y, this cohort is 77 million strong and slightly larger than the baby boomers.

The millennials, those according to Nielsen Holdings born between 1977 and 1995, represent 24 percent of the U.S. population. Nielsen breaks them into two categories: younger, those born from 1986-1995, and older, those born from 1977-1985. The millennials are described by Nielsen as the social generation, the founders of the social-media movement. They are constantly connected through online and mobile and prefer living in dense, diverse urban villages where social interaction is just outside their front doors. Millennials value authenticity and creativity and they prefer to buy local goods. They care about families, friends, and philanthropic causes, and their economic attitudes have been shaped by growing up during the Great Recession of 2008.

The younger members of the cohort currently have an annual, median income of \$25,000 and are most likely students or new graduates; the older members have a median income of \$48,000 and are more established with careers and starting a family. They are frugal, more resourceful, and wary of investing in the stock market, although they are saving regularly by investing

in their 401(k)s. This cohort eschews contact with financial advisors, preferring to handle its own finances, primarily online.

While millennials are wrestling with modest salaries, they still represent nearly 15 percent of all Americans with assets above \$2 million, due to their penchant for investing in startups and operating their own businesses. Only 21 percent is married compared with 42 percent of baby boomers at the same age. Millennials make up 20 percent of same-sex couples and are the most racially/ethnically diverse generation in America: 19 percent Hispanic, 14 percent African-American, and 5 percent Asian. While boomer and millennial cohorts are approximately equal in size, the former was fueled by high birth rates while the latter is driven largely by immigration.

Nielsen finds that the millennials have been hit particularly hard by economic conditions (the 2008 recession) and student debt. Still, this generation is both optimistic and ambitious. Despite low paychecks, the group is philanthropic with three-quarters making a gift to a charitable organization. The primary causes are education, poverty, and the environment. The Nielsen study finds that 60 percent of millennials prefer to buy from socially responsible companies and are willing to pay more for a product if it's good for the environment.

It appears that the "American dream" is transitioning from the image of the white picket fence to the brownstone stoop in the heart of the city. The millennials prefer living in communities in close proximity to a mix of shopping, restaurants, and offices. The area must be diverse and pedestrian friendly with public areas for community gathering. This cohort is not putting down roots yet, and two-thirds are renters. They also prefer not to drive and own cars: Their preference is to walk or use public transportation.

Syracuse is seeing these trends as well and businesses and economic-development organizations are responding.

"The residential development is changing downtown and helping to draw businesses back into the city's core. Corporations recognize that millennials prefer to live and work in an urban setting, so relocating is critical to attracting them for employment," says Rob Simpson, president and CEO of CenterState CEO, the successor organization to the MDA. "CenterState has been proactive in this effort, but our focus is wider than just the downtown district. We want to see more development in the ring areas around the core, including Little Italy, the Near West Side, the Inner Harbor, the Hill, Franklin Square, and the Hawley-Green areas. Our goal is to share the prosperity of downtown with the greater community.

He continues, "The changes in a short period of time have been dramatic, including completion of the Connective Corridor between Syracuse University and downtown. This project is a metaphor that overcomes the [decades-long] disconnect between the Hill and the city. The numbers tell the story of Syracuse's downtown growth, but they don't explain the excitement and vitality of seeing people everywhere eating, shopping, hurrying to work, and enjoying numerous events. Nor do the numbers explain the passion of developers like Ed Riley, who, through real adversity, persisted in restoring the Hotel Syracuse to its original luster. The \$76 million restoration project is now the southern gateway to the city, which, in turn, has inspired a number of other developers to convert buildings surrounding the Hotel."

— NP

## SUCCESS STORY

# BlueRock Turns to Solar For Even More Growth

BY JOURNAL CONTRIBUTING WRITER

Fourteen years ago, when Phil VanHorne started BlueRock Energy Inc. out of his home, he could not have foreseen the business it has grown into today, serving five states with 80 employees and headquarters in a revitalized downtown Syracuse. And VanHorne is confident more growth is on the way.

Founded as New York Energy — “that name never worked,” VanHorne says, so he changed it to BlueRock in 2005) — the company is focused on providing electricity and natural gas to residential customers and small- and medium-sized businesses.

In the past year, the company expanded with a division that provides energy-efficiency products — such as LED lighting — and another that undertakes solar-power projects. “Solar is really taking off,” VanHorne says. Already the two divisions account for some 15 percent of BlueRock’s revenue.

“Community solar” is at the heart of BlueRock solar’s operations, VanHorne explains. The company builds solar installations that provide electricity to apartment dwellers, homeowners, and businesses. The solar arrays can be built in optimal spots for energy production and the company handles making connections and maintaining the array.

There is one such BlueRock array in operation in Millport, N.Y., south of



PHOTO CREDIT: BLUEROCK ENERGY

Watkins Glen; another under construction outside Ithaca; and a third in the works on Grand Island, near Niagara Falls.

While those projects are all in New York, BlueRock provides energy services in Massachusetts, Connecticut, New Jersey and Pennsylvania, as well as across the Empire State. In those markets, BlueRock provides custom energy

he says. “People like to have choices.”

When it came time to choose where BlueRock would house its growing business, VanHorne picked downtown Syracuse, specifically the Barclay Damon Tower on East Jefferson Street.

“It’s in the heart of the business district,” he says, noting there are lots of choices for eating lunch and company employees can walk to after work events or get-togethers. VanHorne solved his employees’ parking problems by insisting that the lease include indoor parking for all who work at BlueRock’s downtown office.

VanHorne hears employees talk about moving to one of the growing number of downtown apartments. He notes that one employee lives in the Dey’s Plaza Apartments. “She literally walks across the street to go to work,” he quips.

VanHorne backed up his optimism about the company by investing. When BlueRock moved into its new space — home to 56 of the company’s 80 employees — it came set up with space for more than two dozen additional workers. VanHorne expects to hire for everything from sales, to IT, to project managers and operations.

He’s confident he’ll be able to fill the spots. With few exceptions, VanHorne says, he’s been able to find good candidates from right here in Central New York. ■



programs that allow customers to avoid price spikes and enables them to choose precisely how much “green” energy they want in their mix. “We provide a customized energy supply plan,” VanHorne says. “You don’t have to buy a one-size-fits-all plan from a foreign-owned monopoly.”

For New York, he says, all the green energy is produced right in the state. Green power comes at a premium, VanHorne explains. “Those premium dollars stay in New York and go toward more projects here.” Customers like that,

# Marriott Syracuse Downtown owner says hotel symbolizes the community's comeback



BY ERIC REINHARDT | EREINHARDT@CNYBJ.COM

SYRACUSE — In its first year of operation, the renovated Marriott Syracuse Downtown attracted more than 1,400 business meetings and hosted more than 100 wedding receptions.

Its catering staff uncorked about 7,200 bottles of champagne in that time period, according to the hotel.

The venue at 100 East Onondaga St. is the former Hotel Syracuse.

Ed Riley, owner of the Marriott Syracuse Downtown, says the first year in operation under the new name was “extremely rewarding from various aspects.”

“It has become, whether we intended this or not, ... sort of a symbol of bringing our community back and what we can do when we all put our shoulders to the grindstone and we want to get something done in this community,” Riley says.

Paul McNeil, the hotel’s general manager, called the first year of operation “successful and exceeding expectations.”

Both Riley and McNeil spoke with BJNN on Aug. 14 in the hotel’s lobby.

The Marriott Syracuse Downtown employs about 260 people, including 156, or 60 percent, who reside in the city of Syracuse.

The hotel originally expected to have Syracuse residents account for 20 percent of its employee count.

The Marriott Syracuse Downtown accommodated 75,000 visitors during the past 12 months, “driving needed revenue into the city’s tourism-promotion efforts,” the hotel says.

Riley declined to provide revenue information for the hotel.

## Business meetings

Since it reopened in August 2016, the Marriott Syracuse Downtown hosted more than 1,400 business meetings.

“It could range from a 10-person meeting up to a 1,000-person meeting,” says McNeil.

The meetings included Syracuse Mayor Stephanie Miner’s final “State of the City” address on Jan. 12, a media event for the New York State Canal System’s designation as a national historic landmark on Jan. 18,

and the annual meeting of the Downtown Committee of Syracuse, Inc. on June 22.

The hotel’s conference center has hosted regional meetings involving state agencies, something that Riley called “one of the pleasant surprises” of the first year in operation under the new name.

“It adds people into room nights on the overnight stays. It brings people into this hotel that do their business meetings but then go somewhere else for lunch or dinner, so they’re spending in Armory Square. They’re spending in other areas of the city,” says Riley.

## Weddings

The Marriott Syracuse Downtown hosted about 120 wedding receptions in the last 12 months, and in some cases, the wedding ceremony as well.

“We’ll probably do 200 weddings next year [in 2018],” says McNeil.

The influx of wedding-reception reservations seemed to answer a question that Riley had about the hotel. Would the community come back? he wondered.

Riley realized the hotel had been closed for “almost a whole generation” and wondered if younger people, those who didn’t grow up knowing the Hotel Syracuse, would “embrace it and appreciate it” the way their elders did.

“I can say that the parents, the grandparents, and the later generations have all come back and enjoy it and continue to create memories,” says Riley.

Besides weddings, the venue has also hosted high-school proms, galas, and bar mitzvahs, McNeil adds.

## Nonprofit program

The Marriott Syracuse Downtown has a program called “Spirit to Serve: Community Piece of the Puzzle,” in which the hotel makes a donation to a local nonprofit agency that the hotel’s employees choose.

“Part of the money that’s spent at the hotel goes into a fund that the associates here make a decision as to where it goes. Some of the recipients of that support have been community nonprofits that literally supported these associates,” Riley notes.

The recipients included Literacy CNY, to which the Marriott Syracuse Downtown awarded a \$2,000 grant.

ERIC REINHARDT/BJNN

Ed Riley (left), owner of the Marriott Syracuse Downtown, and Paul McNeil, the hotel’s general manager, on Aug. 14 spoke with BJNN to reflect on the hotel’s first year of operation following the massive renovation project.

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# Marriott Syracuse Downtown's executive chef is inducted into Chefs Culinary Hall of Fame

BY JOURNAL STAFF | NEWS@CNYBJ.COM

SYRACUSE — Marriott Syracuse Downtown's executive chef, Tom Kiernan, has gained national recognition as a new inductee into the American Academy of Chefs Culinary Hall of Fame.

The ceremony, held on July 11 at Walt Disney World Resort's Coronado Springs Resort, honored Kiernan along with several fellow chefs whose outstanding attributes have earned the respect of their peers, according to a news release from the Marriott Syracuse Downtown.

The American Academy of Chefs is the honor society of the American Culinary

Federation, and represents the "highest standards of professionalism" in the industry, the release stated. Its goal is to promote scholarship, training, and mentoring to students and up-and-coming culinary professionals.

"We're thrilled, and not at all surprised, to see Tom recognized by his peers on the national stage," Paul McNeil, general manager of the Marriott Syracuse Downtown, said in the release. "Our hotel benefits daily from the considerable talent, vision, and commitment he brings to the dining program at Eleven Waters and at our new Shaughnessy's Pub, both of which he has masterfully ushered from

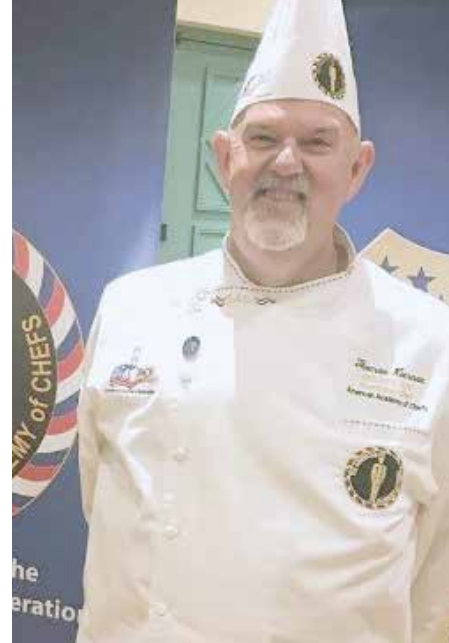


PHOTO CREDIT: MARRIOTT SYRACUSE DOWNTOWN

concept to fruition."

Kiernan's past experience spans kitchens in New York City, the Boston waterfront, and the Caribbean.

Kiernan was honored as a guest chef at the James Beard House's famed Empire State Fest in 2015. That same year, he was named Chef of the Year by the Syracuse chapter of the American Culinary Federation. Kiernan graduated from the Culinary Institute of America. ■



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## SUCCESS STORY

# Hueber-Breuer Sees Vibrancy Returning to Downtown

BY JOURNAL CONTRIBUTING WRITER

SYRACUSE — Jim Breuer, president of Hueber-Breuer Construction Co., Inc. can trace his family's commitment to Central New York and downtown back five generations with a sixth generation — his children — fully involved now.

Lately, the company's work includes revitalizing and repurposing buildings it has worked on in the past. In the 1980s, Hueber-Breuer renovated buildings on Erie Boulevard for use by Niagara Mohawk. In 2013, the construction company bought the property and renovated it into luxury apartments known as Creekwalk Commons. In 1990, Hueber-Breuer added to the Warren Street headquarters for Excellus BlueCross BlueShield. Today, Hueber-Breuer is again part of new life for the building with its conversion into Icon Tower, eight floors of 89 market-rate apartments atop two floors of commercial space.

Redevelopment is creating a new, different downtown Syracuse from the one Breuer remembers as a young man. That downtown was a hub of business and a center for retail for the region. Now, downtown is attracting residents who choose to live in the urban core. "It's part of a national trend of people wanting to live in an urban setting close to restaurants, entertainment, and culture, and not wanting to be as dependent on the suburbs."

"They are making it vibrant again — in a different way," Breuer said, volunteering that he can see the increasing number of downtown residents driving development of entertainment and personal services by turning what once was an area busy during the day and quiet at night into, "a 24-hour neighborhood." Already he is seeing businesses rethinking their suburban locations and considering moving downtown.

There are challenges, of course. The city's infrastructure is a concern and downtown will need amenities so residents can walk to meet their needs rather than get

back in their cars to head for the suburbs, Breuer said.

There are also major pluses, Breuer



PHOTO CREDIT: HUEBER-BREUER CONSTRUCTION CO., INC.

From left to right: Charlie Breuer, Jim Breuer, and Andy Breuer of Hueber-Breuer Construction.

pointed out. For one thing, the region's workforce is well regarded and plentiful. "One comment we constantly hear is how good our labor force is in Central New York. It's a very qualified, dedicated workforce. That's an asset we have and hopefully it will get more recognition."

Breuer said that that unlike other parts of the country, the Central New York region has enough workers to meet the needs. With a full complement of projects underway, requiring an array of skilled workers, Breuer said he's been able to find people to do what needs to be done.

From the top floor of the round Crowne Plaza Hotel, which Hueber-Breuer renovated 15 years ago, Breuer can look out

toward a number of recent projects, including One Group on North Clinton Street, Embassy Suites across from Destiny USA, The Dietz Lofts at the Lantern Factory on Wilkinson Street, and Dineen College of Law at Syracuse University. Walk two blocks east from the hotel to see Theory Syracuse under construction, new housing for Syracuse University students.

He can also look toward the old Central





**LISA SOMERS**  
GENERAL MANAGER  
D-Train, LLC

# What's needed next?

BY NORMAN POLTENSON  
NPOLTENSON@CNYBJ.COM

There is uniform agreement that a key to revitalizing downtown Syracuse is ensuring a diverse population. Affordable housing will be key.

## The goal of affordable housing

“Syracuse should have a broad appeal,” says Rob Simpson, president and CEO of CenterState CEO. “The city should attract families, retirees, and young people. Right now, the demand for market-rate apartments downtown is strong and attracting both young professionals and empty-nesters. Building mixed-income properties downtown that rent for \$700 to \$800 a month is far more challenging. One successful example is the multi-family Royce Residence on South Clinton Street which offers studios, one-bedroom, and two-bedroom apartments. The 305-unit high-rise was built in the early 1970s and just underwent a total rehabilitation. (The project, undertaken by the Mulholland Group of Whitestone, New York, cost \$40 million, which included both the property acquisition and improvements.) The only way to finance a project like this is through government grants, prop-

erty-tax exemptions, utilizing an array of loan funds, the sale of low-income-housing tax credits, tax-exempt bonds, and the support of HUD. (The U.S. Housing and Urban Development Department guarantees the rents through its Rent Adjustment Demonstration Program.)”

Building low-rent properties downtown, however, is a complicated process, and few developers are willing to undertake it. “I think the reality is that these properties can be developed more easily in the ring neighborhoods that surround the core where properties are cheaper,” opines Simpson. “A good example of this is the Butternut Commons project on the North Side. The owners have built a mix of apartments and retail stores in phase-one and are now constructing town-houses in phase-two. They did receive a partial property-tax exemption for 10 years and were exempted from the mortgage-recording tax and sales taxes on construction materials, which is pretty standard for private developers. The project is located in an economically dis-

▶ CONTINUED ON PAGE 56

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— T. Boone Pickens



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# Recent City of Syracuse Construction Projects

(excerpted from *CNY Construction Projects*,  
March 6, 2017, CNYBJ)



- **Completion Date:** April 15, 2017
- **Building Owner:** Upstate Portfolio
- **Construction Manager:** CBD Companies
- **Architect:** Dalpos Architects & Integrators
- **Engineer:** Integrated Design, Inc.
- **General Contractor:** CBD Companies

## Holmes King Kallquist & Associates, Architects, LLP

### State Tower Building

- **Project Description:** Interior and exterior renovation including construction of 50+ new apartments.
- **Project Location:** Syracuse
- **Total Construction Cost:** \$19 million
- **Approximate Square Footage:** 180,000
- **Building Owner:** The Pioneer Companies
- **Construction Manager:** The Pioneer Companies
- **Architect:** Holmes King Kallquist & Associates
- **Engineer:** Argus Engineering



### Hotel Syracuse

- **Project Description:** Interior and exterior renovation/restoration of the historic Hotel Syracuse. Continuing with restaurant design and build-outs.
- **Project Location:** Syracuse
- **Total Construction Cost:** \$63 million
- **Approximate Square Footage:** 473,000
- **Building Owner:** Ed Riley
- **Construction Manager:** The Hayner Hoyt Corp.
- **Architect:** Holmes King Kallquist & Associates
- **Engineer:** IDP Engineering; Klepper Hahn & Hyatt, EDR; C&S Cos.
- **Landscape Architect:** Environmental Design & Research

## Hueber-Breuer Construction Co., Inc.

### #Blvd 404 (now called UPoint)

- **Project Description:** One of the newest off-campus residence communities, with six

## ARGUS ENGINEERING, PLLC

### State Tower Building

- **Project Description:** Historic rehab.
- **Project Location:** Syracuse
- **Total Construction Cost:** \$20 million
- **Approximate Square Footage:** 180,000
- **Start Date:** Jan. 1, 2017
- **Completion Date:** Dec. 31, 2017
- **Building Owner:** Pioneer Companies
- **Architect:** HKK Architects
- **Engineer:** Argus Engineering, PLLC

### VNA Homecare

- **Project Description:** New headquarters.
- **Project Location:** Syracuse
- **Total Construction Cost:** \$10 million
- **Approximate Square Footage:** 45,000
- **Start Date:** Jan. 1, 2017
- **Completion Date:** Dec. 31, 2017
- **Building Owner:** VNA Homecare
- **Construction Manager:** The Hayner Hoyt Corporation
- **Architect:** King + King Architects
- **Engineer:** Argus Engineering, PLLC

## CBD Construction, LLC



### Barclay Damon

- **Project Description:** Class A office build-out for single law firm encompassing four separate floors and a rooftop lounge.
- **Project Location:** Syracuse
- **Total Construction Cost:** \$5.4 million
- **Approximate Square Footage:** 65,000
- **Building Owner:** CBD Companies, LLC
- **Construction Manager:** CBD Construction, LLC
- **Architect:** King + King Architects
- **Engineer:** Bergmann Associates

- **General Contractor:** CBD Construction, LLC
- **Primary Subcontractors:** AAPEX Services of New York, ABJ Fire Protection, Allied Electric, ATL Plumbing, Bon Ton Glass, BR Johnson, Clearwood Custom Carpentry, The Effect Group, Integrated Industrial Systems, Jett Painting, Knudsen & Associates, Simplex Grinnell, TAG Mechanical, Truax & Hovey, Ward Steel, Weather Tight Solutions.
- **Financing Source:** M&T Bank



### Arcadis US, Inc.

- **Project Description:** Class A office space relocating Arcadis US, Inc. from Dewitt to downtown Syracuse. Office layout appeals to both the indigenous and traveling employees of Arcadis.
- **Project Location:** Syracuse
- **Total Construction Cost:** \$1.7 million
- **Approximate Square Footage:** 40,000
- **Building Owner:** Upstate Portfolio, LLC
- **Construction Manager:** CBD Construction, LLC
- **Architect:** CallisonRTKL Architects P.C.
- **Engineer:** MG Engineering D.P.C
- **General Contractor:** CBD Construction, LLC
- **Primary Subcontractors:** AAPEX Services of New York, BR Johnson, Burns Bros Plumbing, Clearwood Custom Carpentry, The Effect Group, Jett Painting, Lemoyne Interiors, Phoenix Electric, Quality Mechanical Services

## Dalpos Architects & Integrators

### Darwin's

- **Project Description:** Relocation and expansion of popular downtown Syracuse restaurant to One Lincoln Center.
- **Project Location:** Syracuse
- **Total Construction Volume:** \$250,000
- **Approximate Square Footage:** 2,500
- **Start Date:** March 1, 2017

# CONSTRUCTION PROJECTS IN THE NEWS

PHOTOS COURTESY OF REVETTE PHOTOGRAPHY



stories and 54 apartments, providing high-end housing for juniors and seniors attending Syracuse University. The complex includes a state-of-the-art fitness facility, student lounge with all the amenities, on-site management, meeting space, and a convenience store on the first floor.

- **Project Location:** Syracuse
- **Total Construction Cost:** \$14 million
- **Approximate Square Footage:** 78,000
- **Start Date:** Aug. 1, 2015
- **Completion Date:** July 1, 2016
- **Building Owner:** Orange Grove LLC, Developer
- **Construction Manager:** Hueber-Breuer Construction Co., Inc.
- **Architect:** Lauer-Manguso & Associates
- **Engineer:** Palucci Engineering
- **Primary Subcontractors:** Century Heating, DEMCO, T & S Plumbing, Fox Building Group, Lan-Co, Jon Rich Construction, Gypsum Systems, Raulli & Sons
- **Financing Source:** Blvd. Equities

## King + King Architects LLP



### VNA Homecare

- **Project Location:** Syracuse
- **Total Construction Cost:** \$10.5 million
- **Approximate Square Footage:** 46,000
- **Start Date:** Jan. 12, 2017
- **Completion Date:** May 15, 2018
- **Building Owner:** VNA Homecare
- **Construction Manager:** The Hayner Hoyt Corporation
- **Architect:** King + King Architects

## Lake Architectural, LLC

### AMOS East Addition

■ **Project Description:** Four-story, mixed-use, residential/mercantile wood and steel framed brick veneer cavity wall structure with 24 universally de-



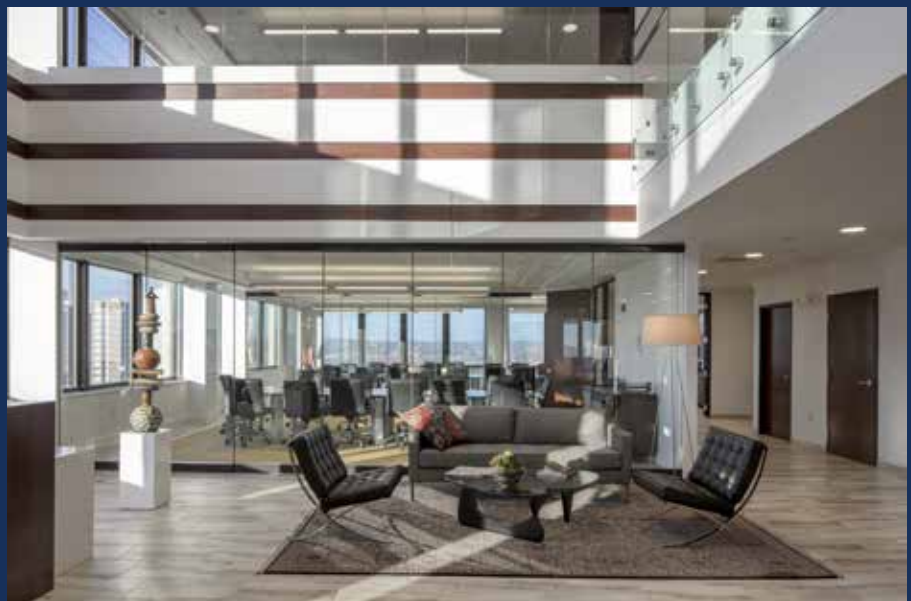
**New Emergency Center, Crouse Hospital**



**Icon buildings, Syracuse**



**Icon buildings, Syracuse**



**Barclay Damon offices, Syracuse**

▶  
CONTINUED ON PAGE 44

## Modern event venue SKY Armory driving economic growth

Tucked behind a popular restaurant and a parking garage at the intersection of South Clinton and Walton Streets, SKY Armory can be easy to overlook. Behind the reflective steel-and-glass architecture is a bustling event venue and its team is not only committed to elevating the status quo of planned gatherings, but it also exhibits a deeper responsibility to its neighborhood and the greater Syracuse area.

Since the heyday of the Erie Canal, downtown Syracuse has been the urban core of economic development in the region at large. The building SKY Armory now inhabits previously housed the upscale department store Wells & Coverly – fondly remembered as the best place for men and boys to be outfitted – but had been vacant for decades. The desire to participate in the resurgence of downtown, and to celebrate what the city has to offer, led SKY Armory owners Nicole and Kevin Samolis to choose a downtown location for both their business and their home. “When looking for a site, we discovered this gem that was part of Salina Street and backed up to Armory Square. We realized if we could knock out the back wall of the building and create an atrium entrance there, we could transform an abandoned property into a centerpiece of Armory Square,” says Nicole Samolis, CSEP, who serves as president and creative director of the company.

In October 2014, after 18 months of renovation and \$4 million of private investment, SKY Armory opened and quickly became an integral part of downtown. The venue’s tagline, “because the SKY has no limits,” hints at the possibilities available to event hosts. “We developed SKY Armory with core wedding market needs in mind: to be able to serve parties in the 250-450 guest range, offer fine dining in a banquet setting, and to make everything customizable,” says Kevin Samolis, who also serves as chief financial officer. SKY Armory’s clients are drawn to its unique aesthetic of urban chic blended with repurposed industrial, a made-from-scratch approach to food, and full-service planning capability, enhanced by an in-house design



PHOTO CREDIT: COUPLE OF DUDES PHOTOGRAPHY



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and décor team.

The team is often experimenting – hosting new types of events to see what appeals to the community, as well as constantly updating their menus and presentation styles. “We love to challenge ourselves to keep raising the bar of what we can offer, from food options that stand out to a level of customer service that delights guests and removes the stress of planning from their minds,” says sales manager Amy Preble. A number of SKY Armory’s clients are from outside the area and have no connection to Syracuse; they simply appreciate what the venue has to offer.

“After 20 years of planning events in venues across Central New York and the U.S., I knew what clients were looking for when it came to their meetings and events. We created that with SKY Armory,” says Nicole Samolis, who is also the president and creative director of The Events Company, a third-party planning, design, and production firm now in its 21st year of business.

Of course, it’s not just SKY Armory that benefits from the influx of guests who attend the goings-on there: Annually, SKY Armory hosts more than 250 events and attracts over 50,000 visitors, accounting for more than 4,000 overnight room stays for out-of-towners with an economic impact of more than \$5 million spent at area hotels, restaurants, bars, and shops. SKY Armory’s event planners often recommend

neighborhood businesses to wedding and corporate clients seeking additional off-site activities.

The venue has also created its own events such as a St. Patrick’s Parade Party and beer-and-wine pairing dinners, and has participated in established festivities Winterfest and Downtown Dining Weeks to support the effort to draw in more locals from the suburbs. SKY Armory’s semi-annual popup Night Market showcases artists, designers, food purveyors, and other makers producing goods locally. For the Samolises, though, committing to the progress of downtown doesn’t only mean focusing outward. Through its social mission, SKY Armory has dedicated itself to playing a role in reducing poverty in Syracuse by offering job and career opportunities, training, and support to individuals from disadvantaged neighborhoods. Thirty percent of SKY Armory’s current workforce comes from underserved neighborhoods; SKY Armory’s management reaches out to community organizations that can connect prospective candidates with the venue. Many of SKY Armory’s positions do not require previous training, and skills can be learned on the job allowing the company to hire more for positive attitude and work ethic. Management’s goal is to develop employees and foster their careers in the hospitality, culinary, and event industries.

SKY Armory, which celebrates its third anniversary in early October, continues to grow in events booked each year as well as employees. “We love downtown for its growing vibrancy, diversity and entrepreneurial attitude,” says Nicole Samolis. As the team watches downtown thrive with new businesses and energy for progress, they feel certain they’re in the right spot to continue as a driving force of Syracuse’s revitalization.

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## SUCCESS STORY

# Engie sees education, health care driving area's energy market

**Engie, a power provider with roots that go back more than a century, has found a key market in Syracuse and across upstate New York, says JD Burrows, the company's VP of marketing.**

BY JOURNAL CONTRIBUTING WRITER

Growth in New York state isn't coming from Manhattan, he says. It's coming from upstate customers in higher education and health care — customers such as Syracuse University and regional hospitals. The company, known as GDF Suez until 2015, serves the energy needs of nonresidential customers, Burrows says, and has found success in Buffalo, Rochester and Syracuse even as the economy of the region continues to transition.

The key to the company's success, Burrows says, isn't simply being price competitive or staying on top of risk management. Success today comes from being able to help customers find energy at good rates and manage their energy use to decrease demand on the grid.

Making use of technology that lets it see and share its customers' energy use in 15-second intervals, Engie is able to tell customers when reducing energy use can not only save money, but also earn them a handsome return. By cutting use during high-consumption periods, Engie clients are able to reduce overall demand on the grid, eliminating the need for new power plants, power lines, and the environmental impact they bring. And by managing energy demand precisely, some customers can even help the grid operate at the proper frequency and earn themselves

what Burrows called, "a very lucrative payback."

That fits with Engie's commitment to understand the rules and regulations in all of its markets and encourage those that can bring a greener and more sustainable energy grid, Burrows says. "We have to be very knowledgeable and be really forward looking," something he says was reflected in the 2015 name change. The previous name called back to the French national gas company Gaz de France and the corporation that built the Suez Canal 150 years ago.

While working from Houston, Burrows has visited Engie's offices in Syracuse and elsewhere in Upstate. With an outsider's perspective, he offers his view: "There is a common misconception of

Syracuse as an old industrial town." But in recent years and months he's noticed a definite change in how Syracuse is perceived and what drives it. "Syracuse is among our key markets," he notes.

Burrows is optimistic about the future. He is watching for signposts, including regulators who understand the need to create sustainable-energy systems without the need for new capacity, and customers who are engaged in making the future of energy work. "I'm very optimistic," he says. ■

**"The key to the company's success, Burrows says, isn't simply being price competitive or staying on top of risk management. Success today comes from being able to help customers find energy at good rates and manage their energy use to decrease demand on the grid."**





# Concerns for future growth

The optimism of CenterState CEO's leader Rob Simpson about the future of Syracuse is on solid ground, but there are concerns about the city's continuing growth.

BY NORMAN POLTENSON | NPOLTENSON@CNYBJ.COM

## Interstate-81 project

Interstate 81 serves as a major commuter route, providing access to jobs, businesses, and services in downtown as well as access to area hospitals and institutions located on the University Hill. It also serves as a national and international, north-south trade route that runs from Tennessee to Canada. I-81 was built in the 1950s and 1960s, which means the elevated highway (viaduct) is nearing the end of its useful life. Also, sections of the highway do not meet current U.S. Department of Transportation standards. For years, the Syracuse community, the New York State Department of Transportation (NYSDOT), and the Federal Highway Administration have been evaluating the community's



SIMPSON

transportation needs and considering alternatives. While the highway must fulfill its primary responsibility of moving people and goods safely, NYSDOT is also concerned with how the transportation infrastructure can enhance economic growth, livability, sustainability, and vitality in the city.

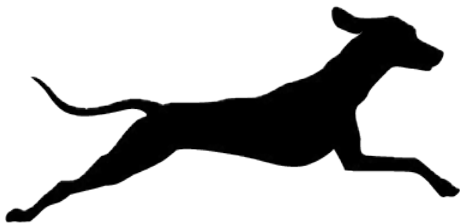
"There are several alternatives under consideration," acknowledges Simpson. "One is to demolish the existing viaduct and rebuild it between Colvin and Spencer Streets as well as modifications to Hiawatha Blvd. The rebuild would include reconstruction of the I-81/I-690 interchange to provide connections in all directions. A second option is to build a tunnel that would take the roadway under the city. A third option is to construct a depressed highway, which would expedite traffic and cost less than the tunnel to build and maintain. The fourth option is called the community grid. It calls for demolishing the viaduct and making improvements to I-481, which ... [circumnavigates] the city. Almond Street, which underlies the existing viaduct, would be reconstructed as a surface street with bicycle/pedestrian amenities and the potential for an aesthetic redesign, along with the recapture of valuable property to enhance the city's growth and contribute to the tax base. The community grid would utilize the existing street network and provide better ac-

cess to the Hill, while eliminating the viaduct that currently divides the city. We're expecting that the state will [soon] issue a report on the options, and we're also anticipating a draft of the environmental-impact statement. Hopefully, we might even have a decision this year. Whatever the decision is, it will have a huge impact on our downtown development."

## Urban Burgs

In downtown Syracuse, millennial demand for residential living shows no sign of abating. Larger American cities, however, are showing signs of a millennial outmigration. As early as 2013, demographers, economists, and real-estate consultants suggested that the inflow of young professionals was cresting. Apartment rents in San Francisco, Washington, Denver, Miami, and New York have either moderated or declined according to the Zillow Group. Research suggests that millennials may not be as enamored of urban life as portrayed in the media. The Urban Land Institute, in a 2015 report titled "Gen Y and Housing," found that only 13 percent of millennials actually lived in or near downtowns; the rest resided in other city neighborhoods, the suburbs, or in rural settings. The older millennial group is showing signs of moving to the suburbs in search of bigger homes and better school districts, a pattern that suggests the draw of the suburbs

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ERIC REINHARDT/BJNN

after five decades is still strong. The rationale supporting a move back to the suburbs is that millennials have been stuck in cities because of the 2008 downturn with attendant poor job prospects, declining wages, and student-loan debt making it hard to buy a home in the suburbs.

Suburbs around the country are taking note, and some are creating a hybrid to offer the best of both worlds. Suburban planners are adapting new-urban principles emphasizing diversity in community design and in population with elements that are pedestrian- and transit-friendly as well as environmentally

conscious. These “urban burbs” incorporate affordable, mixed-housing consisting of single-family, townhouses, and apartments. To accommodate the millennials’ desire for social interaction, planners ensure there are restaurants, bars, coffee shops, and public spaces for community gathering. The urban-burbs planners are also aware that Gen Ys place a high value on work-life balance and flexibility. In short, they are creating the qualities of downtown: dense housing, transit connections, walkability, good food, great bars — all without the high prices of the inner city. What the planners are trying to craft is a suburb different from the

one in which millennials grew up by combining the vitality and social interaction of downtown with the greenery, space, and affordability of a suburban setting.

Urbanizing the suburbs is a growing trend in those communities surrounding big cities. Another trend is the move of millennials from big cities to small cities where they can afford to live in the urban core. Another attraction of moving to a smaller city is the ability to get involved and to help shape the community. Millennials want to be creators, and a city like Syracuse offers the opportunity to innovate and mold the culture of the city. — NP

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# Number, Please: The History of the CNY Telephone and Telegraph Company



Telephone repairman splicing lines.

Alexander Graham Bell is credited with the invention of the telephone, though numerous individuals had worked on variations for years before Bell exhibited his creation at the Philadelphia Centennial Exposition in 1876.

BY KAREN Y. COONEY

After viewing that exhibit, local locksmith, Frederick Brower, brought the first telephone back to Syracuse. He installed a line between his business on East Genesee Street and his home over three blocks away. The city became enthralled with this invention and it was determined that there was a genuine need for a local telephone service. The company motto "Stay at home and travel by telephone" was adopted quickly by the citizens of Syracuse.

The first location for the Central New York Telephone and Telegraph Company was an office building constructed at 311 Montgomery St. The building

was originally designed with four floors, but local fireman, Hamilton White, suggested that a fifth floor be built to include the installation of a central fire-alarm system. The 311 building was originally built to serve the needs of the company for years to come. However, in the early 1900s, the New York Telephone Company commissioned New York City architects Cyrus Eidlitz and Alexander McKenzie to design and build a larger facility located down the block at 321 Montgomery St. In July 1904, construction of the original U-shape of the telephone building began and the full operation moved into the new facilities in 1906. Meanwhile, the original telephone building was sold to the Onondaga Historical Association (OHA) to be used as a history museum and research center.

The new five story building at 321 Montgomery met the highest standards with each floor serving distinct purposes. This building was also designed with the thought that it would suit the growth needs of the telephone company for at least the next 20 years. However, the telephone company once again experienced tremendous growth, and by World War I, an addition in the same style as the original was constructed — turning the building into a hollow square. The first floor contained the business office and

the "public pay station." Customers could settle their bills or use the pay station to conduct out-of-town (long distance) conversations privately. The Contract Department, also located on the first floor, handled requests for new telephone installations and extensions and determined telephone rates. A kitchen was available for cooking employee meals and offering coffee, tea, and cocoa to all employees without charge.

The Auditing Department, with 80 employees at its peak, was housed on a separate floor and was responsible for all the company correspondence, files, and records. Also located on that floor was the Engineering Department. This department mapped

▶ CONTINUED ON PAGE 40



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# A “Brush” with Danger: The History of Sleigh Riding in Syracuse

It is the late 1800s — picture elegant sleighs hitched to a team of graceful horses driven by men dressed in sealskin caps, heavy wool coats, and fur blankets. Plumes flying, sleigh bells jingling, and whips snapping through the crisp air — these were common sights and sounds on the snow-covered city streets of Syracuse.

BY KAREN Y. COONEY

Add to this picture, crowds of spectators equally well-dressed lining the main thoroughfares while cheering on their favorite horses and drivers. During this time, racing on the city streets was a favorite winter pastime. Onondaga Street, lined with imposing mansions owned by some of Syracuse’s movers and shakers, was one of the most popular locations for these regular races. The drivers included well-known businessmen such as Milton Price, department store owner, C. C. Bradley, owner of the C. C. Bradley Foundry and Machine Shop (previously Bradley Manufacturing), and the eccentric D. Edgar Crouse, grocer. Many prominent men were remembered by the horses they owned rather than by their own accomplishments and personalities. No sport entertained the city’s inhabitants more than a “brush” (race) on the streets between the “good ones.” Onondaga Street, though very popular, was not the only street where these races occurred. Numerous near tragedies were averted on a number of city thoroughfares. Regular notices in the daily newspaper were printed warning both drivers and pedestrians to obey the city ordinances and to take particular care crossing the snowy streets.

Syracuse itself was the home to several sleigh and cutter manufacturers, the



The Barnes family with their sleigh.

PHOTO CREDIT: OHA COLLECTION

most notable ones being H. A. Moyer Co. and Bradley Manufacturing. Moyer began his business in 1876 in Cicero, moving to the city in 1881. His Syracuse factory occupied an entire city block (near the present location of Destiny USA) and employed more than 300 skilled workers. About 6,000 vehicles — including several styles of wagons, surreys, sleighs, and cutters — were manufactured there annually.

The construction of cutters and sleighs differ because of the structures of each type. The cutter, for instance, was built lower to the ground and required more flexibility to ensure the bumps on the road did not break the structure. The builder often used a glue to secure the boards together. The construction of the sleigh, however, is sturdier and more rigid. Because the sleigh sits much higher than a cutter, the runners absorb more of the shock and better protect the sleigh’s structure. Both types were used during the winter racing season.

Moyer continued to manufacture sleighs through the early 1900s. Eventually, however, he became fascinated with the automobile industry and began producing “high pleasure cars.” Christopher C. Bradley also was noted for his wagons and sleighs before he began manufacturing the forging hammer. A third, much smaller manufacturer, originally located on Gifford Street was Short & Smith, later known as the Syracuse Cart Co. That company purported to produce annually

▶ CONTINUED ON PAGE 40

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## HISTORY FROM OHA - CNY TELEPHONE CONTINUED FROM PAGE 36

out future company plans for CNY Telephone and Telegraph Co., Empire State Telephone and Telegraph Co., and the NY and Pennsylvania Telephone and Telegraph Company

The telephone company was one of the first businesses to recognize the value of female employees — specifically, as switchboard operators. It was found that women were generally more polite and efficient than male operators. Multiple supervisors were assigned to monitor the operators. The 321 Montgomery St. building housed the largest switchboard for the entire Bell Telephone Company at that time. About 80,000 city calls were “switched” daily. Each operator was responsible for a board consisting of tiny light bulbs, plugs, and switches. When a bulb lit up, the operator inserted a plug into the receptacle above it and asked “number, please.” Once the num-

ber was given, the operator plugged the cord into the number requested — making the connection for the customer. In another area of the building, a separate switchboard was dedicated to toll and long-distance calls. Underground cables, composed of hundreds of pairs of copper wires served as electrified ‘streets’ for each of these conversations. These cables attached to the switchboards, ran through the building into a large vault located underground and then via large ducts throughout the city. The wellbeing of the employees was important to the company and a “retiring room” was available for breaks. Comfortable chairs and the latest reading materials were provided. A dining room and locker room also adjoined this area.

The terminal room was the home to the extensive and complicated equipment necessary for the smooth operation of the switchboard. The “Wire Chief” monitored all the employees in charge of the upkeep and repair of this equipment. He was the ultimate decision-maker in assigning emergency tasks to competent linemen, installers, signalmen, and splicers to

remedy any trouble and eliminate the threat of any service interruption. They prioritized the circuits to be recovered and restored, so that emergency circuits would perform under demanding situations of weather, climate, or man-made mishap. The terminal room had rack after rack of equipment containing the relays that operated the bulbs on the switchboard, the storage batteries, charging and ringing machines plus additional apparatus that ensured that the service would continue without interruption. Each piece of apparatus was protected from fire and electrical damage.

NY Telephone continued to grow and subsequently had to move again into larger facilities. History repeated itself when, in the 1980s, Onondaga County offered OHA the opportunity to occupy this “newer” telephone company building at 321 Montgomery where vestiges of the original inhabitants still exist today. — KC

*Karen Y. Cooney is support services administrator at the Onondaga Historical Association, or OHA, in Syracuse.*

## HISTORY FROM OHA - SLEIGH RIDING CONTINUED FROM PAGE 38

more than 900 unique sleighs that were shipped to a variety of nationwide locations for both commercial and private use.

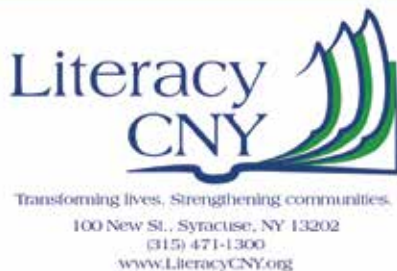
Sleigh races were also held on surrounding country roads and Onondaga Lake when the ice was thick enough to hold the weight of the sleighs, horses, and occupants. Obviously, sleighing on the lake held some special dangers. For instance, in 1899, a party of eight, each couple driving their own cutter, left a

private city residence to drive “up the lake” to Liverpool. Once there, they enjoyed refreshments before preparing to return home. Snow had begun to fall heavily and the wind was blowing. They began their trip home only to find themselves quickly lost in a blizzard. Feeling it would be foolish to turn back, they headed for what they thought was the opposite end of the lake. Encountering large drifts and gale force winds, they continued driving for about an hour in the blinding snow before realizing they were totally lost. They eventually reached a stretch of open water and knew they had traveled north rather than south. They turned around hoping to reach the Rockaway

Beach Hotel located along the shoreline. It was almost another hour before they saw a faint light on the shore. The son of the resort proprietor had heard their distant cries and lit a lantern as a beacon. He rescued the group just in time, as they were near death, and brought them back to the hotel along with their horses and sleds.

Today, unfortunately, sleigh riding is limited and only enjoyed by just a few hardy individuals when snow blankets the countryside. — KC

*Karen Y. Cooney is support services administrator at the Onondaga Historical Association, or OHA, in Syracuse.*



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# VIP Structures: A Vision For Sustainable Revitalization

## What has been the key to Downtown Syracuse's revitalization and what role has your organization and/or project played in it?

When people think of downtown revitalization, they often think of the economy - jobs, entertainment, living options. But for revitalization to be sustainable, it is a fundamental requirement to foster a sense of community. It's about inclusion and legacy. Positive interactions and shared experiences are what preserves the revitalization and attracts more and more growth in a downtown area.

We are in the business of creating spaces that inspire that sense of community. For the Pike Block project, we recognized the importance of creating common areas that bring people together. These spaces provide for happy hours, cookouts, birthday parties and holiday celebrations among our diverse group of tenants, representing at least eight different countries.

## Describe your project (and/or organization) and what is distinctive about it?

With our core competencies of



architecture, engineering, construction and development, our integrated design-build approach puts us in a unique position to tackle a massive project like the Post Standard Building. Our approach solves logistical issues by analyzing myriad opportunities for the building's future. Over the last 40-plus years, we've owned roughly 10 million square feet of the 30 million we've built. That experience delivers a deep understanding of operational costs, resale values, funding sources and usability. After exploring many scenarios from different perspectives for the mix of space, we believe we're on track with a vision that will not only enhance our own core business, but also help to sustain the heart of Clinton Square.

## Where is downtown Syracuse heading in the future and what challenges remain?

Syracuse has made so much progress with the residential market booming, new commercial business projects, new hotels coming on line, the restoration of the Hotel Syracuse and the many arts, entertainment and restaurant offerings helping to deliver a feeling of community to downtown. If you haven't taken a walk around downtown lately, you should. It feels different and that's a good thing. It seems we're headed towards the tipping point of sustainability. There is still much to do for infrastructure, commercial business and residential amenities but these are exciting times to be a part of the downtown resurgence.



David Nutting, president and CEO.

## What is next for your organization and what is its outlook?

With the Post Standard Building, our intent is to create a vibrant commercial and residential community, similar to our Pike Block Project. As the downtown population increases, we're excited to see businesses follow that trend and our vision is to transform this historic part of downtown into a live-work-play community.

The Post Standard Building is our biggest downtown revitalization project yet. With a direct impact on the most visible portion of downtown Syracuse, it will serve as the headquarters for all of the various VIP companies. By relocating our operating entities to one floor (architecture, engineering, construction, development) we maximize our creativity and have the ability to grow from our current 120 employees to a planned 150 employees.

## ABOUT US:

### Company name:

VIP Structures

### Address:

One Websters Landing, Syracuse, NY 13202

Phone: 315-471-5338

### Website:

[www.vipstructures.com](http://www.vipstructures.com)

### Type of business:

Professional Services

### Products and services:

Architecture, Engineering, Construction, Development

### Key officers:

David C. Nutting – President & CEO

Number of employees: 120

Annual revenue: \$70 million

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THE POST STANDARD



PIKE BLOCK



CNY COMMUNITY FOUNDATION



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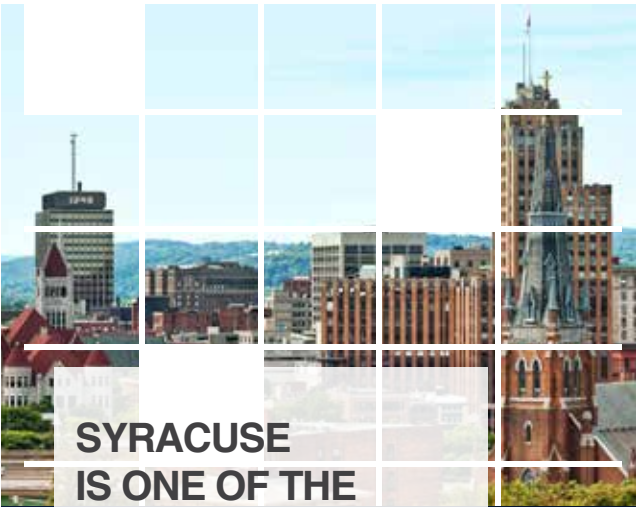
When you work with VIP, you have an entire organization of experts in architecture, engineering, construction and development on your team, all communicating with you through a single point of contact. This approach not only delivers the right expertise at the right time throughout the build process, it also empowers you to make informed and timely project decisions.

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signed apartments and street level retail.

- **Project Location:** Syracuse
- **Total Construction Cost:** \$3 million
- **Approximate Square Footage:** 27,000
- **Start Date:** Aug. 24, 2015
- **Completion Date:** Sept. 1, 2016
- **Building Owner:** Granite Development
- **Architect:** Lake Architectural
- **Engineer:** SA Engineers / BES Engineers
- **General Contractor:** Burke Contracting
- **Primary Subcontractors:** Bruce Electric, Angelo Chido, Leone & Sons, Dwyer Fire Protection

**Destiny Arms**

- **Project Description:** Four-story, mixed-use, residential/business with existing wood-framed brick veneer cavity wall structure with 63 universally designed apartments and basement-level business.
- **Project Location:** Syracuse
- **Total Construction Cost:** \$12 million
- **Approximate Square Footage:** 80,000
- **Start Date:** Jan. 1, 2016
- **Completion Date:** Dec. 31, 2016
- **Building Owner:** Granite Development
- **Architect:** Lake Architectural
- **Engineer:** SA Engineers / BES Engineers
- **General Contractor:** Hueber-Breuer
- **Financing Source:** Private

**LeChase Construction Services, LLC**

**Syracuse University Promenade**

- **Project Description:** Replacement of University Place (vehicular traffic) with a pedestrian promenade featuring all-new utilities, hardscapes, landscaping,

and decorative granite monuments.

- **Project Location:** Syracuse
- **Total Construction Cost:** \$8 million
- **Start Date:** May 1, 2016
- **Completion Date:** Aug. 1, 2017
- **Building Owner:** Syracuse University
- **Construction Manager:** LeChase Construction
- **Architect:** Sasaki Associates
- **Engineer:** Peterson Guadagnolo Engineers

**MackKnight Architects and Planners**



**OneGroup & BPAS - Headquarters**

- **Project Description:** Adaptive use of an existing bakery in Franklin Square into Class A office space. Utilized sustainable design with LED lighting, daylight sensors, 49.5 kw solar array and terracotta rain wall.
- **Project Location:** Syracuse
- **Total Construction Cost:** \$8 million
- **Approximate Square Footage:** 42,000
- **Building Owner:** 706 North Clinton, LLC
- **Construction Manager:** Hueber-Breuer Construction
- **Architect:** MacKnight Architects LLP
- **Landscape Architect:** Kepplinger Freeman LA
- **General Contractor:** Hueber-Breuer Construction
- **Financing Source:** Oneida Savings, Community Bank

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## Oak Knitting Mills Apartments

- **Project Description:** Renovation of an existing turn-of-the-century mill building in Franklin Square to convert it into upscale urban apartments.
- **Project Location:** Syracuse
- **Total Construction Cost:** \$9 million
- **Approximate Square Footage:** 82,000
- **Building Owner:** Morrisroe Lynn Development LLC
- **Construction Manager:** BBL Construction
- **Architect:** MacKnight Architects, LLP
- **Engineer:** 206 Structural Engineering
- **Landscape Architect:** Kepplinger Freeman LA
- **General Contractor:** BBL Construction
- **Financing Source:** Berkshire Bank

## Nelson Associates Architectural Engineering

### Pediatrics Emergency Department, 4th Floor Renovation



- **Project Description:** The 4th Floor (4 North) of University Hospital in Syracuse was converted into a new Pediatric Emergency Department. The project created 18 exam rooms with 24 beds plus an isolation room, nurse stations, triage, X-ray room, multi-use/staff break room, waiting area, check in, consultation, and support spaces. The space was designed to be efficient, while creating a welcoming, kid-friendly atmosphere. Work included wall and ceiling modifications, new finishes, and lighting upgrades. The heating, ventilation, and air conditioning (HVAC) was re-designed, and electrical, plumbing, fire alarm, and sprinkler upgrades were made so that the Emergency Department space meets current design standards and building codes.
- **Project Location:** Syracuse
- **Approximate Square Footage:** 10,400
- **Start Date:** Sept. 23, 2015
- **Building Owner:** SUNY Upstate Medical University, Charles Johnson, Project Coordinator
- **Construction Manager:** SUNY Upstate Medical University

- **Architect:** Nelson Associates Architectural Engineering, with artwork by TivoliToo, Inc.
- **Engineer:** Nelson Associates Architectural Engineering, with sub-consultant support from Watts Architecture & Engineering
- **General Contractor:** SUNY Upstate Medical Forces
- **Primary Subcontractors:** J&A Mechanical, Davis Ulmer, Rayben Enterprises, Inc., Lovett Mechanical, Honeywell, NaviCare

## Open Atelier Architects



### Resilient Corners

- **Project Description:** This modern mixed-use project accelerates revitalization of a distressed upstate urban neighborhood via focused investments to transform multiple underutilized and vacant properties at an intersection into "Sustainable Corners" that showcase innovations in energy efficiency and best practices in smart growth design. The project is located in Syracuse's "SALT District," the first existing neighborhood in the U.S. to earn

▶ CONTINUED ON PAGE 49



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We are very excited to be rejoining the downtown business community this fall! Our 20,000 square feet of office space will be located in the newly renovated Barclay Damon building at 125 East Jefferson Street.

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# The future is bright for Visual Technologies and the entire Central New York Community!

Downtown Syracuse's revitalization has meant a HUGE increase in our meetings and special events department, especially with the renovations to the Hotel Syracuse, now the Marriott Syracuse Downtown. Visual Technologies has been directly involved with the audio visual technology installed in the Marriott Syracuse Downtown and has been awarded the in-house audio visual contract to assist with all of the technology needs for the various groups that are meeting in the hotel. With the Marriott Syracuse Downtown coming back onto the map, Syracuse will benefit directly through future meetings at the Oncenter and citywide conferences.

Along with the renovations to the Marriott Syracuse Downtown, other downtown meeting spaces that have revitalized Syracuse include the Sky Armory, the Galleries of Syracuse (Library), City Hall Commons and several others. The major renovations to the former Wells & Cloverly building, now Sky Armory, have brought a very unique, chic facility to Central New York, offering space for conferences and special events with a New York City flair; open spaces with a culinary flavor of its own.

As these meeting type facilities continue to grow in the area, our multimedia technology services continue to expand as well. From a basic set-up of podiums and microphones to full blown video streaming productions, Visual Technologies has provided audio visual equipment and support to groups of 10, 100, 1,000



and, yes, up to 2,500 attendees.

Visual Technologies looks forward to being a part of downtown's continued growth and new attractions that are a draw to many diversified groups. VTC will continue to invest in the newest technologies needed to support a variety of presentation needs for the meetings and conventions coming to Syracuse.

The challenges of Downtown Syracuse are the challenges of the community. With the revitalization of downtown, we will overcome these challenges as we strive to improve the education of our children, create better jobs for families, improve housing for residents and create a cohesive plan to merge our city and county governments. When the community works together to tackle these challenges, we will achieve a more robust, fiscally responsible, proactive governmental body to WELCOME new business and visitors to Downtown Syracuse.

The future is bright for Visual Technologies and the entire Central New York community!

## ABOUT US:

**Company name:**

Visual Technologies Corp.

**Address:**

1620 Burnet Ave. Syracuse, N.Y. 13206

**Phone:** 315.423.2000

**Website:**

www.visualtec.com

**Type of business:**

Technology services

**Number of Employees:** 18

**Annual revenue:** \$4,000,000 +

**Products and services:**

Audio, video and multimedia equipment rentals, staging, sales, installations and video productions

**Key officers:**

David J. Foor, Senior AV Geek  
Michelle Fontaine: CFO  
Andrew Reichel: COO  
Ken Powers: CIO

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People today like to describe the area [euphemistically] as a rundown warehouse district, but the majority of the residents who remained were mentally ill patients recently released into the public, muggers, pimps, and prostitutes, not exactly your ideal demographics to attract tenants, and the ... [purveyors], as I remember, were largely pornographic book stores. We launched our development efforts with the purchase of the Labor Temple in the 300-block of South Franklin Street. (The structure was built in 1887 and housed two bedding manufacturers. In 1927, it became the office location for local labor organizations, and in 1948 a 3-alarm fire gutted the building.)

"The Labor Temple had been designated an historic landmark, so we had to adhere to strict federal-preservation standards in our redevelopment. The plan was to use the first floor for retail, the second floor for offices, and create eight apartments on the top floors. George and I took the concept to local bankers, who were confused because 'mixed-use' wasn't one of the standard boxes to check off on the loan application. Let's just say that the bankers we talked with exhibited little enthusiasm for our idea. We did, however, utilize the federal, historic-preservation tax-credits to help us attract investors in order to raise the needed capital from the private sector. Our big break came when we convinced Patrick Heagerty to move Pastabilities from 200 E. Genesee St. and become the anchor tenant. Pat and his partner Karyn [Korteling] were true

believers who saw the potential in Armory Square, and the restaurant was instrumental in attracting traffic not just for his establishment but also for other restaurants, bars, and retailers in the area."

Undeterred by the fact that the Armory Management & Development Co. was underfunded, the intrepid duo of Doucette and Curry convinced investors to finance their next venture — the redevelopment of the Hogan Block. In 1990, Doucette reached out to Joel Shapiro, an owner of the Mr. Shop located in ShoppingTown Mall, and convinced him to leave the suburbs and set up his haberdashery at the corners of South Franklin and West Fayette Streets as the anchor tenant of the Hogan Block. Doucette and his partners continued in the 1990s to develop buildings on Walton Street, the Millpond Landing Building, and Center Armory. In 2001, Doucette and Rich deVito created Paramount Realty Group, LLC to continue expanding the portfolio of adaptive, re-use projects in downtown. Paramount's projects, which today encompass more than 500,000 square feet of space, include the redevelopment of the Dey's Plaza, the Loews Building, and the Empire Building. More recently, the irrepressible Doucette tried something new: He is developing 33 single-family homes on a 6.5-acre parcel south of Syracuse University. Doucette calls the development Xavier Woods.

"Boy, was I young and inexperienced when it came to real-estate development," recalls Doucette. "There was a significant learning curve to understand this business and how to make it successful. It was a long time before most people bought into the vision of what a thriving downtown could

be. In the beginning, it was a real grassroots effort with the Armory Square Association putting on a variety of events to bring people downtown, and the Downtown Committee helping to promote urban living.

"Looking back over the 33 years since the Labor Temple project, it's easy to point out the progress we've made in revitalizing downtown. I think the vision has been largely fulfilled, but I know there is still plenty of room to grow by increasing the downtown residential population and attracting more amenities such as a grocery store, movie theaters, and art galleries. Living downtown has so many advantages: no lawn to mow, everything is close by, you don't need a car, and the social interaction stirs up creative energies that create new friendships and spawn new businesses.

"If I have one concern, it's that other cities are growing faster and attracting some of the brain power that should be in Syracuse. As a community, we need to understand that urban areas are far and away the type of environment that attracts young and talented entrepreneurs who would help this community grow. Cities such as Boston continue to expand while cities such as Syracuse struggle. Why? Because Boston offers an exciting urban lifestyle that fits the potential of [millennials'] personal and professional growth. The city is where we need to direct our resources."

Doucette is a self-described optimist who, although past the age of retirement, shows no signs of slowing down in redeveloping downtown Syracuse. You might say he is that rare visionary who follows his dream and creates a vibrant community, all while making a profit. — NP

## OTHER URBAN PIONEERS

CONTINUED FROM PAGE 6

some advice: 'Make your store great. Don't worry about what's happening around you. Just focus on your business, and everything will work out.' I'm glad I listened to Pat, because the development of Armory Square took a long time. I've been downtown now 27 years, and the changes are remarkable. The number of residents keeps growing, more businesses are relocating downtown, and the area attracts not just millennials, but also older ... [cohorts]. Business has been good despite the fact that Destiny (with its 26 million annual visitors) is only a mile away. The Mr. Shop has extended hours during the week to accommodate our customers, so I see the amount of pedestrian traffic during the day and after hours. This is one reason the [13202] zip code has such a low crime rate."

Shapiro notes the outreach of the area's business owners.

"One of the things that sets Armory Square apart is that the ownership is local. It's rare to find a national chain downtown, especially when Destiny is so close. We are part of the community, and we participate in community events. One example is just across the street at Kitty Hoyne's [Irish Pub & Restaurant]. David Hoyne raises hundreds of thousands of dollars annually through his support of St. Baldrick's [Foundation]. Every St. Patrick's Day, Syracusans have their heads shaved in an effort to raise money to cure pediatric cancers. It takes a lot of time and effort to coordinate this fundraiser, but it's a great example of how businesses in Armory Square give back to the community." (Since 2005, the St. Baldrick's Foundation has donated \$230 million to fund research grants in the race to cure cancer. In 2015, the FDA approved a new drug to cure neuroblastoma patients. The drug was developed from research sponsored by the Foundation and is only the third drug approved in the last 20 years made specifically for kids with

cancer.)

Shapiro, at age 58, expresses one disappointment: that the growth of downtown doesn't come more quickly. "I think the Downtown Committee does an amazing job promoting the city's core," continues the owner of the Mr. Shop. "Their annual 'Living Tour' of downtown apartments, for example, attracts a big audience and helps to sustain the development. I'm frustrated, however, that the committee's budget has been frozen for years. They need a bigger marketing budget to drive faster development. The limited budget [in turn] limits the number and kind of events they can hold to promote traffic downtown ... Let me give you an example of another booster downtown. The Landmark Theatre is a winner; it's the greatest institution downtown. I like to call it the department store of downtown. When the Landmark brings a show like 'The Lion King', 'Wicked', and 'Motown' to Syracuse and fills the theater's 2,800 seats for nearly three weeks at a time, every business downtown thrives." — NP

## CNY CONSTRUCTION PROJECTS

CONTINUED FROM PAGE 45

certification under the LEED for Neighborhood Development (LEED-ND) rating system. As envisioned in the Gold-rated Stage 1 LEED-ND plan, the project implements changes in land-use that will convert an underutilized parking lot, a vacant building, and multiple vacant parcels on three corners of an intersection into a mixed-use development that includes eight residential units, a co-op laundromat, and life-work loft. The project features use of NYSERDA-funded designs for high-performance residential construction, district energy systems that use ground-source thermal exchange, and LED streetlights. The project contributes to multiple goals of the Central New York regional sustainability plan, including reducing per capita energy consumption, increasing the number of Energy Star residential buildings, reducing greenhouse gas emissions, and reducing land use.

- **Project Location:** Syracuse
- **Building Owner:** Home Headquarters
- **Architect:** Open Atelier Architects
- **Engineer:** Taitem Engineering
- **Primary Subcontractors:** Curtain & DeJoseph P.C., Sustainable Comfort Inc., CDH Partners, Dunn & Sgromo Engineers
- **Financing Source:** NYSERDA

## Pioneer Companies

### State Tower Building Renovation

- **Project Description:** Renovation of 21 floors

into office/retail/residential.

- **Project Location:** Syracuse
- **Total Construction Cost:** \$30 million
- **Approximate Square Footage:** 200,000
- **Start Date:** May 1, 2016
- **Completion Date:** June 1, 2017
- **Building Owner:** State Tower Building, LLC
- **Construction Manager:** Pioneer Management Group, LLC
- **Architect:** Holmes, King, Kallquist
- **Engineer:** Argus Engineering
- **Financing Source:** S&T Bank, Pittsburgh, PA

## QPK Design - Architecture Engineering Site & Planning

### Cathedral of Immaculate Conception Renovation

- **Project Description:** Two-phased renovation of the Cathedral of Immaculate Conception (c.1874-1909) & Rectory (c.1913). Phase I will convert the existing 3-story rectory into a new Parish Center; and Phase II will address the Cathedral's building concerns. Phase I (Parish Center) building program includes renovation/reconfiguration of the first floor to house classroom / multi-purpose rooms, warming kitchen, and an updated kitchen as well as converting daily mass into a large gathering room; the second floor will house offices, break rooms, meeting rooms, and a large music rehearsal room. Phase II (Cathedral Restoration) includes mechanical/electrical/plumbing systems replacement;

new floor tile throughout the Nave and Narthex, new lighting and interior finishes; new slate roofing; and exterior masonry repair.

- **Project Location:** Syracuse
- **Total Construction Cost:** \$12 million
- **Approximate Square Footage:** 49,000
- **Start Date:** Sept. 29, 2015
- **Completion Date:** Sept. 1, 2017
- **Building Owner:** Catholic Diocese of Syracuse
- **Construction Manager:** Hueber-Breuer Construction
- **Architect:** QPK DESIGN Architecture Engineering Site & Planning
- **Engineer:** Sack & Associates Consulting Engineers
- **Landscape Architect:** QPK DESIGN Architecture Engineering Site & Planning
- **General Contractor:** To be determined
- **Financing Source:** Private

## Robertson Strong Apgar Architects, P.C.

### Empower Federal Credit Union - Main Branch

- **Project Description:** Robertson Strong Apgar recently completed one of the largest renovation projects for Empower Federal Credit Union located at its main branch on Erie Boulevard, Syracuse. This location has the largest volume of any of its branches.

▶ CONTINUED ON PAGE 56

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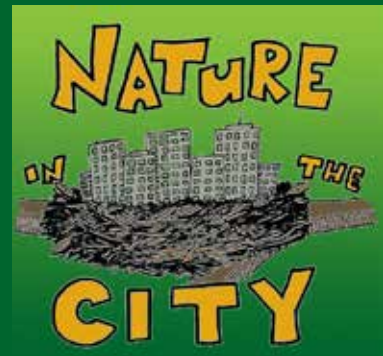
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# The latest from Syracuse...



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Downtown Syracuse living in hot demand

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I-81 compromise option not pleasing everyone



Open data comes to Syracuse

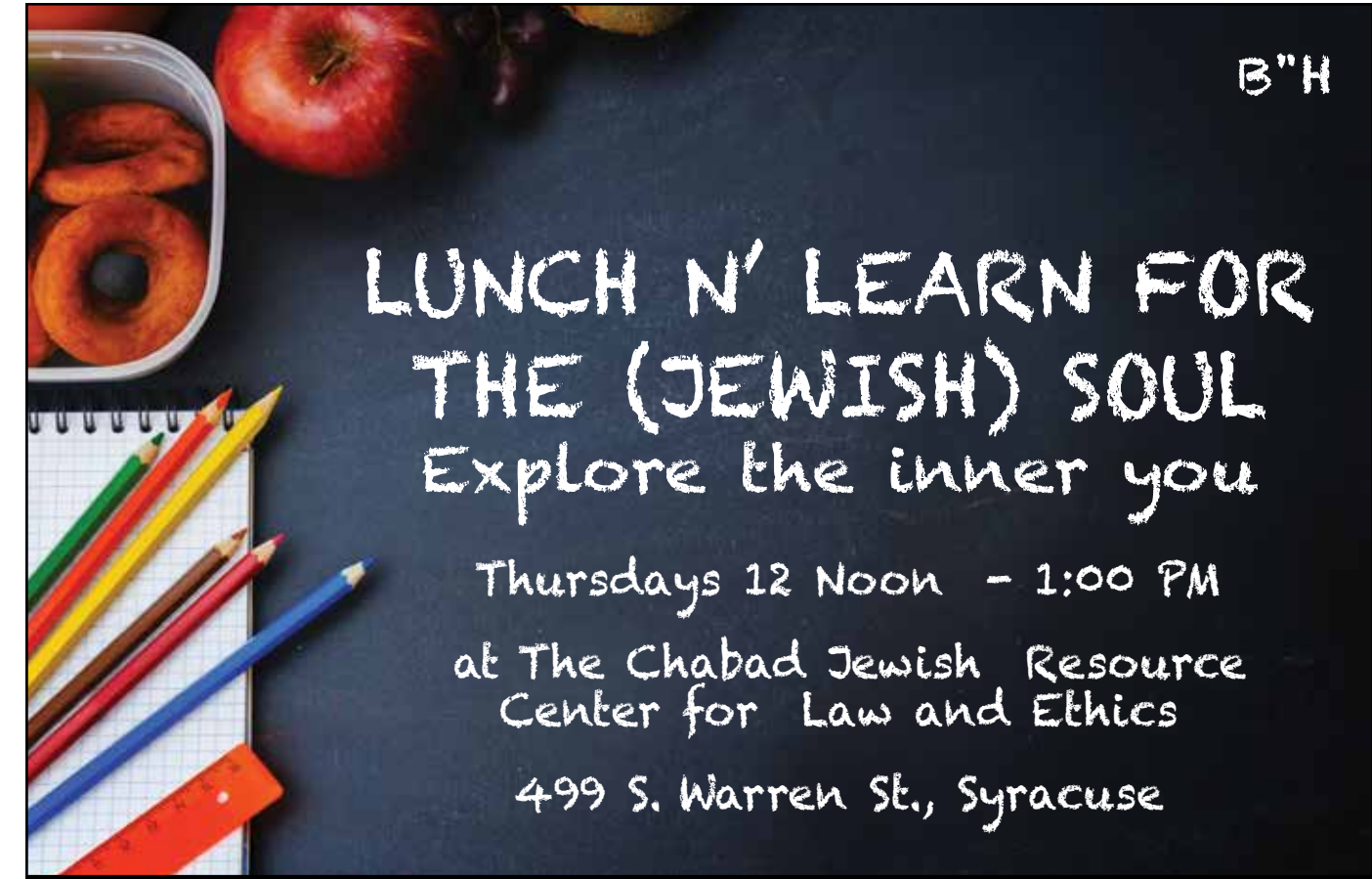
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Center for Law and Ethics

499 S. Warren St., Syracuse

**The Chabad Lunch and Learn for your (Jewish) Soul, has been steadily meeting for over 22 years in Downtown Syracuse. With our new location at 499 S. Warren St. there will also be a Jewish Resource Center for Law and Ethics. Attendees have an opportunity to study in-depth Basic Jewish Philosophy and Mysticism.**

In a practical way, it shows one how to get closer to your inner self and the G-d of your (Jewish) Understanding. Our discussions have centered on Classic Texts, Such as Maimonides and Tanya, a work of the founder of Chabad, Rabbi Shneuer Zalman of Liadi. Tanya is written in such a way that one comes to understand the psychology and makeup of the soul and how it relates to our intellect and emotion. These discussions at times get into fascinating discussions of present-day events and their ethical and moral dimensions. At times we have added the study of other seminal works of Jewish Philosophy and Mysticism

This group has been steadily meeting for over 20 years and is looking actively to welcome new attendees from all walks of life. We are primarily Jewish but have members from other Faiths as well as from a full spectrum of various Jewish backgrounds. No one with an interest in understanding their beliefs and self-psychology will want to miss this. You don't need to be able to read Hebrew. All the works with which we deal are with English translations.

Our group is very diverse in background. We have a psychologist, 2 psychiatrists, a physicist/mathematician, a nurse/addictions counselor, a Chasidic Rabbi, a business man and others. There is no charge for this class but everyone chips in a small amount to help defray the cost of the Kosher lunch. We meet on Thursdays from Noon to 1:00PM

**To RSVP or for more information please contact Rabbi Yaakov Rapoport at 315-727-0973.**

**In Memory of R' Moshe Tzvi Ben DovBer Hakoihen and Rav Ahron Reuven Ben Avraham Yitzchok**



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tressed area and is helping to revitalize the neighborhood near St. Joseph's Hospital Health Center. I think this is a more likely model to solve the problem of ensuring a diverse community by, in turn, diversifying the housing stock."

A 2016 study by the Syracuse Department of Neighborhood & Business Development indicates that about 10.7 percent of the city's housing stock is affordable. "Affordable" is defined by HUD as housing costs that don't exceed 30 percent of the occupants' gross income. The study found that distribution of affordable units was uneven with some neighborhoods offering none. The study confirms the challenge to ensure an adequate stock of residences for a diverse population.

### The need for more amenities

One of the attractions of living downtown is the diversity and proximity of amenities. Last year, the Downtown Committee surveyed its core residents to find out what services were needed. Topping the wish list was the desire for a full-service grocery store.

"Ninety-six percent of the [survey] respondents listed this first," says Merike Treier, executive director of the Committee. "The closest, full-service grocery store is Nojaim Brothers located on the Near West Side. We have tried for years to attract a supermarket downtown, but frankly, it's a numbers game. Supermarkets tell us that the magic number is 5,000 residents living downtown; we're currently at 3,500 which means at our current growth rate we won't hit the magic number for another five years. The ideal footprint would be a store

like Trader Joe's whose variety and quality would serve the residents well." (Price Rite did open a 35,000-square-foot grocery store on Syracuse's south side, at 611 South Ave., this April.)

Next on the list of needed services was a pharmacy/drug store with extended hours followed by a bakery with evening and weekend hours. The list also included extended restaurant hours, a bookstore, and winery/distillery/tasting room. Residents sought additional amenities, such as a dry-cleaner, tailor/seamstress, office-supply store, juice/smoothie bar, and off-leash dog park.

The continued growth of residents and businesses to downtown creates new demands that entrepreneurs are eager to fill. The newest business downtown is D-Train, LLC, a doggie daycare scheduled to open in September. "The facility is currently under construction at the railroad viaduct on South Clinton Street," says Lisa Somers, the general manager. "We're creating a community amenity that offers an urban-centered and green doggy-daycare experience for the hundreds of people who have dogs and live and work downtown. The 4,000-square-foot facility offers an indoor play area for up to 45 dogs; an in-ground pool; and an outdoor, gated area on Clinton Street. In addition to caring for the dogs, D-Train is planning to have a trainer on site, offer a mobile grooming van, and provide a pick-up and drop-off service. We will be open from 7 a.m. to 6 p.m. Monday through Friday, and our pricing is posted on the D-Train website. The staff is reviewing applications now and setting up interviews to be sure the dogs are compatible."

D-Train Doggy Daycare is the brainchild of the principals at Washington Street Partners, which owns the property. In addition to charging for its day-care services,

the facility, which also features a garden roof with 12 inches of top soil, is available to rent on weekends for special occasions and events. The staff is currently interviewing prospective caterers. D-Train will also sell to the community fresh produce grown on the D-Train roof.

### The stars are aligned

When the moon is in the Seventh House/ And Jupiter aligns with Mars/ Then peace will guide the planets/ And love will steer the stars. (Age of Aquarius)

The lyrics of Age of Aquarius mean that the sun is in the constellation Aquarius, and peace and love are guiding the universe. I will leave it up to the astrologers to confirm the movement and relative positions of celestial objects and to divine information about human affairs and terrestrial events. What is clear to most observers, however, is that the sun is shining on downtown Syracuse and the dramatic revitalization of the city. The vision of downtown pioneers such as Bob Doucette, Steve Infanti, Sr., and Joel Shapiro is alive and well. Concerns about the I-81 project, the need for affordable housing, and the lack of certain amenities isn't slowing the redevelopment of downtown. Competition from the "burbs" is of little concern at this point, because the cost of living downtown is very attractive to someone residing in a big city. The only frustration seems to be that the revitalization of Syracuse could be accelerated if the development potential of downtown was more broadly appreciated and additional funding support were made available to promote the city.

Maybe it's time to bring out another bottle of wine to speed up the efforts to grow the city's core. Downtown Syracuse: A votre santé! — NP

## CNY CONSTRUCTION PROJECTS

CONTINUED FROM PAGE 49

Project included re-configuring drive-up ATMs, new six-lane drive-thru, larger member area with flexible teller line for up to 12 tellers, office space for associate services and natural brick and wood interior finishes themed around historic Erie Canal, the site at which the building is located. RSA Architects has worked closely with Empower Federal Credit Union for decades, producing award-winning designs.

- **Project Location:** Syracuse
- **Approximate Square Footage:** 20,000
- **Start Date:** Jan. 1, 2016
- **Building Owner:** Empower Federal Credit Union
- **Architect:** Robertson Strong Apgar Architects

**Sack & Associates  
Consulting Engineers, PLLC**  
**Onondaga Community College -  
Coulter Library Renovations**

■ **Project Description:** Renovations to three floors of Campus Library Building including new building entrance and Cafe.

- **Project Location:** Syracuse
- **Total Construction Cost:** \$10.5 million
- **Building Owner:** Onondaga County
- **Architect:** JMZ Architects
- **Engineer:** Sack & Associates Consulting Engineers
- **General Contractor:** Northland Associates
- **Primary Subcontractors:** Danforth, Joy Process Mechanical, Myriad Construction

**Turner Construction  
Company**  
**Lowville Academy and Central  
School**

■ **Project Description:** Turner Construction Company is providing preconstruction and construction management services for the roof replacement, masonry wall reconstruction, replacement of gym bleachers, and a new generator. Additional features include mechanical, lighting, and security system upgrades.

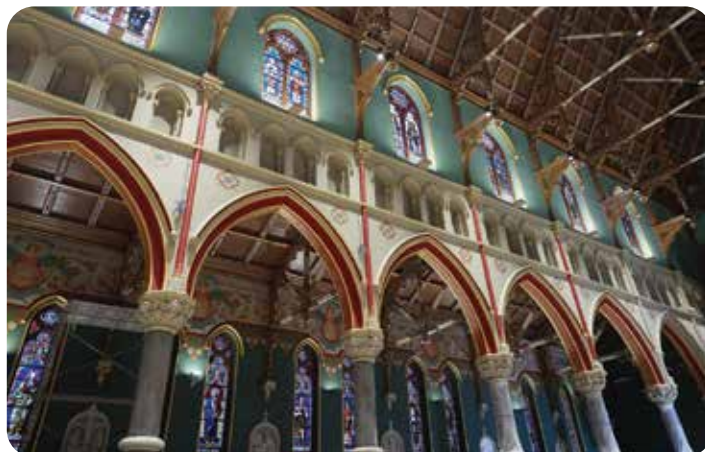
- **Project Location:** Lowville
- **Total Construction Cost:** \$9 million
- **Approximate Square Footage:** 60,000
- **Start Date:** June 1, 2015
- **Completion Date:** March 30, 2017
- **Building Owner:** Lowville Academy and Central School
- **Construction Manager:** Turner Construction Company
- **Architect:** Mosaic Associates
- **General Contractor:** Putrelo Building



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The interior work is now complete, but much exterior work remains to be done. If you would like to contribute to the Cathedral Restoration Fund, please visit our website at [www.syracusediocese.org](http://www.syracusediocese.org)





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To learn more about BlueRock Energy contact us at  
1-877-280-4909 or visit [bluerockenergy.com](http://bluerockenergy.com)

