

SPECIAL REPORT:

2025 MANUFACTURING DIRECTORY

Welcome to the 2025 edition of *The Central New York Business Journal's* Manufacturing Directory.

The directory is an alphabetical listing of manufacturers throughout the 16-county Central New York region. The organizations included are of all sizes and represent a wide range of manufactured goods.

The listings contained in the directory provide data on number of employees, products manufactured locally, markets served, certifications, key management, and revenue figures (if available).

— Vance Marriner (vmarriner@cnybj.com)

2ND AVE LIGHTING

55 Oriskany Blvd.  
Yorkville, NY 13495  
(800) 843-1602/2ndave.com

- **Year Estab.:** 1979
- **No. of CNY Employees:** 60
- **No. of Employees Companywide:** 100
- **Products Manufactured Locally:** custom lighting, decorative lighting, stained-glass lamps and windows, chandeliers, wall sconces, outdoor lanterns, custom lighting, table/floor lamps, and other home accessories and decor; indoor and outdoor lighting
- **Square Footage of Local Facilities:** 180,000 square feet of manufacturing, inventory, retail, and distribution space sited on 8.5 acres.
- **Certifications:** lighting products are UL listed
- **Markets Served:** worldwide
- **President & CEO:** Robert Cohen
- **Sales Manager:** Max Cohen
- **Production Manager:** Chester Cohen

ADVANCED TOOL INC.

9169 River Road  
Marcy, NY 13403  
(315) 768-8502/advancedtool.com

- **Year Estab.:** 1975
- **No. of CNY Employees:** 10
- **Products Manufactured Locally:** carbide end mills, miniature end mills and helical form tools; application-specific milling solutions and problem-solving, custom geometries and configurations
- **Certifications:** ISO 9001
- **Markets Served:** milling applications for aerospace, automotive, medical, electronics
- **President & CEO:** Sherry DePerno






ALCOA-MASSENA OPERATIONS

1 Park Ave. E.  
Massena, NY 13662  
(315) 764-4011/alcoa.com

- **Year Estab.:** 1902
- **No. of CNY Employees:** 460
- **No. of Employees Companywide:** 13,600
- **2024 Revenue:** \$11B
- **Products Manufactured Locally:** molten aluminum, billet, sow, rod
- **Certifications:** ISO 9001.2000, ISO 9002, QS 9000 and TS-9000
- **Markets Served:** transportation, aerospace, construction, defense
- **President & CEO:** William F. Oplinger

ANDELA PRODUCTS

493 State Route 28  
Richfield Springs, NY 13439  
(315) 858-0055/andelaproducts.com



TOP MANUFACTURING SECTORS IN CNY BY AVERAGE EMPLOYMENT, 2025

Sector	Average Employment
1. Electronic Instrument Manufacturing	4,559
2. Plastics Product Manufacturing	2,249
3. Medical Equipment and Supplies Mfg	1,734
4. Converted Paper Product Manufacturing	1,438
5. Beverage Manufacturing	1,073
6. Other General Purpose Machinery Mfg	1,062
7. Dairy Product Manufacturing	1,047
8. Printing and Related Support Activities	1,026
9. Machine Shops and Threaded Products	932
10. Semiconductor and Electronic Components	883

SOURCE: NYS DEPARTMENT OF LABOR

- **Year Estab.:** 1991
- **No. of CNY Employees:** 13
- **No. of Employees Companywide:** 12
- **2024 Revenue:** \$3.1M
- **Products Manufactured Locally:** glass-recycling machinery, metal fabrication, abra-sive-blasting services
- **Square Footage of Local Facilities:** 25,000
- **Markets Served:** Glass Recycling
- **President & CEO:** Cynthia A. Andela



ANHEUSER-BUSCH INBEV

2885 Belgium Road  
Baldwinsville, NY 13027  
(315) 635-4000/anheuser-busch.com

- **Year Estab.:** 1976
- **No. of CNY Employees:** 600
- **No. of Employees Companywide:** 154,450
- **2024 Revenue:** \$53.4B
- **Products Manufactured Locally:** brewery offering numerous beer brands and types of bottling
- **Markets Served:** consumer beverage
- **Senior General Manager:** Ashley White

ANSEN CORPORATION

100 Chimney Point Drive  
Ogdensburg, NY 13669  
(315) 393-3573/ansencorp.com

- **Year Estab.:** 2002
- **No. of CNY Employees:** 200
- **No. of Employees Companywide:** 450
- **Products Manufactured Locally:** EMS elec-tronic contract-manufacturing services, proto-typing, medium-to-high volume PCB assembly, test, and complete systems integration and packaging
- **Square Footage of Local Facilities:** 1.12 million
- **Certifications:** ISO13485; ISO9001 and ITAR Registered
- **Markets Served:** medical, industrial, RF/wire-less, communications, security, transportation, consumer, military, computer hardware, aero-space, LED lighting
- **VP & General Manager:** Rod Bush

BAE SYSTEMS

1098 Clark St.  
Endicott, NY 13760  
(607) 770-2000/baesystems.com

- **Year Estab.:** 1999
- **No. of CNY Employees:** 1,300
- **No. of Employees Companywide:** 93,000
- **2024 Revenue:** \$28.3B
- **Products Manufactured Locally:** software, sys-tems integration, support for defense applications, electronic-control and power-management sys-tems for military, commercial air, and land vehicles
- **Markets Served:** technology, defense, commercial
- **President & CEO:** Tom Arseneault

BAXTER

4341 State Street Road  
Skaneateles Falls, NY 13153  
(315) 685-4100/baxter.com

- **Year Estab.:** 1915
- **No. of CNY Employees:** 1,000
- **No. of Employees Companywide:** 60,000
- **2024 Revenue:** \$14.8B
- **Products Manufactured Locally:** medi-cal-device manufacturer
- **Markets Served:** medical, health care
- **President & CEO:** Jose (Joe) Almeida

BENCHMARK MEDIA SYSTEMS, INC.

203 E. Hampton Place, Suite 2  
Syracuse, NY 13206  
(315) 437-6300/benchmarkmedia.com

- **Year Estab.:** 1983
- **No. of CNY Employees:** 12
- **No. of Employees Companywide:** 12
- **Products Manufactured Locally:** audio digi-tal-to-analog converters; audio-power amplifiers; headphone amplifiers; audio preamplifiers
- **Square Footage of Local Facilities:** 7,000
- **Markets Served:** international; home audio and professional audio, recording studios
- **VP:** John Siau

BENNETT DIE & TOOL, INC.

130 Wygant Road  
Horseheads, NY 14845  
(607) 739-5629/bdandt.com

- **Year Estab.:** 1953
- **No. of CNY Employees:** 45
- **No. of Employees Companywide:** 45
- **Products Manufactured Locally:** precision machined parts, complex assemblies
- **Certifications:** ISO9001 and AS9003 Compliant
- **Markets Served:** manufacturing and aero-space
- **President:** Brian Bennett

BUCKEYE CORRUGATED INC.

1203 Kinne St.  
E. Syracuse, NY 13057  
(315) 437-1181/bcipkg.com

- **Year Estab.:** 1979
- **No. of CNY Employees:** 134
- **No. of Employees Companywide:** 850
- **2024 Revenue:** \$51M
- **Products Manufactured Locally:** corrugated packaging and related packaging products
- **Square Footage of Local Facilities:** 330,000
- **Certifications:** ISO 9001:2015
- **Markets Served:** New York, Pennsylvania, Vermont, Massachusetts, Connecticut
- **VP of Sales, New York Region:** Jason Crouch

BYRNE DAIRY INC.

2394 US Route 11  
LaFayette, NY 13084  
(315) 475-2121/byrnedairy.com

- **Year Estab.:** 1933
- **No. of CNY Employees:** 580
- **No. of Employees Companywide:** 580
- **Products Manufactured Locally:** extended shelf-life and aseptic (shelf-stable) milk and cream products
- **Markets Served:** company services major retailers from across the nation
- **CEO & President:** Carl Byrne



C-FLEX BEARING COMPANY

104 Industrial Drive  
Frankfort, NY 13340  
(315) 895-7454/c-flex.com

- **Year Estab.:** 1993
- **No. of CNY Employees:** 23
- **No. of Employees Companywide:** 23
- **Products Manufactured Locally:** metal flexures, pivot bearings, flex couplings, lattice couplings, transfer lines
- **Square Footage of Local Facilities:** 8,400
- **Markets Served:** space, aerospace, industrial, semiconductor, instrumentation, food packaging
- **President and CEO:** Raj Rajaram
- **General Manager:** Kevin Lake

CHOBANI

147 State Highway 320  
Norwich, NY 13815  
(607) 337-1246/chobani.com

- **Year Estab.:** 2005
- **No. of CNY Employees:** 1,000
- **No. of Employees Companywide:** 2,700
- **Products Manufactured Locally:** Greek yogurt

### U.S. MANUFACTURING EMPLOYMENT STATISTICS\*

**12,768**  
Employment (in thousands)

**\$32.13**  
Average hourly earnings  
(all employees)

\* FIGURES ARE FROM MAY 2024  
SOURCE: U.S. BUREAU OF LABOR STATISTICS

- **Markets Served:** retail, foodservice
- **Founder & CEO:** Hamdi Ulukaya

CONMED

525 French Road  
Utica, NY 13502  
(315) 797-8375/conmed.com

- **Year Estab.:** 1970
- **No. of CNY Employees:** 500
- **No. of Employees Companywide:** 4,000
- **2024 Revenue:** \$1.3B
- **Products Manufactured Locally:** medical devices and equipment for orthopaedic, general surgery, gynecology, neurosurgery, gastroenterology, cardiac monitoring, and critical-care specialties
- **Square Footage of Local Facilities:** 500,000
- **Markets Served:** arthroscopy, cardiology, critical care, general and laparoscopic surgery, gastroenterology, gynecology, neurosurgery, orthopaedics, sports tissue and biologics, surgical visualization
- **President & CEO:** Patrick Beyer

CURRENT APPLICATIONS

275 Bellew Avenue South  
Watertown, NY 13601  
(315) 788-4689/currentapps.com

- **Year Estab.:** 2000
- **No. of CNY Employees:** 60
- **No. of Employees Companywide:** 60
- **Products Manufactured Locally:** custom brush motors, brush-less motors, gear motors, and Galway barrel pumps
- **Square Footage of Local Facilities:** 30,000
- **Markets Served:** Construction, health care, mobility, industrial, all markets that use motors
- **President:** George Anderson
- **VP/Engineering Manager:** Chris Gilbert
- **Manufacturing Manager:** Roger Snyder
- **Manufacturing Engineering Manager:** Bob Olin

DEIORIO FOODS INC.

2200 Bleecker St.  
Utica, NY 13501  
(315) 732-7612/deorios.com

- **Year Estab.:** 1924
- **No. of CNY Employees:** 323
- **No. of Employees Companywide:** 323
- **Products Manufactured Locally:** frozen pizza dough, pizza, gluten free, organic
- **Square Footage of Local Facilities:** 150,000
- **Certifications:** SQF Level 2, Organic Certified, Gluten Free Certified
- **Markets Served:** Proprietary packaging, bakeries, schools/institutions, convenience stores, theme parks/rec centers
- **VP of Marketing & Product Development:** James Viti
- **VP of Business Development:** Bob Horth
- **VP Client Services:** John Tackabury

EATON CROUSE-HINDS

1201 Wolf St.  
Syracuse, NY 13221  
(315) 477-7000/eaton.com

- **Year Estab.:** 1897
- **No. of CNY Employees:** 450
- **No. of Employees Companywide:** 85,000
- **2024 Revenue:** \$24.6B
- **Products Manufactured Locally:** electrical equipment
- **Markets Served:** industrial, electrical, commercial
- **President:** Matt Hockman

ENDICOTT PRECISION, INC.

1328-30 Campville Road  
Endicott, NY 13760  
(607) 754-7076/endicottprecision.com

- **Year Estab.:** 1960
- **No. of CNY Employees:** 125
- **No. of Employees Companywide:** 125
- **Products Manufactured Locally:** precision sheet-metal fabrication, stampings, weldments, CNC mill and waterjet machining, mechanical assembly
- **Square Footage of Local Facilities:** 85,000
- **Certifications:** AS9100D
- **Markets Served:** aerospace, electronics, vehicles, ships, commercial and military customers
- **General & Sales Manager:** Ronald Oliveira

GIOTTO ENTERPRISES

161 Clear Road  
Oriskany, NY 13424  
(315) 736-2206/giotttoenterprises.com

- **Year Estab.:** 1985

- **No. of CNY Employees:** 425
- **No. of Employees Companywide:** 425
- **Products Manufactured Locally:** communication fiber-optic connectors, fiber-optic cable and test equipment; safety relays, injection-molded plastic components, CNC machining, sheet-metal fabrication
- **Square Footage of Local Facilities:** 275,000
- **Certifications:** ISO 9001 2015
- **Markets Served:** telecom and broadband providers, contractors, utilities, government agencies and educational facilities; resellers and end-users; OEM automotive, firearms, pump, compressor, sensor, medical, and consumer products
- **President & CEO:** Frank Giotto
- **SVP of Sales:** Kirk Donley
- **Exec. VP & CFO:** Susan Grabinski
- **VP, Org. Dev./HR:** Mark Cushman

HALE MANUFACTURING

11206 Cosby Manor Road  
Utica, NY 13502  
(315) 894-5490/halemfg.com

- **Year Estab.:** 1907
- **No. of CNY Employees:** 30
- **No. of Employees Companywide:** 30
- **Products Manufactured Locally:** manufacturer of library, courtroom, office and home-furniture products with a focus on using wood materials
- **Square Footage of Local Facilities:** 37,000
- **Markets Served:** school-supply industry, public and private libraries, contract office furniture, Residential direct
- **VP:** Erika Romeo
- **Marketing Manager:** Brooke Benson

ASK THE EXPERT:



Future-Proof Your Workforce with Apprenticeship

Today’s Workforce Challenges Demand Innovative Solutions.

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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 apprenticeship solutions can help you overcome your hiring challenges by visiting [nysapprenticeship.org](https://nysapprenticeship.org).

HARTMAN ENTERPRISES, INC.

455 Elizabeth St.  
Oneida, NY 13421  
(315) 363-7300/hartmanenterprises.com

- **Year Estab.:** 1973
- **No. of CNY Employees:** 34
- **No. of Employees Companywide:** 34
- **Products Manufactured Locally:** precision CNC milling and turning; 5-axis machining, Swiss-type machining, large turning; AS9100D-certified, HUBZone
- **Square Footage of Local Facilities:** 25,000
- **Certifications:** ISO 9001:2015, AS9100D, Small Business, Woman-Owned Business, NYS WBE Certified, WBENC Certification, HUBZone Certified
- **Markets Served:** aerospace, medical mass transit, transportation, gas and oil power, transmission
- **President/CEO:** Jaime A. Sweet

HUMAN TECHNOLOGIES

2201 Dwyer Ave.  
Utica, NY 13501  
(315) 724-9891/htcorp.net

- **Year Estab.:** 1954
- **No. of CNY Employees:** 180
- **No. of Employees Companywide:** 345
- **2024 Revenue:** \$69M
- **Products Manufactured Locally:** commercial sewing, embroidered and screen-printed products, retail assembly and packaging, warehousing and distribution, facilities management, custodial, landscaping
- **Square Footage of Local Facilities:** 200,000
- **Certifications:** ISO, ITAR
- **Markets Served:** federal-defense, federal-civilian, New York State law enforcement and civilian commercial-industrial, retail/wholesale-consumer goods
- **CEO:** Timothy Giarrusso
- **President:** Carl Reistrom

ICM CONTROLS

7313 William Barry Blvd.  
North Syracuse, NY 13212  
(315) 233-5266/icmcontrols.com

- **Year Estab.:** 1984
- **No. of CNY Employees:** 250
- **No. of Employees Companywide:** 250
- **Products Manufactured Locally:** electronic controls and engineered products
- **Square Footage of Local Facilities:** 100,000
- **Certifications:** ISO 9001:2008
- **Markets Served:** OEM and aftermarket within the HVAC/R, appliance, electrical, pool and spa, marine and RV industries
- **CEO:** Janie Goddard

INDIUM CORPORATION

301 Woods Park Drive  
Clinton, NY 13323  
(315) 853-4900/indium.com

- **Year Estab.:** 1934
- **No. of CNY Employees:** 1,000
- **No. of Employees Companywide:** 1,400
- **Products Manufactured Locally:** 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
- **Certifications:** ISO 9001, IATF 16949
- **Markets Served:** electronics assembly, semiconductor assembly and packaging, thermal management, and thin-film
- **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

INFICON INC.

2 Technology Place  
East Syracuse, NY 13057  
(315) 434-1100/inficon.com

- **Year Estab.:** 2000
- **No. of CNY Employees:** 330
- **No. of Employees Companywide:** 1,685
- **2024 Revenue:** \$671M
- **Products Manufactured Locally:** instrumentation, critical sensor technologies, and Smart Manufacturing/Industry 4.0 software solutions
- **Square Footage of Local Facilities:** 204,000
- **Certifications:** ISO9001, ISO14001
- **Markets Served:** semiconductor, display, optics, solar, emergency response and security, military, environmental monitoring, petrochemical, energy, heating, air conditioning, refrigeration, automotive, public utilities, research and development, pharma and bio-pharma
- **President:** Hannah Henley

KNOWLES PRECISION DEVICES

2777 Route 20 E.  
Cazenovia, NY 13035  
(315) 655-8710/knowlescapacitors.com

- **Year Estab.:** 1974
- **No. of CNY Employees:** 250
- **No. of Employees Companywide:** 7,000
- **Products Manufactured Locally:** RF/MW filters, single-layer capacitors, thin-film and build-to-print components
- **Square Footage of Local Facilities:** 125,000
- **Certifications:** AS 9100, ISO 9001, ISO 14001

- **Markets Served:** aerospace and defense, communication networks, medical
- **VP, Global Sales & Marketing:** Sam Vinci

LOCKHEED MARTIN

1801 State Route 17C  
Owego, NY 13827  
(607) 751-2200/lockheedmartin.com

- **Year Estab.:** 1957
- **No. of CNY Employees:** 4,100
- **No. of Employees Companywide:** 122,000
- **2024 Revenue:** \$71.3B
- **Products Manufactured Locally:** systems engineering, software development, complex program management for global security, civil, and commercial markets
- **Markets Served:** aerospace, defense
- **Owego GM:** A. Hamid Salim

LOTTE BIOLOGICS USA

6000 Thompson Road  
East Syracuse, NY 13057  
(315) 432-2121/lottebiologics.com

- **Year Estab.:** 2022
- **No. of CNY Employees:** 490
- **No. of Employees Companywide:** 750
- **Products Manufactured Locally:** manufacturing of therapeutic proteins (biologics)
- **Square Footage of Local Facilities:** 350,000
- **Certifications:** GMP manufacturing certification in more than 60 countries
- **Markets Served:** pharmaceutical
- **General Manager:** Brian Greven
- **VP, PMO:** Brett Budis

MCINTOSH LABORATORY, INC.

2 Chambers St.  
Binghamton, NY 13903  
(607) 723-3512/mcintoshlabs.com

- **Year Estab.:** 1951
- **No. of CNY Employees:** 180
- **No. of Employees Companywide:** 200
- **Products Manufactured Locally:** audio equipment
- **President & CEO:** Charles Randall

MEYDA TIFFANY LIGHTING

One Meyda Fine Place  
Yorkville, NY 13495  
(800) 222-4009/meyda.com

- **Year Estab.:** 1974
- **No. of CNY Employees:** 60
- **No. of Employees Companywide:** 100
- **Products Manufactured Locally:** custom lighting, Tiffany lighting, decorative lighting, stained-glass lamps and windows, chandeliers, wall sconces, outdoor lanterns, custom lighting,

BY THE NUMBERS:

**410,300**  
Average number of employees who worked for manufacturers in New York state in August 2025

**4,700**  
New York manufacturing-job losses from August 2024 to August 2025

SOURCE: NYS DEPARTMENT OF LABOR

table/floor lamps, fireplace screens, ceiling pendants and other lighting fixtures, stained-glass windows and home decor

- **Square Footage of Local Facilities:** 180,000 square feet of manufacturing, inventory, retail, and distribution space sited on 8.5 acres.
- **Certifications:** lighting products are UL listed
- **Markets Served:** worldwide
- **President & CEO:** Robert Cohen
- **Sales Manager:** Max Cohen
- **Production Manager:** Chester Cohen

MORSE MANUFACTURING

103 Kuhn Road  
Syracuse, NY 13208  
(315) 437-8475/morsedrum.com

- **Year Estab.:** 1923
- **No. of CNY Employees:** 45
- **No. of Employees Companywide:** 45
- **Products Manufactured Locally:** 55-gallon drum-handling equipment, 5-gallon pail handlers.
- **Square Footage of Local Facilities:** 120,000
- **Markets Served:** Worldwide
- **President:** Nathan Andrews

MSI MOLDING SOLUTIONS INC.


6247 State Route 233  
Rome, NY 13440  
(315) 736-2412/moldingsolutionsinc.com

- **Year Estab.:** 2006
- **No. of CNY Employees:** 32
- **No. of Employees Companywide:** 32
- **2024 Revenue:** \$4M
- **Products Manufactured Locally:** molded and fabricated plastic components, assemblies, and packaging
- **Square Footage of Local Facilities:** 35,000
- **Certifications:** ISO 9001:2015
- **Markets Served:** medical, electronics, fiber optic, and industrial components
- **President:** Tom Bashant

CONTINUED ON PAGE 10 ▶

# PACKAGING THAT'S PART OF EVERYDAY LIVES.

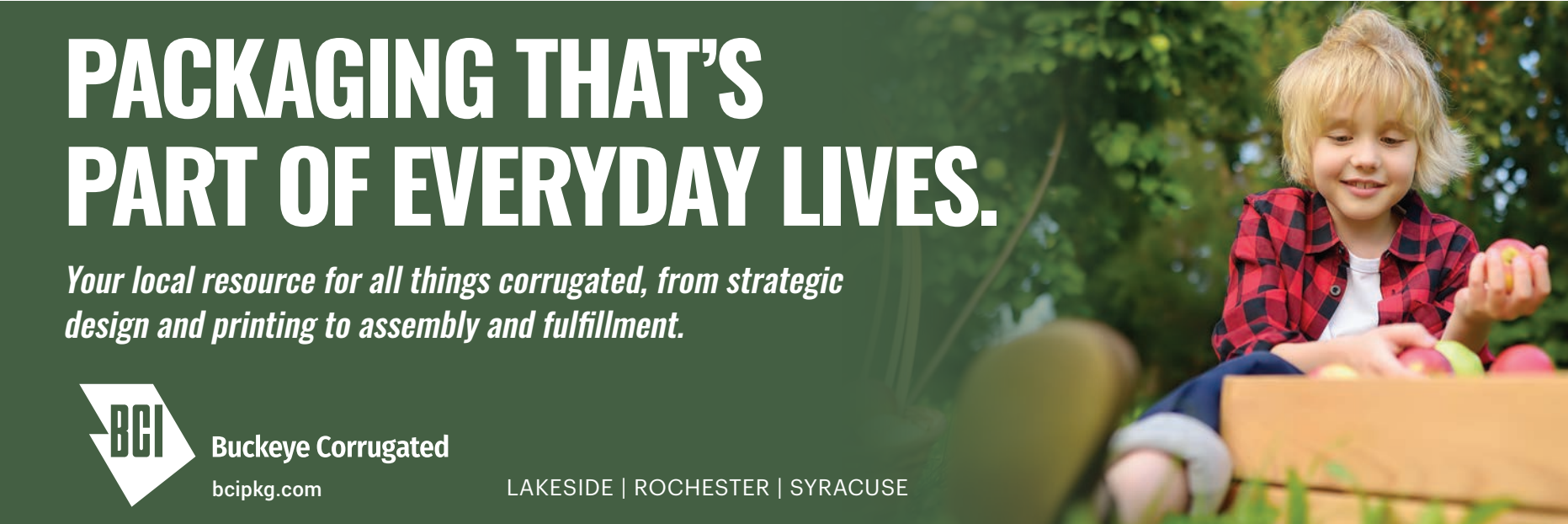
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**Buckeye Corrugated**

bcipkg.com

LAKESIDE | ROCHESTER | SYRACUSE



# SUNY Oneonta manufacturing bootcamp readies workers

BY ERIC REINHARDT  
ereinhardt@cnybj.com

ONEONTA — Nine residents of Otsego and Delaware counties earned a microcredential from their involvement in a recent manufacturing bootcamp through SUNY Oneonta's Extended and Community Learning (ExCL) Center.

The school held an Oct. 2 ceremony following the program, which is described as an intensive four-week effort designed to prepare workers for local manufacturing jobs, per the SUNY Oneonta announcement.

"I saw an opportunity to get out into the workforce and find a long-term career without having to move outside my community," Jayden Trask, a Sidney resident who completed the program, said in the school's announcement. "The program taught me more than I expected. My goal now is to find a job where I can be my best ... maybe operate a CNC machine and become a programmer in the future."

Under the manufacturing bootcamp, students completed 100 hours of classroom instruction at the ExCL Center; 20 hours of hands-on instruction at local manufacturing facilities; and two days of resume writing and mock interviewing with the SUNY Oneonta Career Planning and Networking Center.

Students also toured five local manufacturing companies to learn more about their products and production.

"My favorite part of the training program was getting out in the community to tour manufacturing facilities," said Dawn Rowe, a Unadilla resident and manufacturing bootcamp participant. "It gave me a greater sense of what they do and what they are seeking from their employees. I was impressed with how many important products are manufactured right here in our area, and I hope to find a manufacturing job soon."

"SUNY Oneonta's Advanced Manufacturing Training is an accelerated program with a clear end goal," Misty Fields, director of the SUNY Oneonta Extended and Community Learning (ExCL) Center, said. "Since its ribbon cutting last year, the SUNY Oneonta ExCL Center has actively pursued opportunities to deliver workforce development initiatives tailored to the needs of our regional industries. This program was designed with flexible instruction and applied learning experiences to directly address the priorities of our local employers. As a result, participants are now prepared for manufacturing careers or registered apprenticeship programs."

In-person and hands-on classes covered a wide-range of instruction from technical writing to manufacturing safety, blueprint reading, measuring devices, hand tools, battery assembly, soldering and shop-floor math. Local manufacturers — Brooks Manufacturing in Unadilla, Ioxus in Oneonta, and Custom Electronics — host-



Students involved in the manufacturing bootcamp at SUNY Oneonta visit Brooks' Machine Products in Unadilla. The workforce-development effort is a collaboration involving several organizations.

PHOTO CREDIT: SUNY ONEONTA

ed students in their facilities for tours and more direct instruction alongside manufacturing professionals, the school said.

"I don't believe most people realize just how many manufacturers are here in our region, or the fact that we are all seeking qualified employees," said Bradford Brooks, president of Brooks' Machine Products in Unadilla. "Training programs like this one can help us build that needed awareness and inspire more people to consider pursuing manufacturing careers here in Otsego County."

Upon successful completion, the training program offered participants a \$1,000 stipend, transportation assistance, a laptop, job interviews and placement support.

"Ioxus was glad to be a part of the manufacturing training program, as it allowed us to take people from the community to give them hands-on training, which they can take with them to any job, or can help them be hired with Ioxus," Chad Hall, co-founder and president of Ioxus in Oneonta, said.

The workforce-development initiative was made possible through the combined efforts and funding of SUNY Oneonta, SUNY Broome, SUNY Pre-Apprenticeship Program, the New York State Department of Labor RADAR Grant program, the Oneonta Working Solutions office and the workforce development board of Herkimer, Madison and Oneida counties. ■

## The Success Engine: Strategic Planning and Goal Alignment

Strategic planning, when coupled with goal alignment, is the engine that drives organizations to successfully achieve their goals.



MARK A.  
O'DONNELL  
*Viewpoint*

Whether your strategic goals include organic growth through capturing more market share, acquisitions, expanding into new markets, adapting to changing market demands, expanding facilities, or succession planning (or some combination of these and others), creating alignment from these top-level goals throughout your organization to each individual is the basis of ongoing success.

Let's start with the strategic-planning process. There are various approaches to developing a strong strategic plan. The one I prefer is one I have used many times with excellent results, both while working within companies as an operations leader and working with clients as a facilitator. The key will be to develop the plan together with the senior leadership group leading the way. Senior leadership must engage key leaders and team members across the organization throughout the process as well. I'm sure many of us can relate to working for a company and having new posters put up around the company with a "new" "vision" and "mission." Or perhaps. You have been handed your annual goals in a "previous life" with no input whatsoever from you in developing them. It's simple: the more engaged your team is in the development of the plan, the more vested they are in

the success of the plan. Now, more about the planning process.

### The Vision Statement

This statement should describe what or where the organization will be in a predetermined time frame that is appropriate for the organization. It is a "becoming statement;" it's not who or what you are today, but rather what or who you aspire to be. You may want to view your vision in terms of a two- or three-year plan. That's because it may be difficult to project much further as market dynamics, technology, and other externalities can change so quickly. This statement need not be specific. It does need to set a clear direction by describing something your organization currently is not but intends to become.

### The Mission Statement

This is a brief statement, again in general terms, of what must be achieved in the next year to make significant strides in the direction of achieving the vision. What does your organization need to achieve in the first year to get a healthy start on achieving the vision in two or three years? The mission statement is usually longer than the vision statement, although it should still be brief and to the point.

### Critical Goal Categories (Critical Success Factors)

These are the things both necessary and sufficient to achieve the mission. As the mission is a one-year focus, so too should be the critical-goal categories. These are usually limited to between four and eight. They should be more specific than the mission, but not as specific as goal statements.

### Goals

These should meet the "SMART" criteria: specific, measurable, attainable, realistically high, and time sensitive. These again should be necessary and sufficient to accomplish the goal category.

### Action Steps

These will define what actions need to be taken, by whom, and when they must be completed. There is a detailed process to go from goal statement to defined-action steps to best ensure the goal is met. The focus of this process is to define all obstacles to achieving the goal, then defining action steps to overcome the obstacles.

### Alignment

If the senior leaders have done a good job of aligning on the plan throughout this process themselves while bringing in key leaders from across the organization to get their input during the process as well, then the organization is on its way to goal alignment. As an example, a VP of operations for a manufacturer would have involved its director of operations, director of procurement, director of planning, and director of logistics at the detail level throughout this process. Each of these directors should also be involving their direct reports in detailed discussions during the process, right through to the front-line workers. By asking for and hearing the input from all and then using this as the plan is developed and refined, everyone has a stake in the plan. This is more time-consuming and, especially at the beginning, may require more effort, but the result will be a plan that all em-

ployees have a stake in and understand.

Another key to goal alignment is to assist all employees to see how the organization's goals align with their personal goals and aspirations. This is vital to tapping into each person's motivation. Real motivation comes from within. Leaders at every level of the organization must understand their employees' personal goals and aspirations. This only happens when relationships are based on trust. Leaders that understand this and are capable of forming these types of working relationships throughout the organization at all levels is what will enable true goal alignment. Imagine what your organization could achieve with this level of alignment!

### Attitudes and Sustainability

No sustainable positive behavior change (and therefore no sustainable positive result) is possible without the right attitudes. This is why initiatives fail so many times in all kinds of organizations. Most people have negative attitudes about change and uncertainty. Most people are not goal setters and achievers by habit. How then can leaders habituate goal planning and achievement in their organizations?

The answer is to implement a goal planning and achievement process. This will create an "I can / We can" attitude that becomes part of everyone's regular routine. It becomes part of the culture. ■

*Mark A. O'Donnell is founder and owner of Operations Excellence, LLC, a consulting firm that helps small- to mid-sized businesses and organizations with anything from boosting productivity to planning leadership transitions. He is a certified business coach.*

# Students get up-close look at area manufacturing plants

MACNY organized the tours during Manufacturing Month

BY ERIC REINHARDT  
ereinhardt@cnybj.com

DeWITT — Area manufacturers hosted facility tours for students and educators across the region during October.

MACNY, The Manufacturers Association, and its affiliate, Partners for Education & Business, Inc. (PEB), organized the tours.

Throughout October, more than 450 students from 11 school districts in Central New York and the Mohawk Valley got a look at modern manufacturing and potential career opportunities. The objective of the facility tours is to show real-world examples of high-tech, high-demand manufacturing careers for students who may want to pursue that kind of work.

October is New York State’s official acknowledgement of Manufacturing Month, DeWitt-based MACNY noted.

“Manufacturing Month is about inspiring the next generation and showing them the exciting, meaningful careers available right here in New York,” Randy

Wolken, president & CEO of MACNY, the Manufacturers Association, said in the announcement. “By opening their doors, manufacturers are not only highlighting advanced technologies and innovation, but also their vital role in building strong communities. We’re proud to partner with educators and industry leaders to create pathways for students to join this dynamic and growing sector.”

Groups toured facilities such as Gardall Safe Corporation of Syracuse; Golden Artist Colors in New Berlin; TTM Technologies of DeWitt; Inficon in DeWitt; Belden in DeWitt; Byrne Dairy; Eaton of Syracuse; JPW Structural Contracting, Inc. of DeWitt; Morse Manufacturing of Salina; Haun Welding Supply & Specialty Gases; OCWA – Central New York’s Water Authority; and Ralph W. Earl Co. Inc. of DeWitt.

“MACNY’s celebration of Manufacturing Month is a reminder that collaboration can shape the future of our region’s workforce,” Scott Walker, VP of operations for Inficon, said in the MACNY announcement. “INFICON is proud to show students and teachers that today’s manufacturing is driven by innovation, precision, and advanced technology. Our cleanrooms are high-tech and dynamic; it’s exactly the kind of exposure that can spark interest in a manufacturing career.”



Students toured Eaton Crouse-Hinds as part of New York’s official recognition of October as Manufacturing Month. The students were among hundreds from 11 districts across the region taking tours at area manufacturers to potentially spark interest in future manufacturing careers.

PHOTO CREDIT: MACNY

During the tours, students were able to see up-close modern manufacturing and advanced technologies, such as precision metalwork and large-scale fabrication to high-tech electronics, and specialty products. Throughout the visits, students met with employees, asked questions about career paths, and watched demonstrations of the creativity and collaboration involved in manufacturing careers.

“These tours give students the unique

opportunity to see modern manufacturing in action — from the equipment and processes to the people who make it all possible. For many, it’s their first time stepping inside a facility and envisioning themselves in a future career. Manufacturing Month allows us to connect education with industry in powerful ways, helping young people explore career options while strengthening our region’s workforce pipeline,” Emily Langan, manager of PEB, said.

## DIRECTORY:

Continued from page 8



### N.E.T. & DIE

25 River Glen Road  
Fulton, NY 13069  
(315) 592-4311/netanddie.com

- **Year Estab.:** 1965
- **No. of CNY Employees:** 23
- **No. of Employees Companywide:** 23
- **Products Manufactured Locally:** CNC machine and fabrication shop
- **Square Footage of Local Facilities:** 92,000
- **Markets Served:** industrial, pumps, machine builders, engineering

### NASIFF ASSOCIATES, INC.

841 County Route 37, Suite 1  
Central Square, NY 13036  
(315) 676-2346/nasiff.com

- **Year Estab.:** 1989
- **No. of CNY Employees:** 9
- **No. of Employees Companywide:** 9
- **2024 Revenue:** \$1.2M
- **Products Manufactured Locally:** PC-based diagnostic ECG systems, Nasiff CardioResting ECG, Nasiff CardioStress ECG, Nasiff CardioHolter ECG, Nasiff CardioVitals ECG
- **Square Footage of Local Facilities:** 9,000
- **Certifications:** FDA, Health Canada, ISO 13485, MDSAP
- **Markets Served:** hospital, lab, and general practice, ECG diagnostics, resting ECG testing,



stress ECG testing, Holter ECG testing, blood pressure and SP02

- **President, CEO:** Roger E. Nasiff
- **Sales Manager:** Anita Bordeau
- **Business Development:** Ethan Nasiff
- **Operations Manager:** Karen OBrien

### NOVELIS

448 County Route 1A  
Oswego, NY 13126  
(315) 349-0121/novelis.com

- **Year Estab.:** 1963
- **No. of CNY Employees:** 1,150
- **No. of Employees Companywide:** 13,170
- **2024 Revenue:** \$16.2B
- **Products Manufactured Locally:** rolled-aluminum products
- **Square Footage of Local Facilities:** 1.7 million square feet
- **Certifications:** OHSAS 18001, ISO 14001, ISO 9001, ATIF 16949
- **Markets Served:** automotive and transportation, consumer and industrial, building and construction, beverage cans
- **Plant Manager:** Kristen Nelson

### OSWEGO COUNTY MANUFACTURING INCUBATION CENTER

24 Foster Street  
Fulton, NY 13069  
(315) 341-8856/oswegocountymic.com

- **Year Estab.:** 2025

- **No. of CNY Employees:** 0
- **No. of Employees Companywide:** 1
- **Products Manufactured Locally:** incubation center
- **Square Footage of Local Facilities:** 34,000
- **Markets Served:** manufacturing
- **CEO:** Michelle Shatrau

### OTIS TECHNOLOGY

6987 Laura St.  
Lyons Falls, NY 13368  
(315) 348-4300/otistec.com

- **Year Estab.:** 1985
- **No. of CNY Employees:** 88
- **No. of Employees Companywide:** 93
- **Products Manufactured Locally:** manufactures gun-cleaning systems and accessories
- **CEO:** Bill Kleftis

### THE RAYMOND CORPORATION, TMHNA

22 S. Canal St.  
Greene, NY 13778  
(607) 656-2311/raymondcorp.com

- **Year Estab.:** 1922
- **No. of CNY Employees:** 2,800
- **No. of Employees Companywide:** 4,000
- **Products Manufactured Locally:** electric forklifts, end-to-end material-handling equipment and intelligent-intralogistics solutions including automation and robotics, telematics, virtual-reality learning, and advanced-energy solutions that optimize warehouse and distribution operations
- **Certifications:** ISO 9001, ISO 14001
- **Markets Served:** provides material-handling products and intralogistics solutions for e-commerce, retail, food, beverage, grocery, manufacturing, home improvement, third-party logistics, medical, pharmaceutical, automotive, furniture, government, consumer goods; material handling and distribution centers; supply chain and logistics
- **President & CEO:** Brett Wood

## MANUFACTURING UTILITY COSTS IN NEW YORK:

9.99 cents/kWh

Average industrial electric rate in New York state, July 2025

SOURCE: NYSEDA

- **COO:** Michael Field

### ROME ELECTRONICS CUSTOM CABLES, INC.

222 Erie Blvd. East  
Rome, NY 13440  
(315) 337-7574/romeelectronicscustomcables.com

- **Year Estab.:** 1957
- **No. of CNY Employees:** 18
- **No. of Employees Companywide:** 18
- **Products Manufactured Locally:** custom-cable assemblies, electromechanical assemblies, custom RF and coaxial cable, prototyping, design, long and short run, one-offs
- **Square Footage of Local Facilities:** 9,000
- **Certifications:** ISO 9001-2008, IPC/EIA J-STD-001, ITAR, USFCR
- **Markets Served:** military, private and industrial customers, small and large orders
- **President:** Rocco Garro

### RUBY LAKE GLASS, LLC

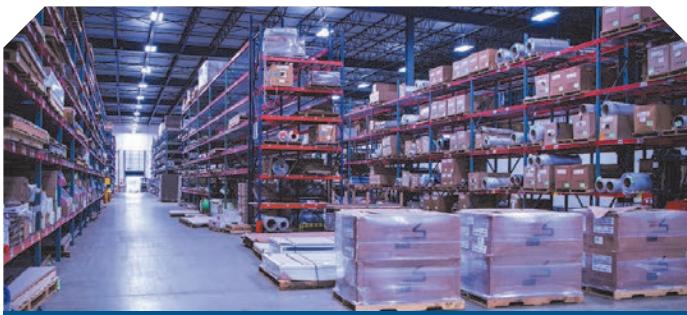
493 State Route 28  
Richfield Springs, NY 13439  
(607) 435-8158/rubylakeglass.com



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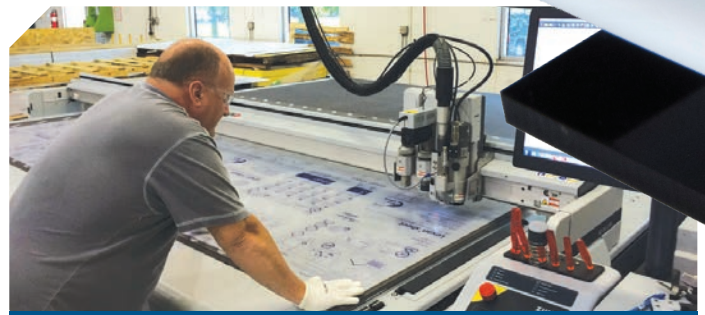
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Polymershapes Syracuse stocks a variety of commonly used engineering plastic materials, in sheet, rod and tube. Offering materials such as:

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- ABS & Poly Pro
- Coroplast & Step Stakes
- ACM & Aluminum
- Foam PVC & Styrene



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## SYRACUSE, NY OFFICE

119 North Geddes Street, Syracuse, NY 13204  
315-422-9165

[syrsales@polymershapes.com](mailto:syrsales@polymershapes.com)

**Jeffrey:** [jwedemeyer@polymershapes.com](mailto:jwedemeyer@polymershapes.com)

**Edward:** [eclifford@polymershapes.com](mailto:eclifford@polymershapes.com)

**Kevin:** [kpasserell@polymershapes.com](mailto:kpasserell@polymershapes.com)

**John:** [jyoumans@polymershapes.com](mailto:jyoumans@polymershapes.com)

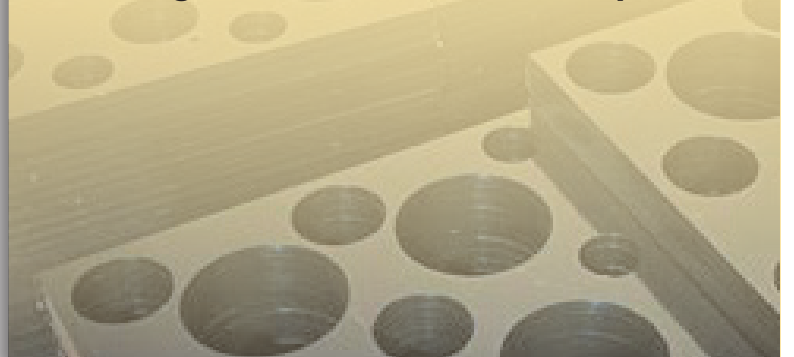
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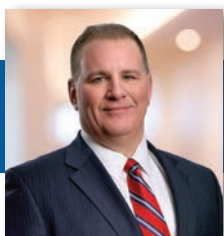
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## ASK THE EXPERT

## The OBBBA Resurrects the Immediate R&amp;E Expense Deduction

John F. Martin, CPA/PFS, CFP®, Tax Partner  
Dannible & McKee, LLP

Under the Tax Cuts and Jobs Act (TCJA), businesses, including manufacturers, have been required since 2022 to amortize domestic Section 174 research and experimental (R&E) costs over five years, rather than deduct them in the year incurred or paid. Manufacturers have consistently complained that this treatment stifles the development of new processes and products and threatens cash flow, especially for smaller companies. With China offering deductions of up to 200% for eligible research costs, U.S. manufacturers were put at a competitive disadvantage.

The One Big Beautiful Bill Act (OBBBA) changes the R&E expense deduction rules. Here's what manufacturers need to know.

## OBBBA's Sec. 174 Amendments

The OBBBA permanently reinstates the pre-TCJA treatment of domestic R&E costs for tax years beginning after 2024, so manufacturers can deduct them in the tax year they're incurred or paid. Foreign R&E costs remain subject to 15-year amortization.

Also under the OBBBA, small manufacturers that satisfy a gross receipts test can claim the R&E deduction retroactively to 2022. (For 2025, average annual gross receipts for the previous three years must be \$31 million or less.) And any manufacturer, regardless of size, that incurred domestic R&E expenses in 2022 through 2024 may elect to accelerate the remaining deductions for those expenditures over either a one- or two-year period.

The immediate deduction of qualified R&E expenses isn't mandatory. Depending on a variety of factors, in some situations, claiming it may not be advisable. Manufacturers generally can instead elect to capitalize and amortize such expenses paid in a tax year after 2024 over at least 60 months. The election must be made by the due date, with extensions, of the original tax return for the first tax year to which the election applies. For 2025, a manufacturer that makes an accounting method change to capitalize and amortize R&E expenses will be deemed to have made the election.

R&E expenses may also qualify for the Section 41 research tax credit. But businesses can't claim both the deduction and the credit for the same expense. If a manufacturer claims the research credit, the R&E deduction generally must be reduced by the amount of the credit. Alternatively, manufacturers can elect to claim a reduced research credit instead.

## Retroactive Deductions for Small Manufacturers

As noted, eligible small manufacturers can elect to treat the changes to Sec. 174 as if they took effect for tax years beginning after 2021, rather than after 2024. How to do this depends in part on whether the manufacturer has already filed a 2024 tax return.

If the manufacturer filed a 2024 return before August 28, 2025, an automatic extension to supersede that return to include the new guidance is available. However, the

manufacturer must file that replacement return by the extended deadline (typically September 15 or October 15). Alternatively, the manufacturer can file an amended 2024 return, following one of the two options discussed below.

If the manufacturer didn't file a 2024 return by August 28, the manufacturer can file by the applicable extended deadline and either:

1. Elect to expense eligible R&E expenses under the new guidance, which would also require filing amended returns for 2022 and 2023, or
2. Do an automatic method of accounting change and a "true-up" adjustment on the 2024 return for the 2022 and 2023 R&E expenses.

Elections must be made by the earlier of July 6, 2026, or the applicable deadline for filing a claim for a credit or refund for the tax year (generally, three years from filing the return).

## Accelerated Deductions for All Manufacturers

Manufacturers with unamortized domestic R&E expenses under the TCJA can elect to recover those remaining expenses fully on their 2025 income tax returns or over their 2025 and 2026 returns.

Notably, the IRS guidance states that taxpayers "may elect to amortize any remaining unamortized amount" of such expenses. This language suggests that the deduction will be considered an amortization expense. This is significant in light of changes the OBBBA made to the interest expense deduction for businesses, including manufacturers.

The business interest deduction generally is limited to 30% of the manufacturer's adjusted taxable income (ATI). (Manufacturers that meet the same annual gross receipts test discussed earlier are exempt from the limitation.)

Under the OBBBA, beginning in 2025, ATI for purposes of the interest deduction is calculated without deductions for depreciation, amortization or depletion. So amortization deductions are "added back," potentially increasing the ATI and the allowable business interest deduction. If R&E expenses aren't treated as an amortization deduction, they could reduce the allowable business interest deduction.

## Decisions, Decisions

The OBBBA's revisions to Sec. 174 are welcome news but also require manufacturers to make some important decisions about the various election and filing options discussed earlier. Another significant decision is whether to re-shore foreign R&E activities to expedite the deduction of the related expenses.

To discuss how these changes affect your business or to determine the most advantageous approach for your R&E expenses, contact our office today. Our tax advisors can help you evaluate your options and ensure you maximize the available benefits.



The New York State Public Service Commission (PSC) has approved a plan for National Grid to build an underground transmission-service line between a substation and the upcoming campus of Micron Technology (NASDAQ: MU) in the town of Clay.

PHOTO CREDIT: ZOEYADVERTISING.COM

## National Grid to build transmission line connecting to Micron campus

BY ERIC REINHARDT  
ereinhardt@cnybj.com

CLAY — National Grid plans to build a two-mile, 345-kilovolt transmission-service line underground between an existing substation and the proposed Micron Technology (NASDAQ: MU) fabrication areas in the town of Clay.

The New York State Public Service Commission (PSC) adopted the terms of a joint proposal during its meeting on Oct. 16, the office of Gov. Kathy Hochul said in an announcement that day.

The PSC also approved National Grid's environmental management and construction plan for the first phase of construction activities. It involves the installation of the eastern expansion of the Clay substation, and installation of equipment from the Clay substation to the Micron campus.

The joint proposal was signed by National Grid (NYSE: NGG), the New York State Department of Public Service staff, and the New York State Department of Environmental Conservation.

"For a project as large and transformational as Micron's, every government agency involved must play its part to ensure its success," Rory Christian, chairman of the PSC, said. "We are pleased that for our part, no party opposed the transmission or infrastructure application or the terms of the joint proposal, and the certificate conditions are adequate to

protect the public interest and to ensure potential significant negative impacts of the project are avoided or minimized."

In addition to approving the transmission connections, the PSC also okayed the utility's plans regarding receiving and addressing public complaints, addressing environmental concerns such as waterbody and wildlife protection, and where and when construction activities would occur. It also seeks to "identify and minimize" the disruptive effects of construction and describes cleanup and restoration following construction, per Hochul's office.

"One of the main reasons Micron chose Onondaga County was access to abundant and reliable power," Onondaga County Executive Ryan McMahon said in the state's announcement. "Now with approvals from the PSC, today marks yet another important step forward as Micron prepares to make the largest private sector investment in the history of our country and make Onondaga County and Central New York the hub for semiconductor manufacturing in North America."

It was just over three years ago that Micron announced plans to build a massive semiconductor campus at the White Pines Commerce Park in the town of Clay. Micron says the project will create the largest-ever cleanroom space announced in the U.S., creating nearly 50,000 New York jobs over more than 20 years. That includes 9,000 high-paying Micron jobs. ■

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The Central New York  
**BUSINESS JOURNAL**

# MACNY’s Oct. 15 event covered workforce, energy issues, & more

BY ERIC REINHARDT  
ereinhardt@cnybj.com

DeWITT — MACNY, The Manufacturers Association, on Oct. 15 hosted its annual legislative breakfast at the DoubleTree by Hilton Hotel Syracuse, near Carrier Circle in the town of DeWitt.

Those attending included key stakeholders, industry leaders, and legislators. It was an event that included a panel discussion on workforce, economic development, and energy issues.

The panelists included Alberto Bianchetti, National Grid’s regional director of external and customer affairs in Central New York; Susan Cole, state government affairs specialist at Novelis North America; Joanne Fernandez, di-

rector of U.S. state government affairs at Corning Incorporated; and Vlad Gutman-Britten, director of policy and analysis at NYSERDA.

“Manufacturers are the backbone of New York’s economy, and energy is central to their ability to remain competitive and grow,” Randy Wolken, president & CEO of MACNY, said in an announcement about the breakfast. “Today’s discussion brought together industry leaders, policy-makers, and experts to address the challenges and opportunities we face around workforce, economic development, and energy policy. By working collaboratively with our elected officials, we can ensure that manufacturers continue to innovate, invest, and create jobs that strengthen communities across our state.”



The event also included a meet-and-greet with state and federal elected officials, a presentation on MACNY’s key legislative priorities, and an energy-focused panel discussion.

MACNY also noted that the primary objective of the event is to share success stories and highlight legislative and policy issues impacting the manufacturing industry in Central New York and beyond. ■

# Empire State Manufacturing Survey index is back in positive territory

BY ERIC REINHARDT  
ereinhardt@cnybj.com

Firms responding to October’s Empire State Manufacturing Survey exhibited optimism that points to expansion in the state’s manufacturing industry.

The survey’s general-business conditions index climbed more than 19 points to 10.7 in October, representing its third positive reading in the past four months. The index had dropped 21 points to -8.7 in September, its first negative measurement since June.

Based on manufacturers responding to the survey, the October reading indicates business activity “increased modestly” in New York state, the Federal Reserve Bank

of New York said in its Oct. 15 report.

A positive index number indicates expansion or growth in manufacturing activity, while a negative reading on the index points to a decline in the sector.

The October Empire State Survey report’s results easily beat economists’ forecasts for a reading of nearly -2, according to Seeking Alpha.

The survey found new orders edged higher and shipments increased, the New York Fed said. Supply availability continued to “worsen somewhat,” and inventories were little changed.

Manufacturers grew more optimistic about the outlook, with close to half expecting conditions to improve in the months ahead.

## Survey details

After plunging in September, both new orders and shipments increased, with the new-orders index rising to 3.7 and the shipments index climbing to 14.4.

The inventories index hit -1.0, indicating that business inventories were little changed. The delivery-times index rose to 3.9, and the supply-availability index came in at -10.7, pointing to somewhat longer delivery times and worsening supply availability, the New York Fed said.

The index for number of employees moved up to 6.2, suggesting employment increased modestly, while the average-work-week index remained negative at -4.1, suggesting a small decline in hours worked.

Both price indexes remained elevated and moved higher: the prices-paid index rose 6 points to 52.4, and the prices-received index climbed 6 points to 27.2.

The index for future general business conditions rose to its highest level in several months, suggesting that firms expect conditions to improve in the months ahead. New orders and shipments are expected to increase, and supply availability is expected to be little changed. Firms anticipate ongoing price increases. Capital-spending plans remained soft.

The New York Fed distributes the Empire State Manufacturing Survey on the first day of each month to the same pool of about 200 manufacturing executives in the state. On average, about 100 executives return responses.

## DIRECTORY:

Continued from page 10

- **Year Estab.:** 2013
- **No. of CNY Employees:** 5
- **No. of Employees Companywide:** 5
- **Products Manufactured Locally:** recycled color-coated glass aggregate, recycled glass-abrasive media
- **Square Footage of Local Facilities:** 15,000
- **Markets Served:** Road safety markings, commercial finishing
- **Managing Member:** Cynthia A. Andela

### SCHNEIDER PACKAGING EQUIPMENT, A PACTEON COMPANY

5370 Guy Young Road  
Brewerton, NY 13029  
(315) 676-3035/schneiderequip.com

- **Year Estab.:** 1970
- **No. of CNY Employees:** 160
- **No. of Employees Companywide:** 350
- **Products Manufactured Locally:** end-of-line packaging equipment including robotic palletizers and depalletizers, case packers, tray packers, carton-ers, case sealers, and automatic stretch wrappers
- **Square Footage of Local Facilities:** About 100,000
- **Certifications:** RIA Certified Robot Integrator, Rockwell Certified Machine Builder, FANUC Robotic’s Certified Servicing Integrator
- **Markets Served:** food, beverage, consumer packaged goods, paper products, pharmaceutical,

- health and beauty
- **General Manager, Senior VP:** Mike Smith
- **VP Sales:** Mike Brewster

### STEEL SALES, INC.

8085 NYS Highway 12  
Sherburne, NY 13460  
(607) 674-6363/steelsalesinc.com

- **Year Estab.:** 1964
- **No. of CNY Employees:** 30
- **No. of Employees Companywide:** 30
- **2024 Revenue:** \$13.2M
- **Products Manufactured Locally:** handrails, snow-plow shoes, sander chains, bucket relines, rebar cages and stirrups, various custom welding, punching, drilling, rolling, plate bending, and HD-plasma service
- **Square Footage of Local Facilities:** 35,840
- **Certifications:** DBE
- **Markets Served:** town and county highway departments, agri-businesses, general contractors, masonry contractors, excavators, welding/fabricators, mining companies, sawmills, general public
- **President:** Brenda S. Westcott
- **General Manager:** Joshua Newman
- **Sales Manager:** Deanna Brown
- **Purchasing Manager:** Chris Thompson

### TESSY PLASTICS CORP.

700 Visions Drive  
Skaneateles, NY 13152  
(315) 689-3924/tessy.com

- **Year Estab.:** 1973

- **No. of CNY Employees:** 1,240
- **No. of Employees Companywide:** 1,502
- **2024 Revenue:** \$448
- **Products Manufactured Locally:** minimally invasive surgical devices, consumer products, and pharmaceutical and diagnostic products
- **Square Footage of Local Facilities:** 3.2 million
- **Certifications:** ISO-13485, ISO-14001, FDA/GMP, 21CFR820 Registered, AIB
- **Markets Served:** medical, consumer and consumer health care, pharmaceuticals and diagnostics
- **Owner & CEO:** Roland Beck
- **VP of Sales & Marketing:** Judson Vann
- **President:** Stafford Frearson
- **VP of Operations:** Shaun Smurthwaite

### TRONSER, INC.

3066 John A. Trush Jr. Blvd.  
Cazenovia, NY 13035  
(315) 655-9528/tronserinc.com

- **Year Estab.:** 1978
- **No. of CNY Employees:** 15
- **No. of Employees Companywide:** 15
- **Products Manufactured Locally:** trimmer capacitors and microwave tuning elements, precision CNC milled and turned parts, electro-mechanical assemblies
- **Square Footage of Local Facilities:** 15,000
- **Markets Served:** microwave and wireless telecommunication, defense, medical electronics
- **President:** Michael Tronser

## MANUFACTURING JOBS IN THE REGION:

**30,855**  
Central New York\* Employment

**\$82,178**  
Central New York\* wages

\*CAYUGA, CORTLAND, MADISON, ONONDAGA, AND OSWEGO COUNTIES

SOURCE: CENTERSTATE CEO, 2025 ECONOMIC FORECAST FOR CENTRAL NEW YORK

### TTM TECHNOLOGIES SYRACUSE

6635 Kirkville Road  
East Syracuse, NY 13057  
(315) 432-8909/anaren.com

- **Year Estab.:** 1967
- **No. of CNY Employees:** 600
- **No. of Employees Companywide:** 15,800
- **2024 Revenue:** \$2.4B
- **Products Manufactured Locally:** manufacturer of complex RF/microwave networks and components for wireless, satellite, defense, consumer electronics, health care, and IoT applications
- **Square Footage of Local Facilities:** 203,000
- **Certifications:** ISO, etc.
- **Markets Served:** wireless infrastructure, consumer electronics, aerospace/defense, medical devices, IoT applications
- **GM:** Mark Jarosz

CNY BUSINESS JOURNAL  
**FAMILY BUSINESS  
AWARDS**

*Congratulations 2025 Honorees*

**BUSINESS INNOVATION:**  
Eastern Security Services

**COMMUNITY SERVICE EXCELLENCE:**  
Lock 1 Distilling Company  
Mohawk Global

**FAMILY BUSINESS LEADER OF THE YEAR:**  
Dave Schneckenburger, Thompson & Johnson Equipment

**FASTEST GROWING FAMILY BUSINESS:**  
ComSource Inc.

**MANUFACTURING EXCELLENCE:**  
Morse Manufacturing

**MULTI-GENERATIONAL FAMILY BUSINESS:**  
Fancher Services Inc.

**WOMAN-OWNED FAMILY BUSINESS:**  
Robert L Kelly General Insurance Agency

*Awards Breakfast*

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SKY ARMORY - SYRACUSE

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