

## 2nd Ave Lighting

55 Oriskany Blvd.  
Yorkville, NY 13495

- **Phone:** (800) 843-1602
- **Website:** 2ndave.com
- **Year Estab.:** 1979
- **Total No. of CNY Employees:** 60
- **Founder(s):** Ida and Meyer Cohen
- **Products/Services Offered:** custom lighting, decorative lighting, stained-glass lamps & windows, chandeliers, wall sconces, outdoor lanterns, custom lighting, table/floor lamps, and other home accessories and decor; indoor and outdoor lighting
- **President & CEO:** Robert Cohen
- **Sales Manager:** Max Cohen
- **Production Manager:** Chester Cohen

## Advanced Business Systems

22811 County Route 51  
Watertown, NY 13601

- **Phone:** (315) 788-7989
- **Website:** abstech.com
- **Year Estab.:** 1991
- **Total No. of CNY Employees:** 22
- **No. of generations involved in business:** 2
- **Founder(s):** Edward Jones
- **Products/Services Offered:** business-technology solutions
- **CEO/Owner:** Edward Jones
- **COO/Owner:** Ryan Jones

## Advanced Tool Inc.

9169 River Road  
Marcy, NY 13403

- **Phone:** (315) 768-8502
- **Website:** advancedtool.com
- **Year Estab.:** 1975
- **Total No. of CNY Employees:** 10

## Welcome to the *Central New York Business Journal's* 2025 Family-Owned Business Directory.

This is our 2nd annual Family-Owned Businesses list, with firms listed alphabetically. The expanded entries allow the firms to list their notable clients, projects, or contracts, and the option to provide photos.

The information for these entries was supplied by the companies and their websites.

- **No. of generations involved in business:** 3
- **Founder(s):** Harold (Butch) Lockwood
- **Products/Services Offered:** carbide end mills, miniature end mills & helical form tools; application-specific milling solutions & problem-solving, custom geometries and configurations
- **Notable Clients, Projects, or Contracts:** U.S. Constitution display case, Mona Lisa at Louvre, U.S. Capitol, NASA, FBI headquarters, National Security Agency, Kennedy Space Center
- **President & CEO:** Sherry DePerno

## Ahern, Murphy & Associates

4448 E. Lake Road  
Cazenovia, NY 13035

- **Phone:** (315) 427-5383
- **Website:** ahernmurphy.com
- **Year Estab.:** 1998
- **Founder(s):** Timothy P. Ahern, Bart O. Murphy
- **Products/Services Offered:** leadership development, high performance team development, management consulting
- **Principal:** Timothy P. Ahern
- **Principal:** Lindsey A. Zajac

## AJ Medical Products, LLC

103 Horton Place  
East Syracuse, NY 13057

- **Phone:** (315) 701-2822
- **Website:** ajmedical.net
- **Year Estab.:** 2003
- **Total No. of CNY Employees:** 5
- **No. of generations involved in business:** 2
- **Founder(s):** Richard Bozogian
- **Products/Services Offered:** medical equipment, supplies, and repair services; provide safety inspections, calibrations, and corrective repairs; regulation compliance
- **Notable Clients, Projects, or Contracts:** SUNY Upstate Medical University, Hutchings Psychiatric Center, Syracuse University Sports Medicine and Student Health
- **CEO:** Richard Bozogian

## Alex S. Joseph Associates, Inc.

5793 Widewaters Parkway  
Syracuse, NY 13214

- **Phone:** (315) 449-4242
- **Website:** asjlife.com
- **Year Estab.:** 1960
- **Total No. of CNY Employees:** 4
- **No. of generations involved in business:** 4
- **Founder(s):** Alex Joseph, Sr., Frances A. Joseph
- **Products/Services Offered:** life insurance, annuities, & related products
- **President:** Lex Joseph
- **Vice President:** Alex Joseph III

## Amrex Chemical Company Inc.

117 E. Frederick St.  
Binghamton, NY 13902

- **Phone:** (607) 772-8784
- **Website:** amrexchemical.com
- **Year Estab.:** 1982
- **Total No. of CNY Employees:** 64
- **No. of generations involved in business:** 3
- **Founder(s):** William F. Rexer, Jr.
- **Products/Services Offered:** wholesale chemical distributor
- **Notable Clients, Projects, or Contracts:** most of New York's municipalities' water treatment
- **President:** Pamela Rexer

## Andela Products

493 State Route 28  
Richfield Springs, NY 13439

- **Phone:** 315-858-0055
- **Website:** andelaproducts.com
- **Year Estab.:** 1991
- **Total No. of CNY Employees:** 13
- **No. of generations involved in business:** 1
- **Founder(s):** Cynthia Andela
- **Products/Services Offered:** glass-recycling machinery, metal fabrication, abrasive-blasting services
- **Notable Clients, Projects, or Contracts:** Fort Knox Base - Kentucky; Momentum - Salt Lake City, Utah; EBHYS - Saint Barthelemy Island
- **President & CEO:** Cynthia A. Andela

## Bennett Die & Tool, Inc.

130 Wygant Road  
Horseheads, NY 14845

- **Phone:** (607) 739-5629
- **Website:** bdandt.com
- **Year Estab.:** 1953

# LOCAL BUSINESSES DESERVE LOCAL PARTNERS

[solvaybank.com/business/testimonials](https://solvaybank.com/business/testimonials)



Hear what local business owners like you have to say about Solvay Bank

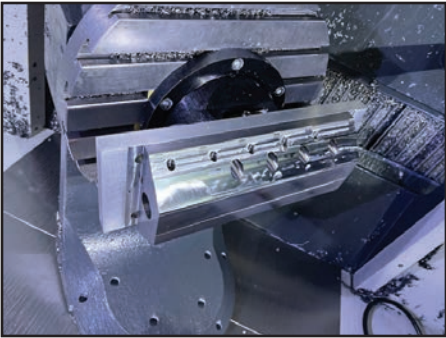


# SOLVAY BANK

Member FDIC







- **Total No. of CNY Employees:** 45
- **No. of generations involved in business:** 2
- **Founder(s):** Bennett Family
- **Products/Services Offered:** precision machined parts
- **President:** Brian Bennett

**Brockett Creative Group, Inc.**

43 College St.  
Clinton, NY 13323

- **Phone:** (315) 797-5088
- **Website:** brockettcreative.com
- **Year Estab.:** 2002
- **Founder(s):** Matthew Brockett
- **Products/Services Offered:** advertising agency
- **President & Creative Director:** Matthew D. Brockett

**Bush Crane Inc.**

13 Marshall Heights  
Morrisville, NY 13408

- **Phone:** (315) 450-4264
- **Website:** bushcrane.com
- **Year Estab.:** 2015
- **Total No. of CNY Employees:** 4
- **No. of generations involved in business:** 2
- **Founder(s):** David Bush
- **Products/Services Offered:** Annual OSHA/ANSI inspections, on cranes, bucket trucks and dielectric testing, aerial lifts, powered industrial trucks, MEWPs; also provide training & certifications on bucket trucks, forklifts, aerial lifts /MEWP.
- **Notable Clients, Projects, or Contracts:** DOTs, Saint Lawrence Seaway, Washington Metropolitan Area Transit Authority, Superior Plus Energy Services Inc.
- **Owner:** Rebecca Koontz



**Business Machines & Equipment Inc.**

5 Ann Street  
Mohawk, NY 13407

- **Phone:** (315) 733-2033
- **Website:** bmecompany.com
- **Year Estab.:** 1991
- **Products/Services Offered:** sells, leases, services & manages Canon, & Kyocera multi-functional systems as well as HP managed print as well as document-management software
- **Partner, VP of Sales:** Steve Mitchell

**CADimensions, Inc.**

6310 Fly Road  
East Syracuse, NY 13057

- **Phone:** (315) 434-9787
- **Website:** cadimensions.com
- **Year Estab.:** 1990
- **Total No. of CNY Employees:** 28
- **No. of generations involved in business:** 2
- **Founder(s):** Pete & Tara DiLaura
- **Products/Services Offered:** 3D engineering and manufacturing software, additive manufacturing equipment, design, implemen-

tation, consulting and 3D printing services

- **Notable Clients, Projects, or Contracts:** SRC, Inficon, Corning Inc, Baxter/Welch Allyn, Tessy Plastics, Lockheed Martin, Eaton/Crouse-Hinds, Cascade Lacrosse, Ephesus Lighting, Peloton
- **CEO:** Peter DiLaura
- **President:** Andy DiLaura
- **VP Technical Services:** Tom DiLaura
- **VP Operations:** Jeff Lewis
- **VP Finance:** Jon Rachetta
- **VP Sales:** Kris Lincoln

**Carr Recruiting Solutions**

26 E. Genesee St. #142  
Baldwinsville, NY 13027

- **Phone:** (315) 428-8888
- **Website:** carr-recruiting.com
- **Year Estab.:** 2004
- **Founder(s):** Lori & Michael Carr
- **Products/Services Offered:** direct-placement recruiting
- **Notable Clients, Projects, or Contracts:** clients in health care, engineering, IT, logistics, manufacturing, construction, administrative
- **Owner:** Lori L. Carr
- **President:** Michael E. Carr

**Central New York Business Journal**

100 S. Salina Street, Suite 370  
Syracuse, NY 13202

- **Phone:** (315) 579-3925
- **Website:** cnybj.com
- **Year Estab.:** 1986
- **Founder(s):** Norman Poltenson
- **Products/Services Offered:** print, digital, & events company; provider of business news, data, and networking opportunities
- **President/Owner:** Marny Neshier

**CH Insurance**

The Atrium  
Syracuse, NY 13202

- **Phone:** (315) 234-7500
- **Website:** chinsurance.cc
- **Year Estab.:** 1999
- **Founder(s):** Joe Convertino, Sr., Joe Convertino, Jr.
- **Products/Services Offered:** business and personal insurance, risk management, group health insurance, consulting, life, dental, vision, disability insurance, wellness programs, HR services
- **Chairman & CEO:** Joseph Convertino, Sr.
- **President:** Joseph Convertino, Jr.
- **Sr. VP of Sales:** John Sereno
- **VP of Operations/Risk Management:** Tony D'Amato
- **VP of Benefits:** Joe Courcy
- **Benefit Specialist:** Trish Tyminski
- **CFO:** Brandi Gough
- **VP, Technology & Digital Operations:** David Graham

**Chocolate Pizza Company**

3774 Lee Mulroy Road  
Marcellus, NY 13108

- **Phone:** (315) 673-4098
- **Website:** chocolatepizza.com
- **Year Estab.:** 1988
- **Total No. of CNY Employees:** 20
- **No. of generations involved in business:** 2
- **Founder(s):** Ryan Novak
- **Products/Services Offered:** gourmet chocolate gifts for business or family occasions; famous for chocolate pizza & peanut butter wings; ship nationwide
- **Notable Clients, Projects, or Contracts:** featured nationally on Food Network, Discovery, Hallmark Channel, CNBC; and in Forbes, People, and Entrepreneur magazines
- **Owner:** Ryan Novak

**ComSource, Inc.**

500 Plum St.  
Syracuse, NY 13204

- **Phone:** (315) 682-4115
- **Website:** ComSourceNY.com
- **Year Estab.:** 1989
- **Total No. of CNY Employees:** 65
- **No. of generations involved in business:** 1
- **Founder(s):** Kevin M. Hanlon (now deceased) transitioned to Denise R. Hanlon, wife of deceased
- **Products/Services Offered:** design, sell, and implement technology solutions, including data center, networking, security, collaboration, cloud services, professional services, managed services and financial services
- **President & CEO:** Mike Fay
- **CFO:** Tracy Stauffer
- **VP of Sales:** Phil Gadsden
- **Executive Director of Operations:** Adam Puccia

**Cucharale Consulting Group, LLC**

6808 Lowell Road  
Rome, NY 13440

- **Phone:** (315) 794-9863
- **Website:** cucharalegroup.com
- **Year Estab.:** 2019
- **Total No. of CNY Employees:** 5
- **No. of generations involved in business:** 2
- **Founder(s):** Cathy A. Cucharale
- **Products/Services Offered:** business management/organization and financial compliance consulting; certified WBE organization
- **Notable Clients, Projects, or Contracts:** National Compliance Consulting Services
- **President:** Cathy A. Cucharale

**Dominick Falcone Agency, Inc.**

507 Plum St.  
Syracuse, NY 13204

- **Phone:** (315) 422-6128
- **Website:** falconeinsurance.com
- **Year Estab.:** 1920
- **Total No. of CNY Employees:** 10
- **Products/Services Offered:** insurance agency
- **President:** David J. Falcone
- **EVP:** Michael J. LaValle
- **EVP:** Dominick Falcone, IV
- **EVP:** David T. MacLachlan

**Dynamic Training and Coaching**

2652 Route 20 E., Suite 200  
Cazenovia, NY 13035

- **Phone:** (315) 447-0227
- **Website:** DynamicTraining.info
- **Year Estab.:** 2010
- **Products/Services Offered:** employee engagement, leadership, management/supervisory, train-the-trainer, presentation skills, sales training, customer-service training, team building, executive coaching
- **President:** Robert J. Gabor
- **VP:** Molly Sherman Gabor

**Eastern Security Services**

911 North Geddes St.  
Syracuse, NY 13204

- **Phone:** (315) 422-4141
- **Website:** easternsecurity.net
- **Year Estab.:** 1976
- **Total No. of CNY Employees:** 20
- **No. of generations involved in business:** 3
- **Founder(s):** Russell MacDonnell
- **Products/Services Offered:** Sales, installation, and service of monitored burglary and fire-alarm systems, access control, security camera, intercom, and mobile surveillance trailer solutions.
- **President:** Cooper MacDonnell

**Edgewood Environmental Consulting, LLC**

5 Edgewood Parkway  
Fayetteville, NY 13066

- **Phone:** (315) 456-8731
- **Year Estab.:** 2020
- **Total No. of CNY Employees:** 4
- **Products/Services Offered:** environmental
- **Manager:** Julie Sherlock Fishman

**Endicott Precision, Inc.**

1328-30 Campville Road  
Endicott, NY 13760

- **Phone:** (607) 754-7076
- **Website:** endicottprecision.com
- **Year Estab.:** 1960
- **Total No. of CNY Employees:** 125
- **No. of generations involved in business:** 3
- **Founder(s):** Manuel & Jack Oliveira
- **Products/Services Offered:** precision sheet-metal fabrication, stampings, weldments, CNC mill & waterjet machining, mechanical assembly
- **Notable Clients, Projects, or Contracts:** manufacture parts for aerospace, military and federal government clients since the 1970's. Boeing/Airbus various aircraft systems, most all Navy ships, military helicopters and ground equipment, Patriot and other missile systems.
- **General & Sales Manager:** Ronald Oliveira

**First Choice Group CNY Inc.**

131 Oriskany Blvd.  
Whitesboro, NY 13492

- **Phone:** (315) 736-3884
- **Website:** firstchoicegroup.com
- **Year Estab.:** 1976
- **Total No. of CNY Employees:** 16
- **No. of generations involved in business:** 3
- **Founder(s):** A. Douglas Manning, Theresa R. Manning, Michele R. Williams, Lynn A. Loomis, Jonathan M. Loomis
- **Products/Services Offered:** Recruits & hires employees in CNY, offers payroll services, risk assessment
- **Notable Clients, Projects, or Contracts:** leverage technology to create an easy application process for our candidates and a simple interface with our clients to allow them to concentrate on their business
- **President & CEO:** Michele Williams
- **VP:** Lynn Ann Loomis

**Fountainhead Group Inc.**

23 Garden St.  
New York Mills, NY 13417

- **Phone:** (315) 736-0037
- **Website:** thefountainheadgroup.com
- **Year Estab.:** 1888
- **Total No. of CNY Employees:** 275
- **No. of generations involved in business:** 3
- **Founder(s):** DeWane Benton Smith
- **Products/Services Offered:** manufacturing and distribution
- **Chairman & CEO:** John Francis Romano

**Gasparini Sales, Inc.**

917 Granger Road  
Syracuse, NY 13219

- **Phone:** 315-471-1438
- **Year Estab.:** 1927
- **Total No. of CNY Employees:** 12
- **No. of generations involved in business:** 4
- **Founder(s):** N.E. Gasparini, Arthur Gasparini, Lola Gasparini
- **Products/Services Offered:** food brokers serving wholesale supermarkets, retail, and food-service suppliers
- **Partner:** Edward Arthur Gasparini
- **President, Partner:** Susan Gasparini-Metz



CHOOSE BUSINESS  
ACCELERATED WITH

# TOMPKINS CASH MANAGEMENT SOLUTIONS

At Tompkins, our business banking team helps you put together just the right suite of cash management solutions to turn “business as usual” into “business amazing” and to help your business thrive.

[tompkinsbank.com](https://tompkinsbank.com)

*your bank of choice* **TOMPKINS** 



Scan the code for more information

Member FDIC   
EQUAL HOUSING  
LENDER



## Giotto Enterprises

161 Clear Road  
Oriskany, NY 13424

- **Phone:** (315) 736-2206
- **Website:** giottoenterprises.com
- **Year Estab.:** 1985
- **Total No. of CNY Employees:** 425
- **Founder(s):** Frank Giotto
- **Products/Services Offered:** communication fiber-optic connectors, fiber-optic cable and test equipment; safety relays, injection-molded plastic components, CNC machining, sheet-metal fabrication
- **President & CEO:** Frank Giotto
- **SVP of Sales:** Kirk Donley
- **Exec. VP & CFO:** Susan Grabinski
- **VP, Org. Dev./HR:** Mark Cushman

## Greek Peak Mountain Resort

2000 NYS Route 392  
Cortland, NY 13045

- **Phone:** 844-846-9575
- **Website:** greekpeak.net
- **Year Estab.:** 1958
- **Founder(s):** Al Kryger
- **Products/Services Offered:** ski resort
- **President:** Wes Kryger

## Grey Goose Graphics, LLC

633 Valleyview Drive  
Endwell, NY 13760

- **Phone:** (607) 743-3509
- **Website:** greygoosegraphics.com
- **Year Estab.:** 2006
- **Founder(s):** John Hussar
- **Products/Services Offered:** advertising agency - web & video production
- **Owner:** John J. Hussar

## Grimsley Agency of NY LLC

5320 W. Taft Road  
North Syracuse, NY 13212

- **Phone:** (315) 452-0123
- **Website:** grimsleyagencyofny.com
- **Year Estab.:** 1989
- **Total No. of CNY Employees:** 28
- **Founder(s):** Donald Grimsley
- **Products/Services Offered:** property & casualty insurance
- **President & CEO:** Donald E. Grimsley

## GROW Wealth Partners

81 State Street  
Phoenix, NY 13135

- **Phone:** (315) 695-6367
- **Website:** growwealthpartners.com
- **Year Estab.:** 2002
- **Founder(s):** Dean J. Ripley
- **Products/Services Offered:** financial planning
- **Founder & Private Wealth Advisor:** Dean J. Ripley
- **Founder & Private Wealth Advisor:** Trevor Garlock



## Hale Manufacturing

11206 Cosby Manor Road  
Utica, NY 13502

- **Phone:** (315) 894-5490

- **Website:** halemfg.com
- **Year Estab.:** 1907
- **Total No. of CNY Employees:** 30
- **No. of generations involved in business:** 4
- **Founder(s):** F. E. Hale
- **Products/Services Offered:** manufacturer of library, courtroom, office, and home-furniture products with a focus in using wood materials
- **Notable Clients, Projects, or Contracts:** manufactured all-new desks for the New York State Assembly
- **Vice President :** Erika Romeo
- **Marketing Manager:** Brooke Benson

## Hamilton Eatery

41 Lebanon Street  
Hamilton, NY 13346

- **Phone:** (315) 825-9051
- **Website:** hamiltoneatery.com
- **Year Estab.:** 2011
- **Founder(s):** Clay and Nicki Skinner (husband and wife) founded this business in late 2011.
- **Products/Services Offered:** serves high quality food to the community of Hamilton, home of Colgate University. Specializes in sandwiches, salads, homemade soups, pastries and more. We are a popular option for catered events and have a strong following with our online ordering option where we have the food waiting for you just inside our door.
- **Notable Clients, Projects, or Contracts:** majority of our clientele is somehow related to the economic impact of Colgate University, the major employer in Madison County

## Harding Brooks Associates LLC

441 Commerce Road  
Vestal, NY 13850

- **Phone:** (607) 729-9292
- **Website:** hardingbrooks.com
- **Year Estab.:** 2009
- **Total No. of CNY Employees:** 39
- **Products/Services Offered:** insurance
- **President:** Tom Harding
- **VP:** Mike Peplinski

## Harmco Fastener Co.

6729 Commerce Blvd  
Syracuse, NY 13211

- **Phone:** 315-634-4031
- **Website:** harmcofastener.com
- **Year Estab.:** 1967
- **Total No. of CNY Employees:** 5
- **No. of generations involved in business:** 4
- **Founder(s):** William Credit
- **Products/Services Offered:** construction supplies, fasteners, PPE
- **President, Owner:** Mark S. Credit
- **Vice President, Owner:** Ronald H. Credit

## Hartman Enterprises, Inc.

455 Elizabeth St.  
Oneida, NY 13421

- **Phone:** (315) 363-7300
- **Website:** hartmanenterprises.com
- **Year Estab.:** 1973
- **Total No. of CNY Employees:** 30
- **No. of generations involved in business:** 3
- **Founder(s):** Robert E. Sweet, Sr., Adeline Sweet
- **Products/Services Offered:** precision CNC milling and turning; 5-axis machining, Swiss-type machining, large turning; AS9100D-certified, HUBZone
- **Notable Clients, Projects, or Contracts:** Honeywell, Pratt-Whitney, Northrop Grumman, Boeing, DoD, Honda
- **President/CEO:** Jaime A. Sweet

## The Hayner Hoyt Corporation

400 South Salina St., Suite 301  
Syracuse, NY 13202

- **Phone:** (315) 455-5941
- **Website:** haynerhoyt.com

- **Year Estab.:** 1966
- **Founder(s):** Don Hayner, Richard Hoyt
- **Products/Services Offered:** commercial builder
- **Chairman/CEO:** Gary Thurston
- **President:** Jeremy C. Thurston
- **COO:** Gus Hernandez
- **VP, Finance:** Dan Lostumbo
- **VP, Preconstruction & Estimating:** Tim Dunn

## Hazard & Siegel Companies

5793 Widewaters Parkway  
Syracuse, NY 13214

- **Phone:** (315) 414-0722
- **Website:** hazardsiegel.com
- **Year Estab.:** 1967
- **Total No. of CNY Employees:** 27
- **No. of generations involved in business:** 3
- **Founder(s):** Connie Hazard Siegel
- **Products/Services Offered:** broker-dealer, RIA, financial planning, insurance & annuities
- **CEO:** Lex Joseph
- **President / Chief Compliance Officer:** David Mullen

## Hueber-Breuer Construction Co., Inc.

148 Berwyn Ave.  
Syracuse, NY 13210

- **Phone:** (315) 476-7917
- **Website:** hb1872.build
- **Year Estab.:** 1872
- **Total No. of CNY Employees:** 80
- **No. of generations involved in business:** 5+
- **Founder(s):** Louis Hueber, Sr.
- **Products/Services Offered:** construction management, building construction, design-build, development
- **Chairman:** James V. Breuer
- **President:** J. Andrew Breuer
- **Executive VP:** Charles F. Breuer
- **CFO:** Joseph Cotter



## Hummel's Office Plus

25 Canal St.  
Mohawk, NY 13407

- **Phone:** (315) 574-8300
- **Website:** hummelsop.com
- **Year Estab.:** 1934
- **Total No. of CNY Employees:** 85
- **No. of generations involved in business:** 4
- **Founder(s):** Harrison J. Hummel
- **Products/Services Offered:** office equipment, office supplies, furniture, & janitorial supplies
- **CEO:** Justin Hummel
- **Chief Administrative Officer:** Solace Hummel
- **Chief Operating Officer:** Harrison J. Hummel, IV
- **VP of Contract Furniture:** Daniel Stalteri

## Indium Corporation

301 Woods Park Drive  
Clinton, NY 13323

- **Phone:** (315) 853-4900
- **Website:** indium.com
- **Year Estab.:** 1934
- **Total No. of CNY Employees:** 1,000
- **Founder(s):** William S. Murray
- **Products/Services Offered:** materials for

electronics assembly, semiconductor packaging and assembly, and thermal management, such as solders, fluxes, thermal-interface materials, indium, gallium, and germanium inorganic compounds, and metal alloys

- **Executive Chair:** Gregory P. Evans
- **President and CEO:** Ross Berntson
- **CFO:** Mike McKenna
- **VP of Sales, Marketing, and Technical Service:** Tim Twining
- **VP of Global Operations:** Brian Reid
- **Associate VP of Human Resources:** Dawn Roller

## Insight Business Works, Inc.

201 East Jefferson St., Suite 302  
Syracuse, NY 13202

- **Phone:** (315) 727-8881
- **Website:** insightbusinessworks.com
- **Year Estab.:** 2011
- **Products/Services Offered:** coaching (executive and individual), systemic team coaching, leadership development, organization development, talent selection, and positive intelligence
- **President:** Christine M. Allen
- **Senior Organization Development Consultant, Executive and Team Coach:** Kathryn Adams

## Jennings Environmental Management, Inc.

64 Fuller Road  
Binghamton, NY 13901

- **Phone:** (607) 722-7574
- **Website:** jenningseminc.com
- **Year Estab.:** 1981
- **Total No. of CNY Employees:** 3
- **No. of generations involved in business:** 1
- **Founder(s):** Wayne M. Jennings
- **Products/Services Offered:** environmental consultants
- **President:** Wayne M. Jennings
- **VP:** Doreen R. Mancuso

## JF Real Estate

2 Clinton Square, Suite 120  
Syracuse, NY 13202

- **Phone:** (315) 472-2020
- **Website:** jfrealestate.com
- **Year Estab.:** 1992
- **Founder(s):** John Funciello
- **Products/Services Offered:** full-service commercial real estate brokerage company
- **Broker/Owner:** John Funciello
- **Manager/Salesperson:** Matthew Funciello

## KHM Inc.

744 Conklin Road  
Binghamton, NY 13903

- **Phone:** (607) 773-0076
- **Website:** khminc.net
- **Year Estab.:** 1989
- **Total No. of CNY Employees:** 40
- **Founder(s):** Kathleen Hall
- **Products/Services Offered:** shotcrete application, bridge joints, bridge overlay, industrial and commercial painting, taping, air-barrier applications, etc.
- **Notable Clients, Projects, or Contracts:** Numerous NYSDOT jobs, Dick's Sporting Goods, Elmira Corning Regional Airport, Cornell University, Binghamton University, Lockheed Martin, Tioga Downs, numerous school districts
- **President:** Mary Lou Cherinko

## Kirnan Real Estate, Inc.

300 Old Liverpool Road  
Liverpool, NY 13088

- **Phone:** 315-457-3356
- **Website:** kirnan.com
- **Year Estab.:** 1958
- **Total No. of CNY Employees:** 2
- **No. of generations involved in business:** 3

■ **Founder(s):** Fred Kirnan  
■ **Products/Services Offered:** Full service real estate brokerage representing buyers and sellers throughout CNY. We represent clients in all areas of real estate, including residential, commercial, and new construction.  
■ **Notable Clients, Projects, or Contracts:** Top Zillow Premier Agent Brokerage representing custom home builder Smolen Homes, Inc.  
■ **Broker/Owner:** Sandra Kirnan  
■ **Associate Broker & Managing Partner:** Jason Yagan

LaFayette Kennels

3033 US Route 11  
LaFayette, NY 13084  
■ **Phone:** (315) 677-7297  
■ **Website:** lafayettekennels.com  
■ **Year Estab.:** 2004  
■ **Total No. of CNY Employees:** 3  
■ **Founder(s):** Christine Foti-Cromley  
■ **Products/Services Offered:** animal boarding  
■ **Owner:** Christine Foti-Cromley

Lake Ontario Event & Conference Center

26 E. 1st St.  
Oswego, NY 13126  
■ **Phone:** (315) 343-3779  
■ **Website:** lakeontarioecc.com  
■ **Year Estab.:** 1987  
■ **Founder(s):** George A. Broadwell  
■ **Products/Services Offered:** conference center  
■ **Director of Special Events:** George S. Broadwell

Leigh Baldwin & Co., LLC

112 Albany St.  
Cazenovia, NY 13035  
■ **Phone:** (315) 655-2964  
■ **Website:** investtoday.com

■ **Year Estab.:** 1991  
■ **Total No. of CNY Employees:** 13  
■ **No. of generations involved in business:** 3  
■ **Founder(s):** Leigh Baldwin  
■ **Products/Services Offered:** financial planning  
■ **CEO:** Leigh Baldwin

Lesko Financial Services, Inc.

400 Plaza Drive  
Vestal, NY 13850  
■ **Phone:** (607) 724-2421  
■ **Website:** leskofinancial.com  
■ **Year Estab.:** 1948  
■ **Total No. of CNY Employees:** 20  
■ **No. of generations involved in business:** 4  
■ **Founder(s):** Charles Lesko, Sr.  
■ **Products/Services Offered:** Full service financial and investment planning  
■ **Notable Clients, Projects, or Contracts:** Over 7,000 household clients with \$1.4 billion assets under management  
■ **CEO:** Gregory S. Lesko

Liland Trade & Radiator Service Inc., dba Liland Global

220 East Second St.  
East Syracuse, NY 13057  
■ **Phone:** (315) 432-0745  
■ **Website:** lilandglobal.com  
■ **Year Estab.:** 1980  
■ **Total No. of CNY Employees:** 15  
■ **No. of generations involved in business:** 2  
■ **Founder(s):** Jeng San Li, Tsun Ting Li, Jerry Richardson  
■ **Products/Services Offered:** auto parts  
■ **Notable Clients, Projects, or Contracts:** service chain stores like Autozone, 1-800-Radiator, LKQ keystone, Performance Radiator, Summit Racing; online companies like carparts.com (JC Whitney, myautopartwarehouse.com), Rock Auto Parts  
■ **President:** Robert Li

■ **CFO:** Chang O Carol Li  
**Liverpool Blueprint, Inc.**

117 Metropolitan Park Drive  
Liverpool, NY 13088  
■ **Phone:** (315) 457-0472  
■ **Website:** liverpoolblue.com  
■ **Year Estab.:** 1981  
■ **Total No. of CNY Employees:** 3  
■ **Products/Services Offered:** printing, copying  
■ **Notable Clients, Projects, or Contracts:** ARCADIS, Barton & Loguidice, Jacobs Engineering Ramboll CDM  
■ **President:** Jane Taylor

Mattessich Iron, LLC

1484 Route 31  
Memphis, NY 13112  
■ **Phone:** (315) 689-0057  
■ **Website:** mattessichiron.com  
■ **Year Estab.:** 2008  
■ **Total No. of CNY Employees:** 40  
■ **No. of generations involved in business:** 1  
■ **Founder(s):** Mike and Danielle Mattessich  
■ **Products/Services Offered:** structural steel and miscellaneous metals for building construction  
■ **Notable Clients, Projects, or Contracts:** K-12 schools throughout NYS, Syracuse University, Cornell University, SUNY campuses, libraries, DPW buildings, prison/psychiatric facilities, municipal buildings, retail buildings  
■ **President:** Mike Mattessich  
■ **Vice President:** Danielle Mattessich

MCM Realty

Five South College Drive  
Binghamton, NY 13905  
■ **Phone:** (607) 761-4923  
■ **Year Estab.:** 2010  
■ **Total No. of CNY Employees:** 1  
■ **No. of generations involved in business:** 1

■ **Founder(s):** Marshall C. McMurray  
■ **Products/Services Offered:** selling, buying, and renting of real estate  
■ **Broker/ Owner:** Marshall C. McMurray

MediaBrush Marketing

31 Lewis St., Suite 202  
Binghamton, NY 13901  
■ **Phone:** 607-204-1049  
■ **Website:** mediabrushmarketing.com  
■ **Year Estab.:** 2019  
■ **Total No. of CNY Employees:** 9  
■ **Founder(s):** Stephanie Krummenacker  
■ **Products/Services Offered:** full-service advertising and marketing agency specializing in SEO, social media, email marketing, targeted digital advertising, media negotiation, media planning, website creation and maintenance.  
■ **Notable Clients, Projects, or Contracts:** Broome County Art Guide, CNY Tuesdays, Southern Tier Tuesdays, Tri-Cities Opera, Syracuse Opera, Mom's House  
■ **Owner:** Stephanie Krummenacker

Meyda Tiffany Lighting

One Meyda Fine Place  
Yorkville, NY 13495  
■ **Phone:** (800) 222-4009  
■ **Website:** meyda.com  
■ **Year Estab.:** 1974  
■ **Total No. of CNY Employees:** 60  
■ **Founder(s):** Meyer & Ida Cohen  
■ **Products/Services Offered:** custom lighting, Tiffany lighting, decorative lighting, stained-glass lamps & windows, chandeliers, wall sconces, outdoor lanterns, custom lighting, table/floor lamps, fireplace screens, ceiling pendants and other lighting fixtures, stained-glass windows and home decor  
■ **President & CEO:** Robert Cohen  
■ **Sales Manager:** Max Cohen  
■ **Production Manager:** Chester Cohen

ASK THE EXPERT:

FUTURE-PROOF YOUR HIRING STRATEGY

Struggling to find the right talent — or keep it? It might be time to rethink how you hire. Registered Apprenticeship offers a strategic, more sustainable way to build your workforce.

3 Ways Registered Apprenticeship Can Help Strengthen Your Talent Pipeline:

- 1. Attract motivated candidates looking for structured career paths.
- 2. Train workers to your exact needs from day one.
- 3. Upskill your current team to strengthen loyalty and retention.

With expert guidance, funding opportunities, and proven results, starting a Registered Apprenticeship Program is easier than you think.



Connect with **Amy Stage**, MACNY Director of Apprenticeship & Workforce Development  
[astage@macny.org](mailto:astage@macny.org) | 315-474-4201 ext. 58



Scan the QR code to connect with an apprenticeship expert.

Discover how Registered Apprenticeship can help future-proof your hiring strategy at [nysapprenticeship.org](https://nysapprenticeship.org).





## Minuteman Press

7570 Oswego Road  
Liverpool, NY 13090

- **Phone:** (315) 652-4200
- **Website:** [cny.minutemanpress.com](http://cny.minutemanpress.com)
- **Year Estab.:** 1986
- **Total No. of CNY Employees:** 5
- **Founder(s):** Larry and Melinda Kuhn
- **Products/Services Offered:** digital printing, offset printing, large-format color business, casual wear, sportswear, promotional items with logos
- **Owner:** Craig Seamans

## Morse Manufacturing

103 Kuhn Road  
Syracuse, NY 13208

- **Phone:** (315) 437-8475
- **Website:** [morsedrum.com](http://morsedrum.com)
- **Year Estab.:** 1923
- **Total No. of CNY Employees:** 45
- **No. of generations involved in business:** 3
- **Founder(s):** J. Mott Morse
- **Products/Services Offered:** 55-gallon drum-handling equipment, 5-gallon pail handlers
- **President:** Nathan Andrews

## Mullen Industrial Handling Corp

6245 Fly Road  
East Syracuse, NY 13057

- **Phone:** (315) 437-3386
- **Website:** [mullenindustrial.com](http://mullenindustrial.com)
- **Year Estab.:** 1967
- **Total No. of CNY Employees:** 45
- **No. of generations involved in business:** 2
- **Founder(s):** Richard Mullen, Francis Fay
- **Products/Services Offered:** material-handling equipment including commercial doors, loading docks, levelers, balers, compactors, forklifts; doors include overhead, freezer, rolling steel, sectional, fire and sectional; parts for all makes and models of equipment
- **Chairman of Board :** Francis Fay
- **President & CEO:** Kathleen Fay
- **VP Sales:** William Wright

## Murphy and Nolan, Inc.

340 Peat St.  
Syracuse, NY 13217

- **Phone:** (315) 474-8203
- **Website:** [murphynolan.com](http://murphynolan.com)
- **Year Estab.:** 1953
- **Total No. of CNY Employees:** 30
- **No. of generations involved in business:** 3
- **Founder(s):** Jack Murphy, Jack Nolan
- **Products/Services Offered:** metals distributor specializing in steel, stainless steel, alloy, aluminum, and other bar stock and tubing along with related value-added services; AS9100 registered
- **Chairman:** John J. Murphy III
- **President & CEO:** John J. Murphy IV
- **Executive VP/COO:** Patrick R. Murphy

## NNYOnline DBA Northern Computers

130 Park Place  
Watertown, NY 13601

- **Phone:** (315) 779-1385
- **Website:** [nnycomputers.com](http://nnycomputers.com)
- **Year Estab.:** 1992
- **Total No. of CNY Employees:** 10
- **No. of generations involved in business:** 1
- **Founder(s):** Steel Potter
- **Products/Services Offered:** at NNYOnline we provide computer sales and service, business phone systems sales and service, and VOIP dial tone, as well as structured cabling and fiber cabling and splicing; provide hosted servers and storage in our on-site data center, as well as cloud services and connectivity, and a complete

line of managed services

- **President:** Steel E. Potter

## Northern Scapes, Inc.

1565 E. Maine Road  
Johnson City, NY 13790

- **Phone:** (607) 748-9186
- **Website:** [northernscapes.com](http://northernscapes.com)
- **Year Estab.:** 1984
- **Total No. of CNY Employees:** 25
- **No. of generations involved in business:** 2
- **Founder(s):** Pamela Allen, Robert Allen
- **Products/Services Offered:** complete design to installation of landscape, irrigation, concrete-paver patios, sidewalks, driveways, walls, stairs, fireplace, bars, green roofs, lighting, and waterfalls
- **Notable Clients, Projects, or Contracts:** service a 200-mile radius; do work for Binghamton University, Cornell University, local schools including Endicott, Endwell, Johnson City, Vestal, Binghamton, Owego, and Whitney Point. Other schools include Chenango Valley, Oneonta, Waverly, Dryden and Windsor. We have done large retaining walls for Dick's Sporting Goods Warehouse in Conklin, NY. We installed a Green Roof at 2 Court Street, Binghamton. We installed landscape, patios and walls at Good Shepherd, Endwell
- **President:** Pamela J. Allen

## Nunn's Home Medical Equipment

1340 Floyd Ave.  
Rome, NY 13440

- **Phone:** (315) 339-4084
- **Website:** [nunshme.com](http://nunshme.com)
- **Year Estab.:** 1942
- **Total No. of CNY Employees:** 70
- **No. of generations involved in business:** 3
- **Founder(s):** Martin J. Nunn
- **Products/Services Offered:** home oxygen and sleep-therapy equipment & supplies, CPAP and BIPAP therapy, enteral feeding pumps and nutrition, stair lifts, ramps, lift chairs, hospital beds, wheelchairs, bariatric equipment, mastectomy products
- **Notable Clients, Projects, or Contracts:** preferred provider for Upstate Hospital and Oneida Health
- **CEO:** Erin Weiman
- **President:** Shawn Weiman

## Office World LLC

P.O. Box 705  
Fayetteville, NY 13066

- **Phone:** (315) 632-1151
- **Website:** [officeworldny.com](http://officeworldny.com)
- **Year Estab.:** 1999
- **Total No. of CNY Employees:** 2
- **No. of generations involved in business:** 1
- **Founder(s):** Gwynn and Tim Hall
- **Products/Services Offered:** office supply distributor, commercial furniture, promotional products including wearables
- **Notable Clients, Projects, or Contracts:** Fordham University, City University of New York, Syracuse University
- **CEO/President:** Gwynn Hall
- **VP of Sales:** Tim Hall

## Omega, Inc.

5793 Widewaters Parkway, Suite 200  
Syracuse, NY 13214

- **Phone:** (315) 449-4124
- **Website:** [omegaqpa.com](http://omegaqpa.com)
- **Year Estab.:** 1984
- **Total No. of CNY Employees:** 8
- **No. of generations involved in business:** 3
- **Founder(s):** Lex Joseph
- **Products/Services Offered:** third-party administration pensions, profit sharing, 401(k)s
- **CEO:** Alex (Lex) Joseph
- **President:** Sandy Wehner

## O'Connell Electric Company

Hancock Air Park  
Syracuse, NY 13212

- **Phone:** (315) 766-1043
- **Website:** [oconnellelectric.com](http://oconnellelectric.com)
- **Year Estab.:** 1911
- **Founder(s):** John O'Connell
- **Products/Services Offered:** electrical contractor
- **Manager-Syracuse Division:** Douglas Marolf

## Parsons & Associates, Inc.

440 S. Warren St., Suite 704  
Syracuse, NY 13202

- **Phone:** (315) 472-5420
- **Website:** [parsonsiinsurance.com](http://parsonsiinsurance.com)
- **Year Estab.:** 1930
- **Total No. of CNY Employees:** 5
- **No. of generations involved in business:** 3
- **Founder(s):** John C. Parsons
- **Products/Services Offered:** insurance agency, professional liability, auto, home & business insurance
- **President, Secretary & Treasurer:** John C. Parsons
- **Vice President:** Lynda S. Parsons

## Partnership Properties, Inc.

2 Clinton Square, Suite 120  
Syracuse, NY 13202

- **Phone:** (315) 472-2020
- **Website:** [ppisyr.com](http://ppisyr.com)
- **Year Estab.:** 1983
- **Total No. of CNY Employees:** 37
- **Founder(s):** Tony Fiorito
- **Products/Services Offered:** full-service commercial real estate property management company
- **President:** Tony Fiorito

## Pestmaster Services of Syracuse

1581 County Route 9  
Fulton, NY 13069

- **Phone:** (315) 598-4046
- **Website:** [pestmaster.com/syracuse](http://pestmaster.com/syracuse)
- **Year Estab.:** 2018
- **Total No. of CNY Employees:** 4
- **No. of generations involved in business:** 1
- **Founder(s):** Jerome Snyder
- **Products/Services Offered:** pest control
- **Notable Clients, Projects, or Contracts:** Syracuse VA Medical Center, Rome VA Medical Center, CNY Office of Mental Health, Theory Syracuse, Onondaga County
- **President/Owner:** Jerome Michael Snyder

## Pike Construction Services, Inc.

258 Genesee St.  
Utica, NY 13502

- **Phone:** (800) 264-7453
- **Website:** [pikecs.com](http://pikecs.com)
- **Year Estab.:** 1873
- **Founder(s):** John B. Pike
- **Products/Services Offered:** construction management, general contracting, program management, design/build, facility services, development
- **CEO, The Pike Companies:** Rufus M. Judson

## Plumley Engineering, P.C.

8232 Loop Road  
Baldwinsville, NY 13027

- **Phone:** (315) 638-8587
- **Website:** [plumleyeng.com](http://plumleyeng.com)
- **Year Estab.:** 1985
- **Total No. of CNY Employees:** 13
- **Founder(s):** Joel D. Plumley
- **Products/Services Offered:** full-service civil & environmental engineering firm, specializing in site development, brownfields, petroleum, hazardous waste & geotechnical engineering
- **President:** Jesse D. Plumley

- **VP:** Julian F. Clark

## Popli Design Group

450 West Kirkpatrick Street  
Syracuse, NY 13204

- **Phone:** (315) 463-4540
- **Website:** [popligroup.com](http://popligroup.com)
- **Year Estab.:** 1982
- **Total No. of CNY Employees:** 60
- **Products/Services Offered:** professional services: architecture; mechanical, electrical, plumbing, and fire protection; engineering; civil/site engineering; structural engineering; bridge design; highway design; land surveying; bridge inspection, and construction inspection
- **Notable Clients, Projects, or Contracts:** Onondaga County, Syracuse Housing Authority; NYSDOT (I-81); NYSTA; City of Auburn, Geneva City School District; Newark Valley Central School District; NYS Office of General Services
- **President:** Om Popli
- **Executive VP:** Jay Popli



## Quanterion Solutions Incorporated

266 Genesee St.  
Utica, NY 13502

- **Phone:** (315) 732-0097
- **Website:** [quanterion.com](http://quanterion.com)
- **Year Estab.:** 2000
- **Total No. of CNY Employees:** 30
- **No. of generations involved in business:** 2
- **Founder(s):** Preston MacDiarmid
- **Products/Services Offered:** analytical services, products, and training across a range of disciplines including cybersecurity; managed cloud services; reliability, maintainability, and quality; information systems management; software development; information and knowledge management; and C4ISR systems and software
- **Notable Clients, Projects, or Contracts:** Air Force AFRL, Army AMRDEC, Lockheed Martin, BAE, Wyle Laboratories, ITT Corporation, Penn State University
- **President:** Eric MacDiarmid
- **VP:** Alex MacDiarmid

## Ravi Engineering & Land Surveying

37 Front St.  
Binghamton, NY 13905

- **Phone:** (585) 223-3660
- **Website:** [ravieng.com](http://ravieng.com)
- **Year Estab.:** 2012
- **Total No. of CNY Employees:** 3
- **Founder(s):** Nagappa Ravindra
- **Products/Services Offered:** civil and environmental engineering, land surveying, construction inspection
- **President:** Nagappa Ravindra
- **Transportation Manager:** Rick Papaj

## Reagan Companies

8 East Main St.  
Marcellus, NY 13108

- **Phone:** (315) 673-2094
- **Website:** [reagancompanies.com](http://reagancompanies.com)
- **Year Estab.:** 1929
- **Total No. of CNY Employees:** 68
- **No. of generations involved in business:** 3
- **Founder(s):** James F. Reagan
- **Products/Services Offered:** insurance, risk

management, employee benefits consulting, and wealth-advisory services

- **Chairman:** J. Michael Reagan
- **President:** Sean Reagan
- **VP:** Ned Reagan

Robineau Media

Robineau Road  
Syracuse, NY 13207

- **Phone:** (315) 415-1436
- **Website:** robineaumedia.com
- **Year Estab.:** 2018
- **Total No. of CNY Employees:** 2
- **Founder(s):** Catherine Alton and James Hunter
- **Products/Services Offered:** branding, content creation, digital advertising, digital marketing, social media management, website design
- **Co-founder:** Catherine Alton

Rudy Schmid Total Car Care

228 Hiawatha Blvd.  
Syracuse, NY 13208

- **Phone:** (315) 422-8879
- **Website:** rudyschmid.com
- **Year Estab.:** 1930
- **Founder(s):** Rudy Schmid
- **Products/Services Offered:** automotive-collision repair, service, fleet services, rustproofing
- **Co-Owner:** Diane Schmid-McCall
- **Co-Owner:** Paul J. Schmid

Simmons Ink and Stitch Embroidery

523 W. Manlius St.  
E. Syracuse, NY 13057

- **Phone:** (315) 430-5972
- **Website:** simmonsinknstitch.com
- **Year Estab.:** 2008
- **Total No. of CNY Employees:** 2
- **No. of generations involved in business:** 2
- **Founder(s):** Reginald K. Simmons, Lysa D. Simmons
- **Products/Services Offered:** Embroidery and apparel decoration (T-shirts, bags, team wear, etc.), photo gifts, and promotional items
- **Notable Clients, Projects, or Contracts:** Upstate Medical University/Norton College of Medicine The Hillman Group LeMoyne College HEOP & AHANA Fellowship of Christian Athletes (FCS)/Syracuse University Syracuse University, STEP Syracuse University LPP Lambda Kappa Mu Bumps 4Bash Charity ScopeMedics Zeta Phi Beta Nurses Guild/Church of God in Christ, Inc.
- **Creative Manager:** Reginald K. Simmons
- **Owner:** Lysa D. Simmons

Speech Family Candy Shoppe, Inc.

2400 Lodi St.  
Syracuse, NY 13208

- **Phone:** (315) 478-3100
- **Website:** speechfamilycandy.com
- **Year Estab.:** 1920
- **Total No. of CNY Employees:** 8
- **No. of generations involved in business:** 4
- **Founder(s):** Michael Speech (Michele Spicciati)
- **Products/Services Offered:** candy shop specializing in chocolates and confections made on-site, carrying a large selection of candies
- **President & Head Chocolatier:** Michael E. Speech, Jr.

Staffings Personnel Systems

66 Hawley St.  
Binghamton, NY 13902

- **Phone:** (607) 772-8080
- **Website:** staffings.com
- **Year Estab.:** 1962
- **Total No. of CNY Employees:** 18
- **No. of generations involved in business:** 2
- **Founder(s):** John J. King, Marianne King
- **Products/Services Offered:** professional staffing and recruitment
- **President:** Daniel J. King

- **VP:** Carter C. King
- **Regional Manager:** Tami Rowe

**Sustainable Office Solutions, LLC**

3599 Eastbourne Drive  
Syracuse, NY 13206

- **Phone:** (315) 579-7283
- **Website:** sustainableofficesolutions.com
- **Year Estab.:** 2009
- **Total No. of CNY Employees:** 6
- **No. of generations involved in business:** 2
- **Founder(s):** Andy Picco
- **Products/Services Offered:** new and pre-owned office furniture
- **Notable Clients, Projects, or Contracts:** Tractor supply nationally
- **Owner:** Andrew J. Picco
- **GM of Sales and Design:** JJ (Frank) J. Picco

Syracuse Blue Print Co., Inc.

825 E. Genesee St.  
Syracuse, NY 13210

- **Phone:** (315) 476-4084
- **Website:** syracuseblueprint.com
- **Year Estab.:** 1909
- **Total No. of CNY Employees:** 15
- **No. of generations involved in business:** 4
- **Founder(s):** Andrew B. Nye, I
- **Products/Services Offered:** commercial printing, document management, online plan room, scanning services, graphic design, banners, invites, programs
- **President:** Carl S. Nye
- **VP:** Andrew B. Nye, II

Terpening Trucking Co., Inc.

115 Farrell Road  
Syracuse, NY 13209

- **Phone:** (315) 451-8661

- **Website:** terpeningtrucking.com
- **Year Estab.:** 1916
- **Founder(s):** Charles A. Terpening
- **Products/Services Offered:** petroleum transportation, dry bulk cement, dump trailer division
- **CEO :** Richard Terpening, Jr.
- **President :** Craig Terpening

Tessy Plastics Corp.

700 Visions Drive  
Skaneateles, NY 13152

- **Phone:** (315) 689-3924
- **Website:** tessy.com
- **Year Estab.:** 1973
- **Total No. of CNY Employees:** 1,240
- **No. of generations involved in business:** 2
- **Founder(s):** Henry Beck
- **Products/Services Offered:** minimally invasive surgical devices, consumer products, and pharmaceutical & diagnostic products
- **Owner & CEO:** Roland Beck
- **VP of Operations:** Stuart Smurthwaite
- **VP of Sales & Marketing:** Judson Vann
- **President:** Stafford Frearson

The Mid-York Press, Inc.

2808 State Highway 80  
Sherburne, NY 13460

- **Phone:** (607) 674-4491
- **Website:** midyorkpress.com
- **Year Estab.:** 1828; inc. 1946
- **Total No. of CNY Employees:** 65
- **Founder(s):** Robert C. Roberts (1946)
- **Products/Services Offered:** packaging, off-set, and digital printing
- **CEO:** Robert W. Tenney
- **CFO:** Patrick W. Dowdall
- **VP, Operations:** Shawn M. Aikins



Thompson & Johnson Equipment Co.

6926 Fly Road  
East Syracuse, NY 13057

- **Phone:** (315) 895-5105
- **Website:** thompsonandjohnson.com
- **Year Estab.:** 1954
- **Total No. of CNY Employees:** 170
- **No. of generations involved in business:** 3
- **Founder(s):** George Johnson, Tommy Thompson
- **Products/Services Offered:** We offer top brand forklifts and material handling equipment for sale or lease like Toyota, Crown, Clark, Hoist, Sellick and Cascade and Serco, Clopay, Dynaco and Albany Entrematic Dock equipment for the Northeast Dock & Door division.
- **President & CEO:** David Schneckenburger
- **CFO:** Michael Vaughan
- **Director of Sales & Marketing:** Tim Gaughan
- **Director of Aftermarket Sales & Service :** Mark Benedetto
- **Director of Human Resources:** Angel Giamartino
- **Director of Operations:** David Doing
- **General Manager Northeast Dock & Door:** Jon Schneckenburger

TOTAL Advertising, Inc.

125 E. Jefferson St.  
Syracuse, NY 13202

- **Phone:** (315) 451-5540
- **Website:** total-advertising.com
- **Year Estab.:** 2001
- **Total No. of CNY Employees:** 9
- **No. of generations involved in business:** 1
- **Founder(s):** Mark VanApeldoorn
- **Products/Services Offered:** advertising agency/digital-marketing firm
- **President:** Mark VanApeldoorn

Usherwood Office Technology

1005 W. Fayette St.  
Syracuse, NY 13204

- **Phone:** (315) 472-0050
- **Website:** usherwood.com
- **Year Estab.:** 1976
- **Total No. of CNY Employees:** 100
- **No. of generations involved in business:** 3
- **Founder(s):** Charles I. Usherwood, Carol Usherwood
- **Products/Services Offered:** managed IT, managed print, unified communications, mailing solutions, security & surveillance, video conferencing
- **Notable Clients, Projects, or Contracts:** Hancock Estabrook, Crouse Hospital, Syracuse University
- **CEO:** Louis F. Usherwood
- **President:** Ken Stinson

VIP Structures

101 North Salina St., Suite 100  
Syracuse, NY 13202

- **Phone:** (315) 471-5338
- **Website:** vipstructures.com
- **Year Estab.:** 1975
- **Total No. of CNY Employees:** 100
- **No. of generations involved in business:** 2
- **Founder(s):** David C. Nutting
- **Products/Services Offered:** Architecture, Engineering, General Contractor, Construction Management, Design-Build, Self-Perform

ASK THE EXPERT

REVITALIZING A HISTORIC BRAND  
IN NEW YORK STATE-

JRECK SUBS

**By Jake Renzi,**  
Vice President at Fresh Start Franchising,  
Parent company of JRECK Subs

**F**ounded in Carthage, New York, in 1967, by 5 schoolteachers who started selling subs out of a converted school bus! JRECK Subs has built its reputation on quality, community, and a one-of-a-kind sandwich experience. The proprietary roll recipe is at the heart of what makes a JRECK Sub unforgettable. The roll is fresh, soft, and perfectly baked to complement the wide variety of meats, cheeses, and freshly sliced toppings. JRECK Subs is the perfect place to build your own hot or cold sub, paired with crispy fries or mozzarella sticks and an ice-cold drink!

JRECK Subs has been undergoing a brand refresh since 2022 and is now expanding and inviting franchisees to become part of our journey. JRECK Subs is committed to making a real impact in every neighborhood.

As part of the brand refresh, the JRECK Subs team has taken steps to integrate modern technology, reimagined the store design and look, and reemphasized training to improve the customer experience. Company President Bob Piddock explained “We are extremely proud of our company history; by refreshing our look, maintaining our commitment to customer service, and continuing to provide that great JRECK quality and taste, we look forward to continuing to serve our communities for years to come.”

**For more, read the in-depth article on [cnybj.com](#)!**

JRECK

It's how you spell delicious

JRECK SUBS | JRECKSUBS.COM | 152 Syracuse St. Suite 200 Syracuse, NY 13204 | 315-960-0038

CONTINUED ON PAGE 15 ►



# Launch NY 2025 investments include firms in Southern Tier

BY ERIC REINHARDT  
ereinhardt@cnybj.com

BUFFALO — Companies in Ithaca and Binghamton are among nine firms benefiting from Launch NY investments totaling \$1.35 million so far in 2025.

Launch NY investments in 2024 totaled \$2.765 million, per a July 29 announcement.

Bridge Green of Binghamton secured a \$250,000 from LP Fund II and nonprofit seed fund. Bridge Green is a new portfolio company for Launch NY and focuses on innovative technologies that upcycle and extract critical minerals from used lithium-ion batteries to support a “circular economy and strengthen the domestic supply chain,” Launch NY said.

At the same time, Dimensional Energy of Ithaca will use a \$75,000 investment from LP Fund I and nonprofit seed fund. Dimensional Energy has received previous investments from Launch NY to commercialize its carbon-capture technology.

Launch NY invests from its for-profit

LP Funds I and II, nonprofit seed fund and the growing Investor Network, which is a syndicate of accredited investors who receive access to pre-vetted startup investment opportunities in upstate New York.

“Launch NY has not wavered in its crucial role establishing Upstate NY as a viable place to build high-growth startup companies,” Marnie LaVigne, Ph.D., president and CEO of Launch NY, said in the announcement. “We continue to see tremendous innovation emerging from these communities, and we’re proud to help them build early traction as they launch their products into the market and attract additional capital from other sources.”

Launch NY describes itself as the only venture-development organization serving upstate New York and the most active seed fund in New York state. The organization’s announcements this year included the close of its \$15.775 million Launch



LaVigne

NY Limited Partner (LP) Fund II in the second quarter and geographic expansion into Albany.

### WNY startups

Besides the Ithaca and Binghamton firms, Launch NY also invested in five firms that are based in Buffalo, one in Rochester, and one in Webster.

Launch NY made a \$200,000 investment into PhysicianX, a Buffalo-based technology startup that empowers medical residents, fellows, and established doctors seeking new career options.

It also invested \$285,000 in 3AM Innovations of Buffalo from the Launch NY LP I, nonprofit seed fund and Investor Network. 3AM Innovations has received previous investments from Launch NY and provides software to keep first responders safe in emergency situations.

Another Buffalo firm, Arbol, picked up a \$100,000 investment from the nonprofit seed fund. Arbol has received previous investments from Launch NY and is a financial operating system that helps colleges

keep students enrolled by identifying financial risks early and guiding students with personalized support.

In addition, BetterMynd of Buffalo will a nearly \$125,000 investment from LP Fund I and nonprofit seed fund. BetterMynd is an existing Launch NY portfolio company and creates a venue for web-based mental health therapy at colleges and universities.

Launch NY also invested \$60,000 in Edenesque of Buffalo with the money coming from LP Fund II and nonprofit seed fund. The plant-based dairy startup has received previous investments from Launch NY.

In Monroe County, a \$185,000 investment in Nordetect in Rochester coming from LP Fund II and nonprofit seed fund. Nordetect is a new portfolio company for Launch NY which enables precision agriculture and environmental monitoring.

Panacheeza of Webster will use \$75,000 from the nonprofit seed fund. Panacheeza is a shelf-stable, plant-based grated parmesan made with just five simple ingredients. ■

## New study on Ithaca retail strategy urges focus on arts, artisan culture

BY ERIC REINHARDT  
ereinhardt@cnybj.com

ITHACA — Downtown Ithaca needs a retail mix that focuses on the merchandising of arts and crafts products, along with marketing campaigns to position Ithaca as a must-visit destination for the arts and artisan culture.

Those are among the recommendations in a new study that focuses on a retail strategy for the City of Ithaca.

The Downtown Ithaca Alliance (DIA) and the City of Ithaca see the study as a “critical step” toward revitalizing Ithaca’s retail landscape, per the Aug. 7 DIA announcement.

MJB Consulting handled the work on the preliminary retail analysis and strategy. MJB, which is based in New York City and Berkeley, California is a national retail planning and real-estate consultancy focused on urban and downtown business districts.

With phase I nearing completion, MJB is now finalizing its findings and recommendations into a written report to be released later this fall. The DIA and the City of Ithaca have already contracted MJB for phase II implementation. The second phase will focus on the creation of leasing materials that “reframe the opportunity” in the minds of prospective tenants. It’ll also focus on the training of an in-house prospector to support local landlords and brokers in attracting businesses that correspond to the recommendations of the strategy.

The recommendations complement DIA’s ongoing work in placemaking, marketing, and economic development to “create and sustain an environment conducive to a thriving retail sector and

further investment.”

“This retail study provides a comprehensive roadmap for strengthening Ithaca’s business districts citywide,” Ithaca Mayor Robert Cantelmo said in the Downtown Ithaca Alliance announcement. “From Collegetown to the West End, the insights and recommendations recognize that our community’s economic vitality depends on thoughtful, place-based strategies that reflect the character of each district while uniting us through shared values and aspirations. I’m grateful to the Downtown Ithaca Alliance, City staff, and MJB Consulting for their collaborative work, which will help ensure Ithaca remains a dynamic and inclusive place to live, work, and visit.”

### Retail strategy

Commissioned in 2023, the study focuses on creating a “cohesive,” citywide retail strategy for Ithaca’s key business districts. They include downtown Ithaca, centered on the Commons pedestrian mall; the West State Street corridor; the West End, including the waterfront; and Collegetown, adjacent to Cornell University.

MJB’s work “responds to the city’s unique position as a university town with a broader regional trade area of over 100,000 people and a robust tourism draw,” per the DIA announcement.

Rather than viewing Ithaca’s market through the traditional lenses of “town and gown” or local versus out-of-towner, MJB proposed a “more unifying approach” focused on shared psychographics — common lifestyles, values, and aspirations. The shift in perspective allowed MJB to identify retail opportunities that resonate with both residents and visitors alike, DIA said.



The Ithaca Commons is among the focus areas in a new study detailing a retail strategy for the Tompkins County community. PHOTO CREDIT: DOWNTOWN ITHACA ALLIANCE WEBSITE

Specifically, MJB identified an opportunity to market Ithaca, and downtown Ithaca in particular, to the “yupster” psychographic — well-educated, well-off households that celebrate the artistic and creative lifestyle — which predominates among both Ithacans as well as tourists.

### Preliminary recommendations

The MJB study recommends curating a retail mix in downtown Ithaca that focuses on the merchandising of arts and crafts products as well as handmade goods more generally, complemented by other synergistic tenants like bookstores, vintage/consignment shops, cafes, eateries and wine bars.

It also recommends providing support for landlords and brokers to recruit tenants that align with this positioning, including the creation of leasing materials that tell Ithaca’s and downtown Ithaca’s “unique” story.

In addition, the report recommends developing targeted marketing campaigns to position Ithaca as a must-visit regional “(if not national)” destination for the arts and artisan culture, aligning with the “Ithaca is Gorges” brand.

MJB also recommends enhancing downtown’s role as a regional hub for the creative ecosystem by fostering collaborations between local makers, galleries,

theaters, and other entrepreneurial platforms.

Beyond downtown Ithaca, MJB also emphasized the need for Cornell University, with its roughly 27,000 students, to assume a proactive role in revitalizing the Collegetown district as a selling point for prospective faculty, researchers, and students, pointing to successful models at peer institutions like Yale and the University of Pennsylvania.

MJB also reframed the West State Street corridor as more than just a connector between districts, “with its own psychographic appeal and retail niche that is nonetheless quite fragile and urgently in need of a more robust City response.”

“This much-anticipated strategy taps into what makes Ithaca special and offers us the possibility to turn our unique assets into economic drivers,” Nan Rohrer, CEO of the Downtown Ithaca Alliance, said. “Downtown is more than a shopping district — it’s a creative ecosystem. By centering our retail recruitment around this core identity, we’re creating a destination that is authentic to both locals and visitors, while defining a compelling case for future investors, business owners, and residents.” ■



Rohrer



# N.Y. rural counties face severe health-care provider shortage

**BY VANCE MARRINER**  
vmarriner@cnybj.com

ALBANY — A recent report by New York State Comptroller Thomas P. DiNapoli found a severe shortage of health professionals, including primary care, OBGYN doctors, pediatricians, dentists, and mental-health practitioners in 16 rural counties in the Empire State.

The report, titled “The Doctor is... Out: Shortages of Health Professionals in Rural Areas,” described the shortfalls as “alarming” and found that several of the counties have no pediatricians or OBGYN physicians at all.

The 16 counties examined, with a combined population of 748,093 people,

were: Allegany, Cattaraugus, Chenango, Delaware, Essex, Franklin, Greene, Hamilton, Herkimer, Lewis, Schuyler, Steuben, Sullivan, Washington, Wyoming, and Yates. All of the counties have been designated by the federal government as having professional shortages in at least two fields of medicine.

Key findings of the comptroller’s report include the following:

- On average, the 16 counties have four primary care physicians per 10,000 people, less than half the ratio for New York state (8.1) and the U.S. (8.4) as a whole.
- The rural counties examined have 0.5 pediatricians for every 10,000 people, compared to the statewide ratio of 2.8 and the national ratio of 1.8.

Physicians per 10,000 People, 2022

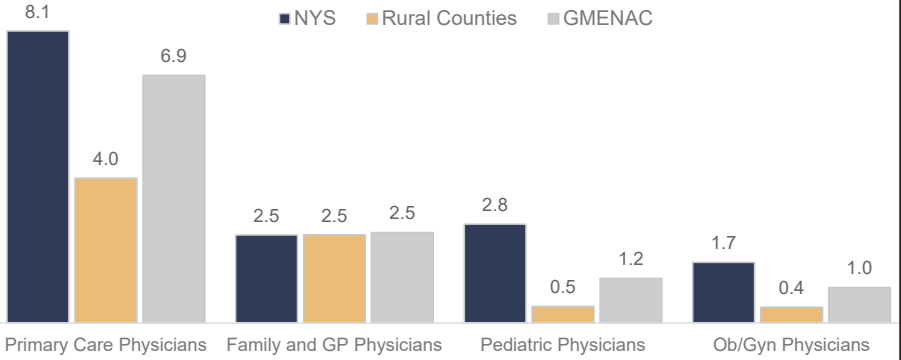


IMAGE CREDIT: THE OFFICE OF THOMAS J. DINAPOLI

- In the 16 counties combined, there is an average of one OBGYN physician for every 23,000 people.
- There are no pediatric physicians in three of the 16 counties. Four of the counties have no OBGYN physicians.
- The rural counties’ dentist to 10,000 population ratio (3.6) is less than half of the state ratio (8.3).
- All 16 of the rural counties studied are

SEE SHORTAGE, PAGE 19 ▶

# Strategic tops \$2.5 billion in assets under management

**BY JOURNAL STAFF**  
news@cnybj.com

UTICA — Strategic Financial Services, Inc. — an independent wealth-management firm with offices in the Mohawk Valley, Syracuse, and beyond — recently announced that its assets under management have grown to surpass \$2.5 billion.

“This milestone reflects the continued trust our clients place in us — and

our commitment to having ‘good people’ that consistently deliver for those clients; reaching the \$2.5 billion milestone is proof that the model works,” Alan Leist III, Strategic’s CEO, said in the announcement.

In business since 1979, Strategic has more than 40 employees, servicing over 1,250 clients. Areas of focus include investment management, financial planning, institutional investment management, and corporate retirement plans.

“It is exciting to see this kind of growth, but even more meaningful to know it’s happening because we’re helping people live great lives. We will keep investing in what matters — our people, our process, and our client experience — so we’re always delivering the best of Strategic,” Doug Walters, chief investment officer at Strategic Financial Services, said in the



announcement.

Strategic is headquartered in Utica, with satellite offices in Rome, Little Falls, Syracuse, Rochester, and West Palm Beach, Florida. The wealth-management firm says it is growing from established roots, and continuing to expand its geographic footprint and influence across the northeast and throughout the U.S.

Continued from page 13

- **Notable Clients, Projects, or Contracts:** Food Bank of CNY, Bluefors, Feldmeier Equipment, Community Bank
- **CEO:** Meg Tidd
- **President, Construction:** Christine Stevens

## Web Design by Rick

367 Cameco Circle  
Liverpool, NY 13090

- **Phone:** (315) 652-3820
- **Website:** webdesignbyrick.com
- **Year Estab.:** 2009
- **Total No. of CNY Employees:** 1
- **No. of generations involved in business:** 2
- **Founder(s):** Richard Phillips
- **Products/Services Offered:** web design for small businesses
- **Owner:** Richard Phillips

## Wegmans Food Markets, Inc.

1500 Brooks Ave.  
Rochester, NY 14603

- **Phone:** 1-800-WEGMANS
- **Website:** wegmans.com
- **Year Estab.:** 1916
- **Total No. of CNY Employees:** 5,185
- **No. of generations involved in business:** 5+
- **Founder(s):** Walter and John Wegman
- **Products/Services Offered:** groceries, restaurant foods, general merchandise, etc.
- **CEO:** Colleen Wegman

## Yaman Commercial Industrial

185 Clinton Avenue  
Cortland, NY 13045

- **Phone:** 607-218-6221

- **Website:** yamanci.com
- **Year Estab.:** 1950
- **Total No. of CNY Employees:** 9
- **No. of generations involved in business:** 3
- **Founder(s):** Jim Yaman
- **Products/Services Offered:** Real Estate Agents & Managers
- **Notable Clients, Projects, or Contracts:** Charlesbank Realty Trust Barden Homes SkyView Heights Development
- **Principal Broker:** James Yaman
- **Licensed Associate Real Estate Broker,**
- **CCIM Sales Manager:** Virginia Squire



## Yaman Real Estate

185 Clinton Avenue  
Cortland, NY 13045

- **Phone:** 607-753-9644
- **Website:** yaman.com
- **Year Estab.:** 1950
- **Total No. of CNY Employees:** 24
- **No. of generations involved in business:** 3
- **Founder(s):** Jim Yaman
- **Products/Services Offered:** Real Estate Agents & Managers
- **Principal Broker:** James Yaman
- **Licensed Associate Real Estate Broker**
- **Sales Manager:** Nicole Wynn

## CNY BUSINESS JOURNAL BEST PLACES TO WORK 2025



### Best Places to Work is less than one month away!

Before we count down, our qualifying companies have the opportunity to play 9-holes of golf on the beautiful Timber Banks Golf Course. Thank you to **NBT Bank** for being our Golf Cart Sponsor this year! They are also a qualifying company in the 101+ category.

**Want to get in on the fun? Get your tickets today at bizeventz.com to see who will be ranked #1!**



Visit [bizeventz.com](https://bizeventz.com) for more information



# CNY BUSINESS JOURNAL *revitalize* SYRACUSE

***The landscape of Syracuse has changed drastically before our eyes. From vacant and worn buildings to luxurious apartments and an influx of businesses moving into the area, the impact on our region has been huge.***

**Be a part of this premier print and digital magazine!**

***This publication's coverage will include the following:***

- Major players involved in downtown's resurgence
- Key residential developments
- The next generation of developers
- Major business and office developments
- New restaurants & other downtown businesses
- Arts & culture – downtown theatre district

**Publication Date:  
September 29**

**Advertising Deadline:  
September 3**

**Endorsed By:**



Downtown  
Committee of  
Syracuse

## **RATES/SPECIFICATIONS - CONTACT US FOR RATES!**

### **COVER SPONSOR PACKAGE**

- Full page cover position  
(inside front, page 1, Inside back, back cover)
- Logo on cover & URL link on digital edition
- Full Page Ad
- Sponsor Message
- Logo on the index page

### **FULL PAGE**

- Full Bleed: 8.175" x 10.875"  
(please include an extra 1/8" on all sides for bleed/trim)
- No Bleed: 7" x 10"

### **HALF PAGE**

- Horizontal: 7" x 4.5"   - Vertical: 3.25" x 10"

### **2 PAGE CENTER SPREAD**

- Full Bleed: 16.375" x 10.875"  
(please include an extra 1/8" on all sides for bleed/trim)
- No Bleed: 15.375" x 10"

The Central New York  
**BUSINESS JOURNAL**