

# FIFTY-FORTY-TEN NEWS

A Newsletter of the Greater Syracuse Business Development Corporation

FINANCING GROWING BUSINESSES SINCE 1964

ISSUE NO. 25

THIRD QUARTER 2009

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## Steven Krause & Edward Slank elected to Board of Trustees

Steven Krause, a partner at Quinlivan Pierik & Krause, Architects/Engineers dba QPK DESIGN and Edward Slank, vice-president and team leader at M & T Bank in Syracuse, New York, were 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.

Steve has been with QPK for over 25 years and is a Partner at the firm. He manages the design team and is responsible for quality control and project execution from start to finish. He has a wide variety of clientele with concentrations in universities and colleges, government agencies and military organizations.

He has a Bachelor of Architecture and Bachelor of Building Science degrees from Rensselaer Polytechnic Institute, is a registered architect and a member of the American Institute of Architects, certified by the National Council of Architectural Registration Boards (NCARB) and is a LEED 2.0 Accredited Professional by the U.S. Green Building Council since 2004. He is currently on the MDA and the Downtown Committee Board of Directors, and a member of the Village of Skaneateles Planning Board. He is also a past member of the Historic Landmarks Preservation Commission and the Town of Skaneateles Planning Board.

Edward Slank, has been a vice president with M & T Bank in Syracuse, New York since 1996 and was promoted to team leader in 2003. As such, he is responsible for meeting production goals for a team of five relationship managers, developing and educating new relationship managers, managing loan risk and implementing the Bank's credit policy guidelines. Prior to joining M & T Bank, he was a vice-president and business development officer at Bank of America for three years and has also worked at J. P. Morgan Chase and HSBC.

He has a Bachelor of Science degree from Syracuse University School of Management with a dual major in Finance and Marketing and an Associate of Science degree from Rochester Institute of Technology in Business Administration. He is a past member of the GSBDC Loan Committee and has taken numerous courses through the American Institute of Banking, Risk Management Associates and the Bank Management Institute.



Steven Krause



Edward Slank

## Business Development Road Show

Do you want to know how to make your business more successful? Would you like to talk one-on-one to professionals about business financing or planning, workforce development, process improvement, energy efficiency, agribusiness, and more?

Then join the Onondaga County Office of Economic Development at the Onondaga County Business Development Road Show

Register now for the location nearest you!

- Western Onondaga County – Tuesday September 22
- Northern Onondaga County – Tuesday October 13
- Southern Onondaga County – Tuesday October 20
- Eastern Onondaga County – Wednesday, October 28

*continued on reverse*



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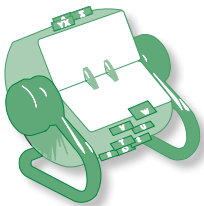
## Interest Rates

Loans funded as of August 12, 2009 would have carried the following rates:

SBA 504  
5.39% (20 yrs.)  
4.37% (10 yrs.)

For further information, please contact:

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## Mailing List

If you would like further information on GSBDC or know of someone who would like to be added to our newsletter mailing list, please call Denise Kochanek at (315) 470-1880 or e-mail to [dko-chanek@gsbdc.com](mailto:dko-chanek@gsbdc.com). This newsletter is published four times per year.



Representatives from the following organizations will be in attendance to answer questions and provide technical assistance.

- OCIDA & County Office of Econ. Development
- CNY Regional Planning & Development Board
- Cornell Cooperative Extension
- Greater Syracuse Business Development Corp
- Metropolitan Development Association of CNY
- NYS Small Business Development Center
- NYS Department of Labor
- NY Agridevelopment Corporation
- CNY Technology Development Office
- City of Syracuse Economic Development
- Empire State Development
- Manufacturers Association of CNY
- National Grid
- CNY WORKS
- WISE Center
- SU South Side Innovation Center

Businesses that would benefit from this event include net wealth generators, high-tech, bio-tech, manufacturers, agribusiness, business start-ups, distributors, back office and professional services

Registration for each session begins at 7:30AM - Free Continental Breakfast will be provided.

For more information including registration, locations and directions go to [www.SyracuseCentral.com/roadshow](http://www.SyracuseCentral.com/roadshow).

## Johnston Paper Business Excellence Award

The U.S. Small Business Administration hosted their Annual Small Business Excellence Awards Luncheon on May 8 during the National Small Business Week celebration. The Greater Syracuse Business Development Corporation (GSBDC) honored its SBA client of more than 19 years, Johnston Paper Company, Inc., with an award at the luncheon.

Founded in 1881 in Auburn, NY, the May family incorporated the former F.S. Johnston in 1976 to the present day Johnston Paper Company, Inc. Upon the passing of David May in 1978, his wife Eileen and sons, Michael and Kris, were determined to continue business operations. Under the direction of Mike and Kris May, with longtime friend and business associate Tom Lewis, the commitment to quality and extraordinary service continues with the legacy of more than 30 years of ownership by the May family.

The most recent expansion, the construction of a 120,000 square foot state-of-the-art distribution facility and training center completed in 2004, has given Johnston Paper the ability to continue quality service while extending their footprint. Their sales territory currently reaches west to Buffalo, east to Connecticut, north to Watertown and south to Northern Pennsylvania. The products distributed include food service and grocery disposables, janitorial maintenance supplies and equipment, and related paper products. The company has 98 employees and is headquartered at 2 Eagle Drive in Auburn.



Pictured from left to right at the 11th Annual Small Business Excellence Awards Luncheon are Bernard J. Paprocki, SBA Syracuse District; honorees Tom Lewis and Mike May of Johnston Paper Company, Inc.; Peggy Adams, GSBDC; and Andrew Linehan, NY Business Development Corporation.