

FIFTY-FORTY-TEN NEWS

A Newsletter of the Greater Syracuse Business Development Corporation

FINANCING GROWING BUSINESSES SINCE 1964

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FIRST QUARTER 2009

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Farewell to Lance McKee!

Lance McKee, founding partner of Dannible & McKee, Certified Public Accountants, LLP recently retired from his position as Chair of the Greater Syracuse Business Development Corporation (GSBDC) Board of Trustees. Lance has provided support and direction to the GSBDC Board and staff for almost 14 years. Under his guidance, GSBDC has doubled its loan portfolio, added a new loan program titled Connective Corridor Hospitality Enterprise Fund (CCHEF) to help revitalize downtown Syracuse, expanded the already successful Central New York Quasi-Equity Fund (CNY QEF) and helped recapitalize our revolving loan funds to increase GSBDC's capital base by almost 70%.

Executive Director Peggy Adams says, "Lance has been an integral part of GSBDC. His wisdom, creativity and sense of humor have helped us maintain GSBDC's sound financial structure without losing focus of our mission to provide economic development financing to the small business community of Central New York. He will be missed."

Lance has not only volunteered with GSBDC but was also recognized as the "Volunteer of the Year" by the Greater Syracuse Chamber of Commerce at their Annual Meeting in 2007. He served as Treasurer on the Chamber's Board of Directors as well as volunteered for several other Chamber initiatives. Chamber President Darlene Kerr says, "Throughout Lance's years of engagement with the Chamber, he has been a key advisor whose decisions and leadership will yield benefits to the business community for years to come. We are grateful for his dedicated service."

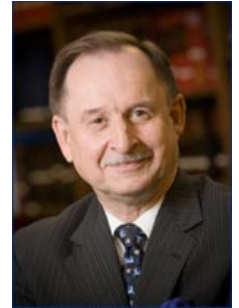
Lance and his wife Susan have recently undertaken a new adventure and together have launched Encore Wine Imports, LLC. Encore is a wine importing business focused on importing mostly French wines to New York State. We wish Lance and his wife Susan much success and happiness as they pursue their dream of owning and operating their own small business!

Kenneth C. Gardiner Elected to GSBDC's Board of Trustees

Kenneth C. Gardiner, CPA and partner at Dannible & McKee, Certified Public Accountants, LLP was recently elected to the board of trustees of the Greater Syracuse Business Development Corporation (GSBDC). The primary mission of GSBDC is to assist businesses seeking non-conventional sources of financing. Offering a variety of funding programs targeted to business start-ups, expanding local businesses, business retention and business attraction projects, GSBDC is the premier economic development financing organization in Central New York.

Ken has been with Dannible & McKee CPAs for almost 30 years and is the Partner-In-Charge of auditing and accounting services. He specializes in the manufacturing and construction industries and employee benefit plans and has direct responsibility for many different consulting services for the firm's clientele including development of financial reporting systems, management information systems and automation projects.

He is a graduate of Le Moyne College and is a Certified Public Accountant in the States of New York and Pennsylvania and is a member of the American Institute of Certified Public Accountants and the New York State Society of Certified Public Accountants. He serves as Treasurer of both the McMahon Ryan Child Advocacy site and the Board of Directors of the Empire State Chapter of the Associated Builders and Constructors (ABC). He helped form the Central New York State Chapter of Construction Financial Management Association (CFMA) and has served as Secretary/Treasurer since its inception.



GSBDC Finances Building Purchase for Omnicor Biomedical Services, Inc.

Established in 1991, Omnicor Biomedical Services, Inc. is the leader in biomedical services, rentals and sales in New York state. Owned by James Bogett, the company has offices in both Syracuse and Buffalo. They provide a variety of services for the biomedical industry including repair, preventative maintenance, field service, equipment rental and sales. Omnicor strives to provide the highest quality of service and solutions to their clients who

consist of private doctor and dental offices along with hospitals and other large medical facilities. They have been named as the top service provider in their field for the last three years by Health Care Provider, a New York state trade magazine distributed to physicians.

Omicor had outgrown their 2,800 sq. ft. leased space in Camillus and felt their efficiency was compromised. Through a contract with the Home Builders Association of Central New York, a 3,600 sq. ft. building was constructed to their specifications. This new construction allowed Bogett to keep his company in Camillus where he also resides. The additional space gives them the ability to do more repair work on location and inventory additional equipment for rent and sale, providing greater value to their clients. The building also includes a three-bay garage to house the repair vehicles. Repair work is performed by highly trained technicians who hold certifications from a variety of manufacturers using state of the art testing equipment.

The purchase of the new building was made possible through the assistance of Solvay Bank and the Greater Syracuse Business Development Corporation (GSBDC). The building will provide sufficient capacity for their current and future needs.

To assist with the building acquisition, GSBDC provided a fixed-rate SBA 504 loan for 40 percent of the total project costs as well as the interim financing. According to Jim Bogett, Omnicor president, "The GSBDC application process was extremely simple and quick. All of the representatives were very courteous and helpful throughout the process. Without GSBDC the acquisition of our new facility probably would not have happened."

Solvay Bank provided financing for 50 percent of the total project costs in a first mortgage position. According to Dennis Coon, vice president, "From my first meeting with Jim Bogett, I had confidence in the expertise in his field and ability to run his business. I was impressed with his organizational skills while working out of such limited space. I felt it was important to involve GSBDC early, while still in the proposal stage. I believe this makes the application process go much smoother. Bogett was cooperative and responsive throughout the loan approval process. Jim has achieved his goal in relocating his company to his new facility, which will allow him to grow his business and add new employees. It was a real pleasure working with Jim and the staff at GSBDC."

Omicor currently employs ten and expects to hire three additional technicians as a result of this expansion.



Interest Rates

Loans funded as of January 14, 2009 would have carried the following rates:

SBA 504
6.67% (20 yrs.)
6.83% (10 yrs.)

For further information, please contact:

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New Energy Efficiency Goals Adopted by U.S. SBA

In support of the efforts of our country to reduce energy consumption, the U.S. Small Business Administration (SBA) implemented public policy goal changes affecting the SBA 504 Loan Program. Projects meeting a public policy goal are relieved from the requirement to create or retain jobs, provided the Greater Syracuse Business Development Corporation (GSBDC) portfolio average meets the required \$50,000 of assistance per job created. GSBDC currently exceeds this requirement.

The three new goals are defined below:

Projects meeting one of the two energy-efficient public policy goals listed below are eligible for 504 loans up to \$4,000,000.

1) Reduction of energy consumption by at least 10%

2) Project generates renewable energy sources

Projects meeting the following goal are eligible for 504 loans up to \$2,000,000.

3) Increased use of sustainable design

If you wish to discuss the impact these goals may have on a new project, please feel free to contact us at (315) 470-1880.