

FIFTY-FORTY-TEN NEWS

A Newsletter of the Greater Syracuse Business Development Corporation

FINANCING GROWING BUSINESSES SINCE 1964

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FIRST QUARTER 2013

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Dana Loucks Elected to Board of Trustees



Dana Loucks

Dana Loucks, Senior Vice President & Team Leader of the Commercial Banking Department at Alliance Bank, N.A., was recently elected to the Board of Trustees of the Greater Syracuse Business Development Corporation (GSBDC).

He began his employment with Alliance Bank, N.A. in 2006 as a Vice President in its leasing division, but was soon moved into the Bank's Commercial Banking Department in October, 2006. Now a Senior Vice President with Alliance Bank, N.A., his responsibilities have grown to include being Senior Relationship Manager as well as a Team Leader. Mr. Loucks has an extensive banking and finance career having previously worked for M & T Bank both in Syracuse and Buffalo, New York, and also with The Taylor Companies, a mergers & acquisitions and management consulting firm, in both Washington, DC and Wilmington, NC.

Mr. Loucks has both a Masters of Business Administration degree and a Bachelor of Science degree in Business Administration from the State University of New York at Buffalo in Buffalo, New York. He is also very involved with a number of community organizations and has been a participant or served on the Board of Elmcrest Children's Center, March of Dimes, First Presbyterian Church of Chittenango, Younglife, National Center for Missing & Exploited Children and Junior Achievement.

Joan Powers Elected to Board of Trustees



Joan Powers

Joan Powers, Assistant Director of the Small Business Development Center (SBDC) at Onondaga Community College (OCC) was recently elected to the Board of Trustees of the Greater Syracuse Business Development Corporation (GSBDC).

She has been employed at the SBDC since 1996 serving initially as a Small Business Advisor. In 2010 she was promoted to Assistant Director for the Center and as such serves as the administrative supervisor when the director is absent and represents and promotes the SBDC and OCC at local events and tradeshows as well. She also continues her work as a business counselor providing one to one business counseling to both start-up and existing businesses.

Prior to working for the SBDC, she was employed with Carrols Corporation from 1976 through 1994. She started her career as an Accounting Clerk progressing through a number of positions with additional responsibilities including Payroll Assistant, Lead Payroll Clerk to Payroll Supervisor wherein she was responsible for supervising a seven member team who processed weekly payroll for over 7,000 employees.

Ms. Powers earned a Master of Science degree in Accounting and a Bachelor of Science in CPA Accounting from Syracuse University's School of Management in Syracuse, New York. She is a member of the Economic Development Street Beaters Group and is an Advisory Board Member of Women Ties.

Susan McDonald Elected to Board of Trustees



Susan McDonald

Susan McDonald, President and Owner of Apex Striping, Inc. was recently elected to the Board of Trustees of the Greater Syracuse Business Development Corporation (GSBDC). She established her business in 1996 and is responsible for all the day to day management of the company. Prior to starting the company, her husband Joseph had worked for a similar striping business for over 10 years. When that company went out of business, the McDonalds decided to establish Apex to fill that void.

Apex is a construction contractor specializing in pavement delineation for high-ways, roads and parking areas throughout Upstate New York. They install pavement markings on roadways for cities, counties, NYS DOT and NYS Thruway projects. These markings include epoxy, paint, tape and raised markers as well as removal of these items. The striping season is dependent upon weather but typically runs from mid-March to mid-December. In 2004, GSBDC provided the com-

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Interest Rates

Loans funded as of February 13, 2013 would have carried the following rate:

SBA 504
4.29% (20 yrs.)

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Mailing List

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pany an SBA 504 loan to assist with the purchase of an epoxy rig truck which allowed them to expand their array of marking services and create several new positions. Apex currently employs 13 full-time and 3 part-time.

Prior to starting her own business, she was the head nurse for an obstetrics and gynecology office for several years as well as a charge nurse at St. Joseph's Hospital in the medical surgical unit. Ms. McDonald graduated from St. Joseph's Hospital School of Nursing as a Registered Nurse and has taken several OCM BOCES courses in Finance and Bookkeeping to assist her in managing her business.

GSBDC Finances Purchase of New Facility for J. Halko, Inc.

The Greater Syracuse Business Development Corporation (GSBDC) recently provided an SBA 504 loan to J. Halko, Inc. (JHI) for the purchase and renovation of a former DHL/Airborne facility at 6800 Northern Boulevard, East Syracuse, NY. The new location is approximately two miles from their former space at 6700 Thompson Road in East Syracuse and almost triples their space with 29,600 sq. ft as compared to their former leased space of just 10,000 sq. ft.

The new building includes 4,000 sq. ft. of offices, 23,600 sq. ft. of warehouse/storage space and 2,000 sq. ft. of space designated for garage/repair work to accommodate all their service vehicles. According to John Halko, President and owner of JHI, "This building was perfect for us. Not only did it triple our space, but it was big enough for us to add our clean room system allowing us to expand our services. Also, the multiple overhead doors along with the garage and repair space lets us load the trucks the night before and keep them safe inside from vandalism and ready to go in the morning."

The minor building improvements included electrical upgrades for the installation of the new clean room system, HVAC and plumbing work and some adjustments to the interior partitions to accommodate the minor reconfiguring required by JHI. The new building not only provided the additional space needed to accommodate their continued growth but also allowed for the installation of a much needed "Clean Room" which is essentially a modular machine that moves items on a conveyor through a series of cleaning processes without requiring repeated handling by the employees. This results in a more efficient cleaning system, less damage and less possibility of items becoming separated.

John Halko has owned J. Halko, Inc. since 1993 when he purchased his first Servpro franchise. He has steadily grown the business with the acquisition of two additional Servpro franchises in the Central New York area. Combined, the three franchises cover North and East Onondaga County as well as all of Oswego County. Servpro franchises offer water and fire damage restoration; carpet and upholstery cleaning; mold and bio-hazard remediation; and auto carpet cleaning according to the specifications of the SERVPRO Industries, Inc. franchise. The SERVPRO franchise is a family owned business that was started in 1969 and now has more than 1500 franchises nationwide.

The SBA 504 program provided a 20 year fixed rate second mortgage with M & T Bank providing financing in a first mortgage position. Patrick O'Neil, Vice President, M & T Bank commented, "Servpro has been a loyal client of M & T Bank for several years. When Mr. Halko approached us with the opportunity to expand his business by purchasing the subject property, the SBA 504 program was a natural fit. Peggy Adams and her team at the GSBDC are an excellent resource that made the process easy."

JHI currently has 21 full time employees and are planning to hire 9 to 10 additional staff within the next two years as the new facility provides additional space to expand services such as the cleaning of electronics.

