

CNY BUSINESS JOURNAL
FAMILY BUSINESS
AWARDS

Congratulations
2025 HONOREES

DECEMBER 3, 2025

SKY ARMORY - SYRACUSE

bizeventz.com

BUSINESS INNOVATION

EASTERN SECURITY SERVICES

Founded in 1976 in Elmira, Eastern Security Services is a third-generation, family-owned security provider headquartered in Syracuse. We offer customized security solutions across New York state — from Buffalo to Albany, serving both residential and commercial clients. Our services include burglar and fire-alarm systems, access control, and video-surveillance solutions. With a commitment to award-winning service and 24/7 professional monitoring, we ensure our clients' safety and peace of mind.

**What are your biggest challenges?**

The security landscape is constantly evolving, with new threats and risks emerging every day. Our challenge is staying ahead of these changes while providing personalized solutions. By closely collaborating with our technology partners, we ensure our clients benefit from the latest innovations, tailored to meet their unique needs.

What are your greatest successes?

Our expansion across New York state, from Buffalo to Albany, highlights nearly 50 years of adapting and thriving in a competitive security market. Our commitment to employee development has earned us recognition as one of Central New York's Best Places to Work, as well as numerous local and industry awards.

Where do you see your company in the next 3-5 years?

We aim to continue our statewide expansion, enhancing our service offerings with advanced technologies like AI-driven surveillance and mobile-video solutions. Our focus remains on providing tailored security solutions that meet the evolving needs of our diverse clientele.

What would you like the community to know about your family business?

Eastern Security Services is more than an alarm company; we're a trusted partner in protecting what matters most. As a family-owned business, we take pride in our deep roots in New York state and our commitment to delivering exceptional service to our communities.



Thank You!



COMMUNITY SERVICE EXCELLENCE

LOCK 1 DISTILLING COMPANY

Lock 1 Distilling Company is a New York State Class D Farm Distillery that opened in 2017. All of our products are made from locally sourced grains and ingredients. In our tasting room, we support and promote other NYS farm-based craft-beverage producers, such as wineries, breweries, and cideries.



What are your biggest challenges?

Some of the biggest challenges we face are the rising costs of supplies, raw materials, fuel, and fertilizers. The economy today is far different than when we started and it's a challenge to bring products to market and offer them for a reasonable price.

What are your greatest successes?

One of our greatest successes is that we were able to build our own equipment and produce products that are as good or better than some of the biggest distilleries in the world. We've gone toe to toe in blind taste tests and we consistently win.

Where do you see your company in the next 3-5 years?

In the next 3-5 years, we hope to be able to grow our brand and expand our sales footprint outside of New York. Emerging markets, such as online sales and global exports, are within our reach and we hope to find ourselves in that space.

What would you like the community to know about your family business?

None of this would be possible without the support of our family, friends, and the community in which we live. Our goal is to continuously strive to make better products by implementing innovative techniques while remaining loyal to traditional practices.



SUSTAINABILITY IN ACTION.

Transforming empty lots into **gardens**, planting fruit **trees** for our neighbors in need, & **growing** a greener tomorrow.



COMMUNITY SERVICE EXCELLENCE

MOHAWK GLOBAL

Mohawk Global was founded in 1993 by Gar Grannell and partners as a logistics services company in Syracuse. Under Gar's leadership as president and CEO since 2005, and sole owner since 2019, the company expanded to include customs brokerage, international and domestic transportation, and trade advisory services to become a full-service supply chain management firm. From 2018 to 2023, his three children joined the business, continuing a legacy of purpose and care. Guided by our core values — enrich purposefully, care personally, deliver professionally — Mohawk Global has been recognized as a great place to work every year since 2013.

What are your biggest challenges?

The current landscape of the trade industry presents significant challenges, particularly with the ongoing uncertainty and implementation of unprecedented tariffs. At Mohawk Global, we are fortunate to have a team of experts, many with direct experience in government organizations, who are well-equipped to navigate evolving trade policies and provide strategic guidance to our clients.

What are your greatest successes?

For more than 30 years, Mohawk Global has built a legacy of continuous growth and purposeful expansion. From our roots in Syracuse, we've grown to nine offices across the U.S. and an international presence in Toronto, Ontario (Canada). Our reach now extends even further through strategic joint ventures, MGL Europe and MGL Asia, bringing the strength of a global network to our clients at home and abroad. Throughout this journey, one commitment has remained constant: enriching the lives of our people. As we grow, we continue to lead with purpose, guided by our values and vision to deliver world class, personalized logistics solutions.

Where do you see your company in the next 3-5 years?

Our team is energized by the outlook ahead, with bold plans to expand both our services and footprint. Embracing innovation and advancing technology, we're enhancing how we serve our clients — efficiently, smarter, and more customized. As the global supply chain grows increasingly complex, our commitment remains clear: to drive sustainable growth with purpose, agility, and resilience. This next chapter is not just about expansion, it's about evolving with intention and creating lasting impact for our clients, our people, and the communities we serve.

What would you like the community to know about your family business?

Mohawk Global believes in enriching the lives of all our stakeholders.



The Central New York
BUSINESS JOURNAL

**Make Sure Your Time
In the Spotlight
LASTS FOREVER!**

**Get the highest quality plaque from the
ORIGINAL SOURCE - not a third-party vendor!**



**Scan the QR code
to order online!**

FAMILY BUSINESS LEADER OF THE YEAR



DAVE SCHNECKENBURGER,
THOMPSON & JOHNSON EQUIPMENT

Founded in 1954 by George Johnson and Tommy Thompson as a Clark forklift dealer, Thompson & Johnson (T&J) Equipment began in Syracuse and has grown into an award-winning dealership with four locations in Binghamton, Horseheads, Schenectady, and Syracuse. With more than 175 employees — half of whom are technicians — T&J has built a reputation for superior service, repair, and leasing solutions for supply chain and manufacturing customers. For over 70 years, we’ve delivered industry-leading products from Toyota, Crown, and Clark, and more recently expanded through Northeast Dock & Door, specializing in loading-dock equipment and service.



What are your biggest challenges?
The accelerating pace of business change is an ongoing challenge, compounded by increasing government rules and regulations. In New York state, human-resource teams face significant pressure from complex programs. At the same time, the shortage of skilled trades — especially mechanics and technicians — makes it difficult to operate a high-performing service department. The wave of retirements among the baby-boomer generation also challenges us with the loss of valuable institutional knowledge.

What are your greatest successes?
Being a finalist for the Best Places to Work in CNY for eight straight years is a testament to how we work to take care of our employees, which is the foundation of customer satisfaction and growing a business. We are equally proud of our culture of community and corporate support, encouraging the support of local not-for-profits. T&J is proud to support a broad cross section including the Food Bank of CNY, Southern Tier and Capital District, The Most, The Boys & Girls Club, Clear Path for Veterans, In My Father’s Kitchen, and many more. Personally, I have had the great opportunity to help many local organizations grow as president or board chair, including CenterState CEO, Dewitt Community Church, The MOST, Young Life, and Dewitt Rotary. It is fulfilling to know you can make an impact on both individuals and organizations

Where do you see your company in the next 3-5 years?
We expect to increase our service area with a facility in Western New York, and add additional product lines.

What would you like the community to know about your family business?
Believing that a rising tide lifts all ships, we remain committed to helping our employees, customers, and community thrive together.



Women-Owned Family Business Honoree
CNY Business Journal 2025

Proud to Be
Honored
Women-Owned.
Family Driven.

About RLK

For over 60 years, RLK Insurance has proudly served Central New York with honest guidance, trusted protection, and a commitment to treating every client like family. As a women-owned, third-generation agency, we continue to build on our legacy of personal service and genuine care — helping local businesses and families feel protected, understood, and supported.

Phone | 315-425-8101 Website | www.rlkellyinsurance.com/

BizEventz

A CNY Business Journal Partner

2026 EVENTS

CNY BUSINESS JOURNAL

NONPROFIT
AWARDS

CNY BUSINESS JOURNAL

MOHAWK VALLEY
GEAR AWARDS

GROWTH, ENERGY, AND REVITALIZE

CNY BUSINESS JOURNAL

CYBERSECURITY
CONFERENCE

CNY BUSINESS JOURNAL

BEST
PLACES TO WORK

CNY BUSINESS JOURNAL

40under
Forty

CNY BUSINESS JOURNAL

FAMILY BUSINESS
AWARDS

For more information on our upcoming events, go to bizeventz.com

Interested in sponsoring an upcoming event? Contact Jill Allen at jallen@bizeventz.com

FASTEST-GROWING FAMILY BUSINESS

COMSOURCE, INC.

ComSource was founded in 1989 by Kevin Hanlon with a strong foundation in family values and a vision for excellence. At its founding, the company sold three brands of technology and employed six people. After Kevin's passing in 2019, his wife Denise continued the legacy as a family-run business. Under her guidance, ComSource has grown significantly, expanding its team by 56 percent to a total of 65 employees, and increasing revenue by 155 percent in the same period. ComSource now partners with more than 100 manufacturer technology lines, including data center, collaboration, security, networking, cloud, managed and professional services.



ComSource

What are your biggest challenges?

Preserving a strong, unified company culture with nearly half of its team working remotely. While remote work has provided flexibility and expanded the company's talent reach, it can also create obstacles to connection, collaboration, and a shared sense of purpose.

What are your greatest successes?

Building a family-oriented culture where employees are valued as more than just colleagues, they are treated like extended family. This environment has fostered loyalty, collaboration, and a strong sense of purpose, resulting in long-term employee retention and lasting customer relationships. ComSource's culture of trust and innovation has empowered teams to deliver tailored technology solutions that consistently exceed client expectations.

Where do you see your company in the next 3-5 years?

ComSource is focused on further developing its talented team, nurturing a healthy work/life balance, and continuing to invest in the tools and processes that drive both innovation and long-term success. Externally, the company remains committed to growing as a trusted technology partner, expanding its service offerings, while staying true to its customer-first approach. ComSource aims to deepen its expertise in emerging technologies such as AI, strengthen strategic partnerships, and scale operations to serve an even broader customer base.

What would you like the community to know about your family business?

ComSource is proud of its family roots and the strong relationships it has built with more than 500 K-12 schools, universities, and businesses across New York state. The company's mission goes beyond technology, with a focus on keeping students safe, supporting educators, and strengthening both local communities and the businesses that sustain them.



NOMINATIONS OPENING SOON!

Visit bizeventz.com
and view this year's nomination categories

CNY **BUSINESS JOURNAL**
NONPROFIT
AWARDS

MANUFACTURING EXCELLENCE

MORSE MANUFACTURING

Founded in 1923, Morse Manufacturing Company has proudly remained a family-owned business for over a century. What began as an innovative solution for safer drum handling has grown into a global leader in drum handling equipment. Now operated by the third generation of the Andrews family, the business continues its tradition of innovation, quality, and safety. Our American-made products are trusted worldwide to lift, move, and pour drums with efficiency and reliability. For three generations, Morse has built its reputation on family values, craftsmanship, and a commitment to providing dependable solutions for customers everywhere.



What are your biggest challenges?

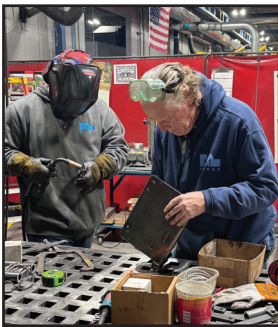
Our challenges are all about relationships and people. One of our core values is family. We are a family business, but our employees are also a part of the Morse family, as well as our dealers, our suppliers, and our community.

Where do you see your company in the next 3-5 years?

Morse is continuing to grow internationally. We expect to have multiple international distribution centers within the next 5 years.

What would you like the community to know about your family business?

Morse provides jobs in engineering, machining, welding, assembly, design, quality control, and more. It also helps sustain specialized manufacturing skills in the region. Also, as a manufacturer, Morse’s supply chain (raw materials, subcontracting, local services) and employee spending have ripple effects in the local economy.



CONGRATULATIONS
Dave
Schneckenburger

CNY Business Journal's
2025 Family Business
Leader of the Year

Your dedication, vision, and leadership
continue to drive our third-generation
family business forward - and we couldn't
be prouder!

President
Thompson & Johnson



THOMPSON & JOHNSON
EQUIPMENT

MULTI-GENERATIONAL FAMILY BUSINESS

FANCHER SERVICES, INC.

In 1947, Fred Fancher started Fancher Appliance from Laurel Lake, Pennsylvania from his garage. In 1952, we became incorporated and built a building at 1036 Vestal Parkway East in Vestal. In 1992, Fred's nephew Ron took over the business and continued until 2021, when Ron's son Kyle took over the business. In 2023, we re-branded into Fancher Services, Inc. and added electrical services. We also remodeled the office area and transformed into the digital world.



What are your biggest challenges?

Keeping up to date with the changing technology of our industry as well as making sure we find the right employees to make up our team.

What are your greatest successes?

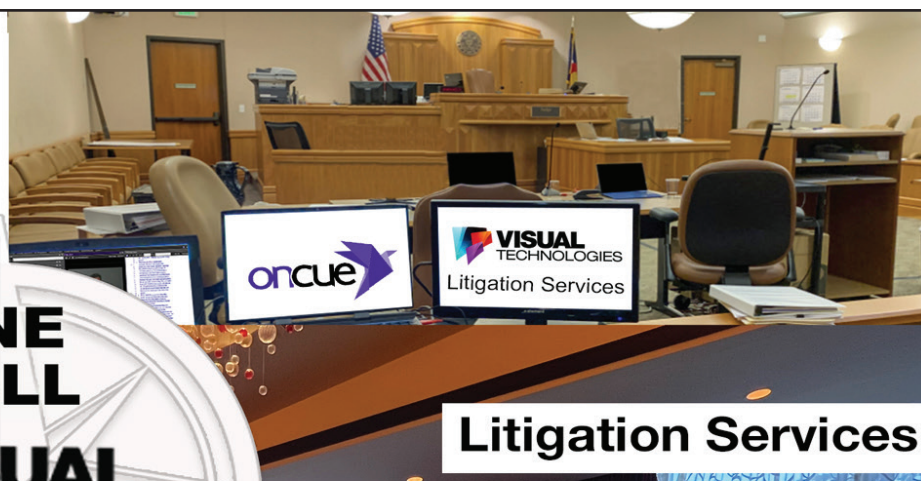
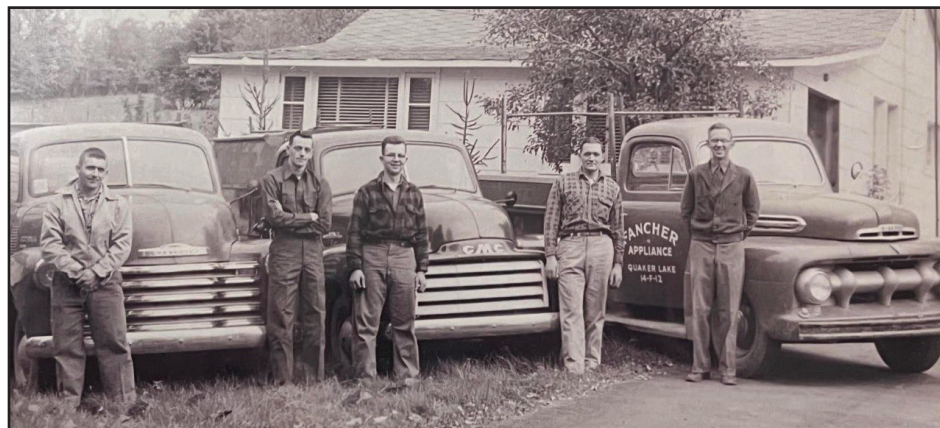
Giving back to the community we live and work in. Donating and sponsoring multiple youth sports teams, as well as nonprofit organizations to help our area thrive.

Where do you see your company in the next 3-5 years?

Continuing to grow in all phases of plumbing, mechanical, and electrical services. Help and assist in residential projects and get into more of the commercial projects in our area — all while keeping great customer service and quality work being completed.

What would you like the community to know about your family business?

As a 3rd generation locally family-owned business, the quality plumbing, heating, and electrical services we provide will continue for years to come — all while keeping everything local and supporting our community.



WOMAN-OWNED FAMILY BUSINESS

ROBERT L. KELLY GENERAL INSURANCE AGENCY

Robert L. Kelly started the agency in the 1960s with three colleagues who worked with him selling life insurance at Sears. They parted ways in the 70s and he continued as the sole owner of Robert L Kelly General Insurance, with the help of a neighbor acting as the office manager. His sons Joe and Mike came on board after they graduated from college and became partners once my grandfather retired in the 90s. They grew to specialize in insurance for small contractors, churches, not for profits alongside auto, home, and umbrella insurance, providing intentional, boutique service to our clients.

What are your biggest challenges?

Our biggest challenge is navigating the changing auto and home market for our clients. Also hiring the right people to maintain the level of personalized, client-centric service we are known for.

What are your greatest successes?

The connection I have cultivated with my family, friends, and professional mentors throughout my life, says Jacquie Kelly Kaden, insurance broker/partner. This village has sustained me through the most challenging moments in my family life and career journey. They have helped me mother my children, develop my teaching career, and grow our family insurance agency. I could not have accomplished all that I have over the last four years-transition to an automated management system, VOIP phones, QuickBooks and bring on full and part time staff without the love and support of my friends, family and mentors.

Where do you see your company in the next 3-5 years?

My vision is to be a million-dollar revenue insurance agency with four full-time staff serving our clients and the community of CNY.

What would you like the community to know about your family business?

Our third-generation business reflects our family's values and my grandfather's original mission — to give service to everyone who walks through our door or calls our office, while at the same time serving in our community. Our clients are our neighbors, friends, local downtown restaurants, upstate property developers, and downstate manufacturers. They are family and our priority every single day.

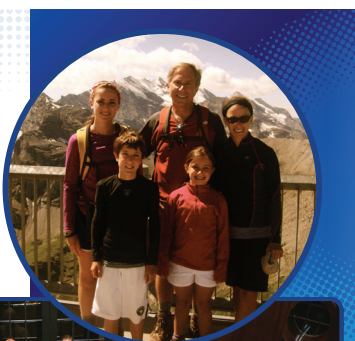


WE ARE HONORED TO BE NAMED

FASTEST GROWING FAMILY BUSINESS

OUR STORY

Learn more about our founder Kevin Hanlon, our company history, and the legacy that he left with the growing success of ComSource, Inc.



CNY BUSINESS JOURNAL FAMILY BUSINESS AWARDS

THANK YOU!
Keynote Speaker

JEFF ROGERS

Founder,
Catalyst Leadership Dynamics



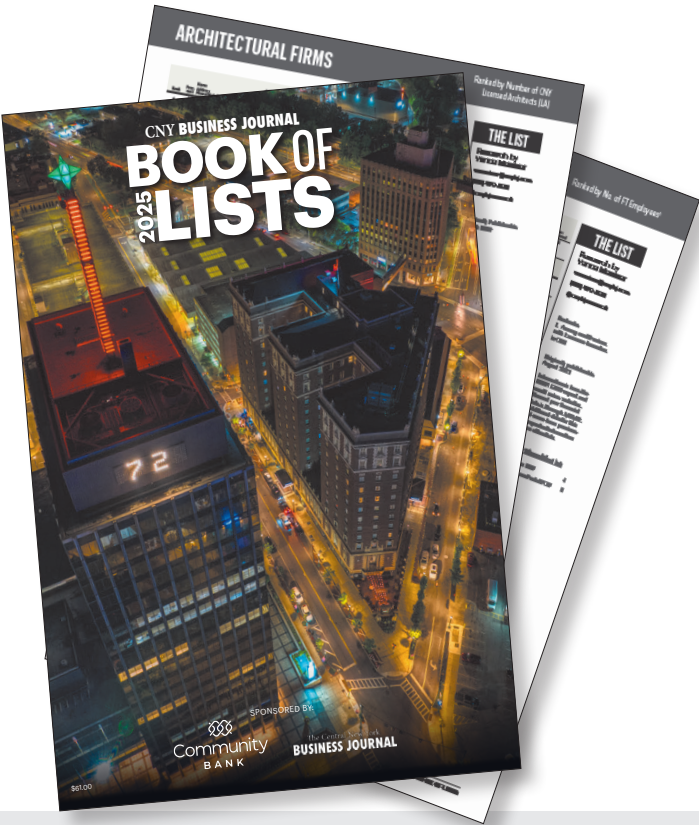
THE 2025 CNYBJ REVITALIZE MAGAZINES
ARE AVAILABLE TO DOWNLOAD!

Scan the QR code or visit www.cnybj.com/shop ►



CNY **BUSINESS JOURNAL**
BOOK OF LISTS

ONE AD = ONE WHOLE YEAR OF EXPOSURE



4,000
DISTRIBUTED
*3,000 Print
+ 1,000 Digital*



OVER
45
LISTS



1,400
CONTACTS



1,000
COMPANIES

The Book of Lists is the **NUMBER ONE** source of business information in Central New York.

Make the most of your marketing dollars!

The Book of Lists is the ultimate source for lead generation, the most up-to-date business data and information, and much more!

Align your brand with other key players in the area.

THE LISTS:

- Addiction Treatment Programs
- Advertising, Marketing & PR Firms
- Airports
- Architects
- Banks
- Casinos
- Certified Disabled Veteran Businesses
- Chambers of Commerce
- Colleges & Universities

- Commercial Builders & Contractors
- Commercial Printers
- Commercial Property Management Firms
- Commercial Real Estate Firms
- Computer/IT Firms
- Conference & Meeting Facilities
- CPA Firms
- Credit Unions
- Cultural & Performing Arts Organizations
- Cybersecurity Companies
- Document Management Companies
- Economic Development Agencies

- Employee Benefits Consultants
- Engineering Firms
- Environmental Firms
- Estate Planners
- Family Owned Businesses
- Financial Planners
- Health Insurance Providers
- Hospitals & Health Systems
- Hotels
- Landscape Architects
- Largest Employers
- Leadership & Management Consultants

- Manufacturers
- Minority Owned Businesses
- Museums
- Nursing Programs
- Property & Casualty Insurers
- Risk Management Providers
- SBA Loans & Lenders
- Ski Resorts
- Skilled-Nursing Facilities
- Staffing Firms
- Web Design Companies
- Woman Owned Businesses

Get in early to get the best placement before your competition does!
BOOK YOUR SPACE TODAY

ADVERTISING - Contact us for rates!

- 2 Page Center Spread
- Outside Back Cover
- Inside Front Cover
- Inside Back Cover
- Page One
- Opposite Table of Contents
- Opposite Publisher's Page
- Full-Page
- Half-Page
- Quarter-Page
- Bottom Page Strip
- Middle Page Strip

Color is included. All Pricing is Net

BOOK SPONSORSHIP

BOOK OF LISTS UNDERWRITER

(4 Positions Available)

- Full page, 4 color cover position choice of:
 - Outside back cover
 - Inside front cover
 - Inside back cover
 - 2 page Center Spread
- Logo on front cover as Underwriter
- Sponsor message (third of a page for message)
- Full page, 4 color ad across from list
- 100 extra copies of the Book of Lists

AD SPECS

- Full Page: 9.25" x 12.75" - no bleed
10" x 14" - full bleed*
- 1/2 Page: 9.25" x 6.375"
- 1/4 Page: 4.5" x 6.375"
- Bottom Strip: 9.25" x 1"
- Middle Strip: 7" x 1"

Cover Screens: 150-Line
Text Screens: 85-Line
Dot Gain (text pages): 38%

Publishing Date: March 2, 2026
Cover Advertising Deadline: TBA
Inside Page Advertising Deadline: TBA

** For full bleed ads, please add an additional .25" on each side to allow for trimming and include crop marks.*

FOR MORE INFORMATION OR TO BOOK YOUR AD, PLEASE CONTACT
Kelly Bailey: kbailey@cnybj.com - Marny Nesher: mnesher@cnybj.com