

BUILDING *the* Southern Tier

Official Publication of the Builders Exchange of the Southern Tier

2024



Reviving the Heart of Fredonia



Jamestown Schools, BXST work to developing a strong workforce

Modernizing Concrete: The success story of KLAW Industries

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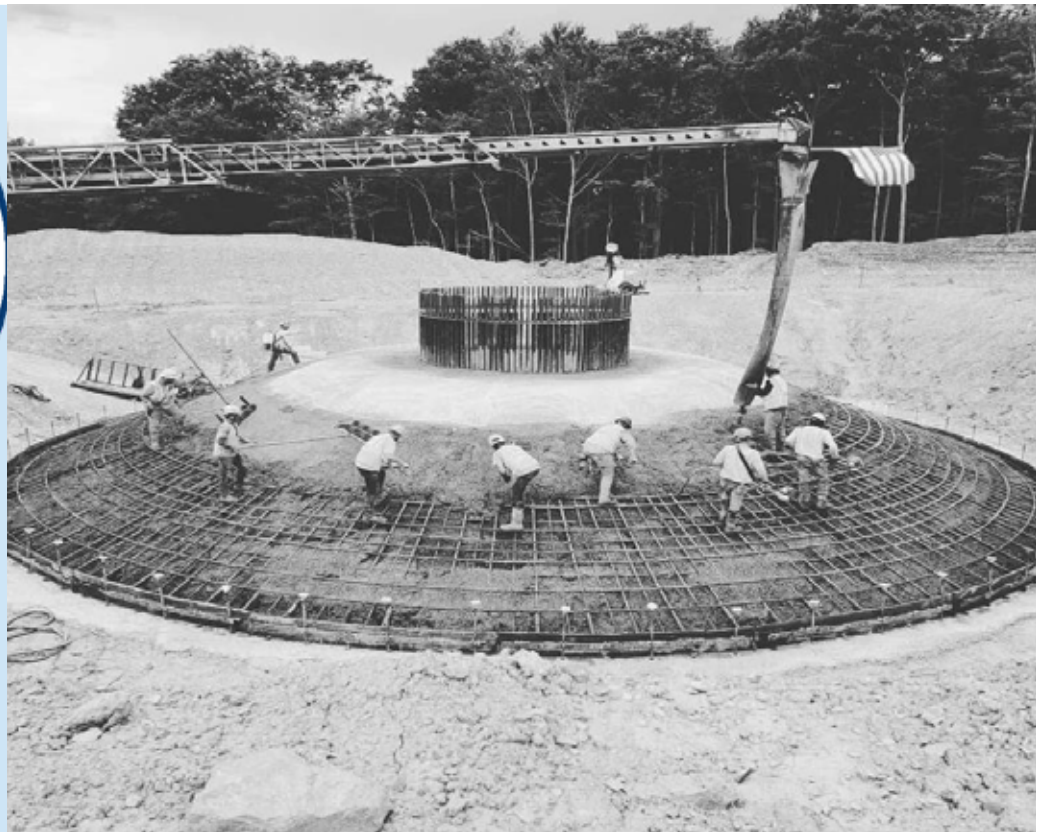
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A Message from the BEST Executive Director **BRAD WALTERS**

This year's construction season looks to be another good one. Most people I have spoken to have their years booked and are only "cherry picking" additional work for the year. That's the good news. There still seems to be a lot of consternation concerning manpower. The industry is aging quickly, and for the third year in a row, we're hearing it's getting harder and harder to hire. Good help seems to be in short supply. The belief is it will only get worse before getting better. The Bills' stadium currently under construction and the planned start of the Micron chip plant in Clay, NY will only exacerbate the problem. The first of four Micron fabrication plants is expected to start next year, and that job is estimated to need 5,000 construction workers. If that isn't scary enough, the duration of the project is 20 years. Construction on the fourth and final fabrication plant is not scheduled to be complete until 2043.

Because of the manpower situation, the association has delved into the workforce development business. We were awarded a half a million-dollar grant from the City of Jamestown to try to close the gap of getting youth interested in the construction industry as a career. The program kicked off in January in conjunction with Jamestown city schools and currently has 10 students enrolled; we hope to double that number next year. To learn more about the program read the article titled "Concrete Skills" written by Cameron Hurst, Public Relations Manager for Jamestown Public schools in this edition of our magazine. We want to thank Dr. Whitaker, Daryl Damcott, and Paul Andalora for their help in putting the program together, as well as City of Jamestown for making it possible.

The association itself is healthier than it has ever been. We are approaching 400 members. Our finances are in good shape, and we should be able to better serve the industry for many years to come.

For that we thank all our members. If you think there is something more we should or could be doing, please let us know. Your comments and suggestions are welcome.

This year will be my last year as Executive Director. I plan on retiring at the end of the year. My intent is to take a part-time position moving forward. I plan on working 20 or so hours a week for another 12 to 18 months helping the new Director, John Healy, if and when needed. I have been blessed with this job for the past 30 years. I'm sure you have heard the line, "if you like what you do, you'll never work a day in your life". Well, I have not worked for almost 30 years. It's been a great job, I've loved doing it, and I am sure to miss it. Thank you all for what you have given me – it's been a great ride!

That said, you are being left in good hands. My successor, John Healy, has been working with us for almost three years, and he is ready to take the driver's seat. John has over 18 years of experience in the construction industry, including architecture/engineering, construction administration, estimating, and project management of educational, health care, commercial, utility and infrastructure projects. Mr. Healy's educational background includes an MBA from the Franciscan University of Steubenville and a BA from the University of Mount Union. While playing football at Mount Union, John helped the Raiders to a 55-1 record and three NCAA Division III national championships. He is a certified Project Management Professional, Past-President of Jamestown Noon Rotary, and Executive Secretary of Jamestown YMCA Board of Directors. John and his wife Betsy (Myott) live in Bemus Point, NY with their four sons Will, Luke, Sam, and Charlie.

Once again, thank you for the opportunity you have given me.

Brad Walters



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The Builders Exchange of the Southern Tier (BEST) has over 125 years of experience as a not-for-profit commercial construction trade organization serving the construction industry with offices in Falconer, NY and Binghamton NY.

BEST was formed in 2018 by a merger of two existing associations. The Associated Building Contractors of the Triple Cities which was established in 1942 and located in Binghamton, NY and the Southern Tier Builders Association founded in 1956 and located in Falconer, NY.



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My name is Sierra Bell, and I am the recipient of the Builders Exchange of the Southern Tier, Inc. Scholarship.

Thank you for the donation for the scholarship! This will assist me in my journey of becoming a civil engineer and help me continue my passion for designing and creating. I love exploring various trades and hobbies, from crochet to carpentry to gardening or interior design. I also love animals and doing things to protect or improve the environment. Your donation could mean that one day I could create something that could make a difference in many people's lives.

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My name is Kareen Omar, and I am the recipient of the Builders Exchange of the Southern Tier, Inc. Scholarship.

Thank you so much for selecting me for this award. I am a Civil Engineer major, graduating in May. I am a mother to a beautiful boy named Noah, he is 21 months old. I speak three languages – Kurdish native, Arabic, and English. I like drawing, recently I found out that I like cooking.

I am a very patient person, always trying my best in anything I do in life. I do not like to give up easily.

This award is important to me because I am planning to use it to pay a portion of my loan. My goal is to start working after I graduate for a couple of years, and I would like to come back to school for my four-year degree. I would like to thank you again for this opportunity – this means a lot to me.

Sincerely,
Kareen



My name is Antonio Cipolla, and I am the recipient of the Builders Exchange of the Southern Tier, Inc. Scholarship.

Thank you so much for this award! This is such an honor. I've always prided myself on hard work. My family has always been in the construction field, and I grew up highly interested in all aspects of this field. I worked last summer with NYS DOT, which solidified my career aspirations. I plan on working with NYS DOT again this summer to increase my knowledge in the construction field. Thank you again for this generous award that will significantly help my education.

Sincerely,
Antonio



Alfred State College Builders Exchange Scholarship Spring 2023/Fall 2023.

My name is Abbigail Briggs and I am a recipient of The Southern Tier Builders Association Annual Scholarship. I am a 2020 graduate of Dansville High School. I began working for LMC Industrial Contractors as a part-time position while I was still in high school, and quickly developed a love for this type of work. I chose Alfred State college to further my knowledge in this type of work. I have continued to work at LMC Industrial Contractors while attending school these last four years. In May 2024, I will be graduating from Alfred State college with a Bachelor's in Construction Management and an Associate in Construction Engineering Technology. I will continue working in different capacities at LMC after graduation.

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Kamryn French – Unadilla, NY: Commuter student: Currently works for Winn Construction, Waterford

NY (Heavy Civil Construction Projects). "Thank you for the scholarship! I plan to complete my internship through Winn Construction and employment after graduation. Growing up with a family in excavation, I've always been interested in Heavy Civil Projects and Winn Construction opened my eyes to bridge construction which I am very passionate about and plan on pursuing!"

Elijah Brandas – Oneonta, NY: Commuter student: "Thank you for the scholarship! Over the summers

I have worked for a local contractor in Oneonta named Unique Builders. I plan on continuing to work for them during my time at SUNY Delhi. For my internship, I also plan to work for a residential or heavy civil contractor. My plans after Delhi are to continue to work in the residential industry of construction as I love to do residential work and it has always been my favorite side of the construction industry."

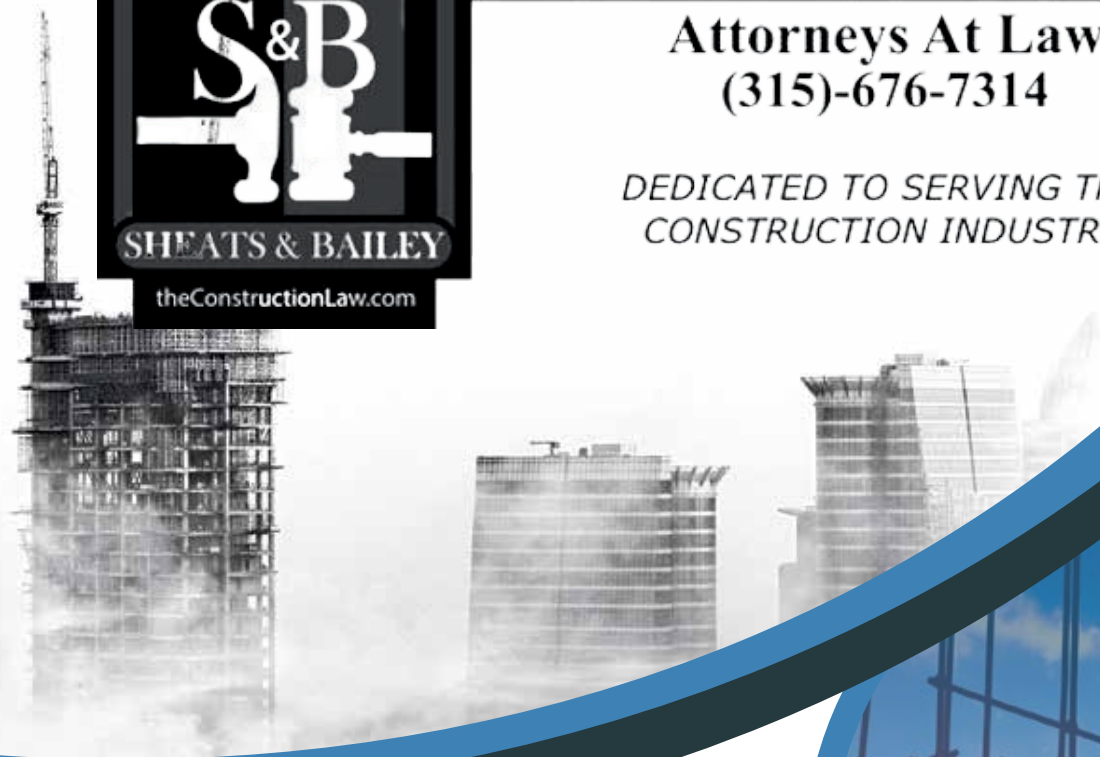


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2024 CONSTRUCTION INDUSTRY TRENDS: **Insights from New York State's Contractors**



By Joseph Peresan

Since 2003, our Construction & Real Estate team has conducted an annual survey of the New York State construction industry. The information contained in this year's report, New York Contractors 2024 State of the Industry Study, is designed to help construction industry executives in assessing their standing on various issues, including financial management techniques and economic outlook. Its aim is to provide an assessment of whether their organization is competitive among other local construction companies.

This study is made up of insights from over 100 respondents at construction companies and contractors representing four size categories: under \$10 million in revenue, \$10 million to \$24.9 million, \$25 million to 49.9 million, and greater than \$50 million in revenue. However, most of the survey respondents fell under the \$50 million threshold.

The respondents were evenly mixed throughout the main geographic areas across New York, including many "regional" businesses with multiple locations within New York and surrounding states.

Check out the below for a look into some of the key findings.

CONTRACTS

Taking a dive into the construction industry requires an understanding of the contracts.

The overall breakdown between public and private sector work across all survey respondents revealed a decrease in the number of respondents performing primarily public work performed (48 percent) vs. those primarily performing private work (52 percent), compared to these amounts in the previous State of the Industry Survey. As can be seen from the past surveys, the amount of work from each source varies but consistently reverts to a 50/50 split. Whether that trend continues remains to be seen, but being flexible, such as working in both the public and private sectors, is important to sustain success.

Backlog is a sign of the economy and is an important statistic for construction companies to monitor. The data shows the construction industry continues to be a beneficiary of a strong economy in recent years, with most contractors (73 percent) responding that their backlog has either increased or remained the same compared to the previous year, an increase from the previous survey.

PROFITABILITY

Overall, companies were more profitable in 2023 compared to 2022 based on survey responses, likely due to the relatively stable construction demand over the past several years. However, management should not be focused only on being profitable, but continuing to improve the company's profitability.

Improving profitability should be one of the highest priorities on any contractor's radar screen. With a strong majority of the respondents being more profitable in 2023 (approximately 95 percent), it comes as no surprise that also a strong majority of respondents (88 percent) indicated that field productivity increased or remained the same from the previous year. For those respondents whose productivity declined, most indicated that it was a function of the lack of availability of skilled labor.

CRITICAL ISSUES

The construction industry faces many challenges today. However, one critical issue continues to remain at the forefront: the scarcity of skilled labor. It remains a struggle to attract an adequate amount of skilled labor to meet current con-

struction demands, with an aging workforce further compounding the problem. The majority of respondents experienced significant project delays due to this shortage or were unable to bid on multiple projects altogether. The workforce is aging at a rapid pace, so workforce development of younger workers holds greater importance for the industry than ever before. More construction companies are emphasizing the need to prioritize investment in training programs to replenish experienced talent. The survey shows that over 60 percent of companies have an internal training program in place and approximately 80 percent of companies believe that it's important or extremely important to have one.

Other critical issues that most respondents deemed to be important to the industry include the availability of financing, elevated material costs, supply shortages, governmental regulations, and the overall state of the economy within the industry.

OUTLOOK FOR THE FUTURE

The economy is a main driver of the construction industry. Typically, the construction industry is on a one- to two-year lag compared to other industries. This is attributed to the nature of when contracts are funded and awarded, as the construction industry relies on growth from both public and private sector investment. One sector alone is not enough to prop up the industry, and with a lack of investment in

one of the two sectors, contractors can feel the work dry up. Top priorities of construction companies for the future include finding and developing skilled labor, strategic/organizational planning, and succession planning. Overall, the industry remains strong despite the current

challenges companies face with the lack of skilled labor and high interest rates.

To download the full study, check out The Bonadio Group Accounting for Construction page at bonadio.com/industries-served/construction-real-estate/construction. ♦



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Beneficial Ownership Interest Reporting Required by the Corporate Transparency Act



By Diane Straka, CPA, Partner, Tronconi Segarra & Associates LLP

Effective January 1, 2024, the Corporate Transparency Act (CTA) will require many businesses to report certain information about their beneficial owners to the government. Beneficial owners are those individuals that ultimately own or control the company. The CTA was enacted in 2021 to help U.S. law enforcement combat illicit activity, including money laundering, the financing of terrorism, tax fraud and other illicit activity. The CTA is administered by the Financial Crimes Enforcement Network (FinCEN), a bureau of the U.S. Department of the Treasury. Filing entities must report their beneficial ownership information (BOI) electronically through FinCEN's website at www.fincen.gov/boi.

ENTITIES REQUIRED TO REPORT BENEFICIAL OWNERSHIP INFORMATION

Entities required to report include (1) a corporation, limited liability company (LLC), or other entity created in the U.S. by filing a formation or registration document with the state or Indian tribe; or (2) a foreign company registered to do business in any U.S. state or Indian tribe.

There are several exempted entities, many of which are already highly regulated by the government. Exempted entities include banks, credit unions, public accounting firms, publicly traded companies, securities brokers and dealers and tax-exempt entities. Also exempt are large operating entities that employ more than 20 people in the U.S., have reported

gross revenue of over \$5 million on last year's tax return, and are physically present in the U.S. There are 23 exemptions in all, and the complete list of exempted entities can be found on FinCEN's website at www.fincen.gov/boi.

INFORMATION REPORTED

Reporting entities must report information on its beneficial owners. A beneficial owner is an individual who either directly or indirectly (1) exercises substantial control over the reporting entity, or (2) owns or controls at least 25 percent of the reporting entity's ownership interests. As per item (1) above, a beneficial owner may be a non-owner, such as senior management officials or officers responsible for making significant business deci-



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sions for the entity. Information to be reported about beneficial owners include name, date of birth, residential address and an identifying number from an identification document such as a U.S. state driver's license, passport or other acceptable forms of identification.

FILING DUE DATES

Reporting entities created prior to January 1, 2024 must file by January 1, 2025; entities created in 2024 must file within 90 calendar days after creation, and entities created on or after January 1, 2025 must file within 30 calendar days after creation. Updates to beneficial ownership information previously reported must be submitted within 30 days of the change.

PENALTIES

Any person who is found to willfully violate the filing requirements may face civil penalties up to \$500 per day (increasing after January 1, 2024 for inflation) in which the person is in violation. Such individuals may also be subject to criminal penalties of up to two years imprisonment and a fine of up to \$10,000. Significant penalties are also imposed for unauthorized disclosure or use of reported beneficial ownership information.

CONCLUSION

The beneficial ownership interest reporting requirement under the CTA affects millions of businesses, and efforts should be made to ensure accurate and timely reports are filed. Business owners should review the reporting requirements

applicable to their business, and discuss with company officers, senior management and the company's professionals as appropriate. More complete information and guidance can be found on FinCEN's website at www.fincen.gov/boi.

Diane Straka, CPA

Partner

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Concrete Skills

Jamestown Schools, BXST Collaborate on Developing a Strong Workforce

By Cameron Hurst



Jamestown High School technology instructor Daryl Damcott goes over measuring the area of a concrete slab during his carpentry course. The course, which aligns with the Builders Exchange of the Southern Tier's NCCER Accredited Trades Program, is taking place this year at the district's Innovation Center at R.R. Rogers School in Jamestown.

It's 1 p.m. on a Friday at the Innovation Center at Rogers School in Jamestown, New York. While the day is nearing its end for most across the Jamestown Public Schools, the work is just beginning for students in Daryl Damcott's Jamestown High School carpentry class.

Ten students exit a bus from the high school, arriving at what Damcott, a JHS technology teacher, and Paul Andalora, a Builders Exchange of the Southern Tier-sponsored instructor, hope will be the first of

many "work sites" to come in their young careers.

"The goal is to get kids involved with real-life projects," says Damcott, who has also spent 25 years working in construction. "As much as we can, we're trying to make things – even when we're talking in theory – as hands-on as possible. It's all about taking the theory and putting it into practical application as quickly as we can to make that information and knowledge more concrete."

The Builders Exchange of the

Southern Tier partnered with JPS to enhance the class, which Damcott has taught for the last 13 years, after receiving workforce development funding from the City of Jamestown. Damcott and JPS Superintendent Dr. Kevin Whitaker welcomed the opportunity to bring this partnership with the exchange's NCCER Accredited Trades Program to the Innovation Center.

"This program, which is grounded in a partnership between JPS and a well-respected construction industry advocacy group in the Builders Exchange, is among the first few programs taking place at the new Innovation Center," Whitaker says. "Like other programming there, we are eager to support experiences and explorations in career development for students and are delighted to see how well this partnership is flourishing. Providing support to our local and regional workforce is one of the major tenets of this program. Our partners at the Builders Exchange have been extremely supportive of our kids, and Daryl's expertise and experience has made this one of our most popular programs."

Builders Exchange Executive Director Brad Walters believes the program can help solve one of the industry's largest issues.

"For the past four years, the single biggest problem our members



Cole Bloomquist, Aiden Senear, and Reed Slade take measurements on a job site outside the Innovation Center at R.R. Rogers School in Jamestown.

have been facing is their inability to attract and retain youth into the construction industry,” Walters says. “We were thrilled when the City of Jamestown asked us to put a program together and administer the grant. Dr. Whitaker and Mr. Damcott have embraced the idea,

and we currently have 10 students in the program’s first year. Our goal is to keep the program moving forward even when the grant money dries up.”

“The Builders Exchange is thrilled to partner with the City of Jamestown and Jamestown Public

Schools as we work together to introduce students to construction and at the same time address the critical need of bringing young people into the industry,” adds John Healy, Builders Exchange assistant director. “The program gives students the opportunity to explore

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Jayden Denfrund and Tyler Zwald work with a laser level.



Builders Exchange of the Southern Tier instructor Paul Andalora works with Tylar Zwald on measurements.

the potential of a career in construction and prepares young people for their first jobs in the industry. It will allow students to enter directly into the construction workforce, join a union-affiliated apprentice program, or pursue a construction-

related degree in college."

The course aims to streamline the apprenticeship process. Andalora provides instruction on Occupational Health and Safety Administration (OSHA) guidelines. Thanks to the Builders Exchange's support,

students will complete the class having knocked off their OSHA 10-hour course.

"At minimum, a kid leaving here will have their OSHA-10 if they want to go out and work in the industry," Damcott says. "An employer wouldn't have to go out and send them to a two-day training course. They've already completed that with us."

"Any young adult, male or female, could benefit from training like this," Andalora says. "Over the next two years, we're going to expose them to a lot. Any young adult coming out and thinking about apprenticeship and trade areas, anything in the construction areas to me is just wide open. Anything from project management to cost estimating to inspection work or just even the trades – there are a lot of opportunities available."

The course takes place on the second floor of the Innovation Center, the former Rogers Elementary School, which reopened at the beginning of the 2023-24 school year. The Innovation Center also houses the district's aviation program and is the future home of an eSports program. Through this course, students have even had a chance to do minor renovations and improvements to their classroom space itself.

"The biggest thing with coming up here has been, in the construction industry, you work at whatever space you're at," Damcott says. "You don't have a set up, designated shop that you're working from. You're working in the space where the work is being done, so coming here exposes kids to what a real

environment is like. Your tools are portable, your materials are portable – you need to be able to adjust to whatever environment you work in.”

They also have been able to use the school’s ample greenspace to experiment with constructing a concrete pad. Later in the semester, they’ll also work to demolish and reconstruct a shed up at the district’s athletic complex. They’re also hopeful for continued collaboration with the city.

Jamestown Mayor Kimberly Ecklund calls the program “a beacon of excellence.”

“By nurturing the talents of our youth, it not only invests in their future but also integrates them into the dynamic world of trades,” she says. “Through discussion with our local manufacturers, it’s evident that the scarcity of skilled labor is a pressing concern. This program addresses this issue head-on by equipping our youth with vital trade skills, thus paving the way for meaningful employment opportunities within our community. It is a mutually beneficial initiative, enriching both the lives of our youth and the fabric of our community.”

Among the 10 students enrolled in the program currently, several have plans to pursue apprenticeships next year. The balance has been a captive audience that has signified interest in pursuing a construction career as well.

“I’ve enjoyed the banter, the questions,” Andalora says. “They’ll ask what they can expect on a job site or what they will make in an hour. They’re valid questions. They should be asking those questions.

When you’re in 11th or 12th grade, it’s hard to know what skills you’ll need. But through trial-and-error, we’ll be able to provide these students through this program, it’ll help lead them to great things.”

“To this day, I’m still finding out the new jobs and niche positions that exist in the construction industry and I’ve been working in it for nearly 25 years,” Damcott adds. “And I’m still finding opportunities out there that I really didn’t know existed.”

The whole intent is to continue

to give back to the community through the workforce, Damcott concludes.

“We’re looking to help to fill the shortages in the construction field and make sure that the community is getting interested and educated students who are able to safely and efficiently do their job as quickly as possible,” he says. “If we can help expedite the apprenticeship process, it will allow these students to fill the necessary trade positions that are struggling in this area.” ♦

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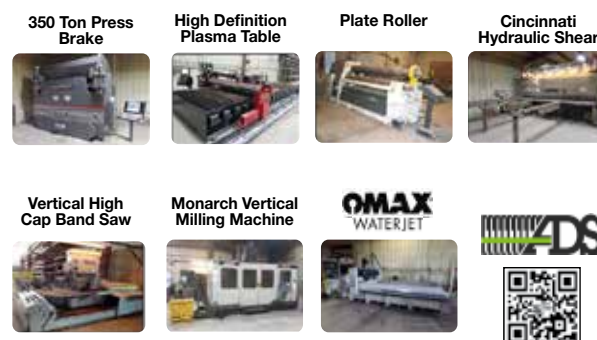


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The City of Jamestown, Builders Exchange of the Southern Tier, and Jamestown Public Schools are partnering to provide a pre-apprentice workforce development program utilizing the National Center for Construction Education and Research curriculum.



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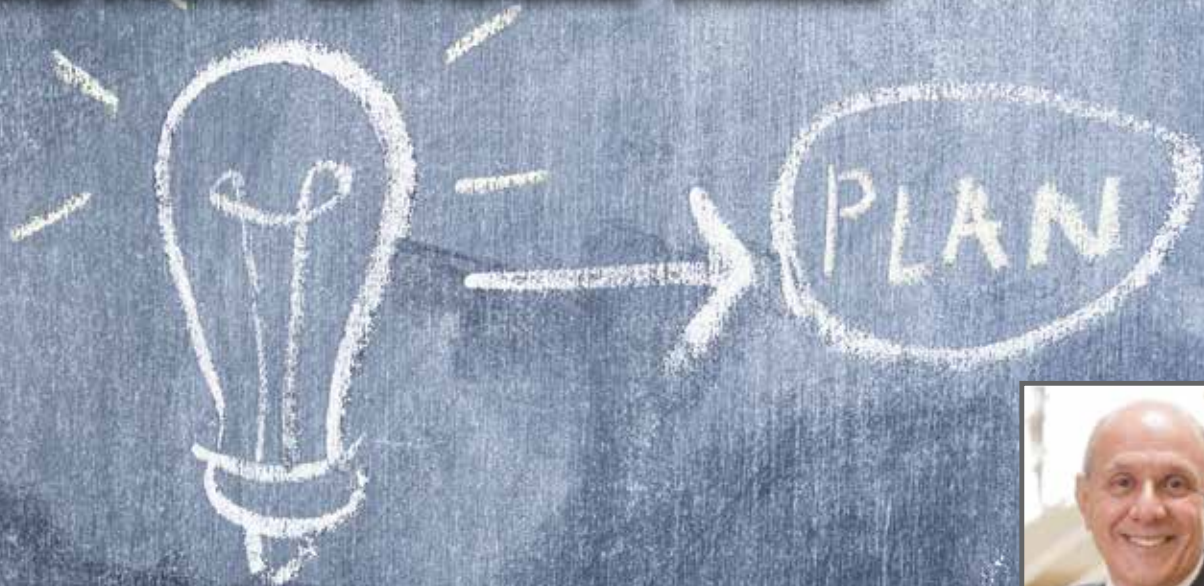
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In addition to this partnership, the Builders Exchange of the Southern Tier is working on several other workforce development initiatives and partnerships, which they hope to introduce in the next year. Contact us to learn more or to support the programs.

Three Common Reasons Succession Plans Fail – and How to Avoid Them



By Anthony J. Ogorek, Ed.D., CFP



For many owners of construction businesses, succession planning can seem like a cruel joke. After years of building their business, finally getting it to cruising speed, and beginning to reap the rewards of decades of sacrifice, an advisor comes along and tells them that it's time to think of "getting your affairs in order" in anticipation of selling your business. Buzz kill!

There are many responses we get to raising the topic of succession planning with business owners, including:

- I'm too busy to think about that now.
- I've still got time to plan for that.
- I haven't identified candidates for internal succession.

- No one is willing to pay me what I believe my business is worth.

These are the most popular impediments to implementing a successful succession plan, but they are by no means the only excuses for failing to move forward. Based on our firm's experience, I'd like to share with you what we have found to be issues that can torpedo a succession plan, and what you can do to address them.

UNREALISTIC EXPECTATIONS

There is a term in behavioral finance called the "Endowment Effect". Simply stated, the Endowment Effect describes how people value things more highly because they own them. As an example, when we meet with clients who are selling their home, we ask what

they think it is worth. Invariably they tell us that although the house next door sold for X, their home is really better, and should sell for X+\$. The Endowment Effect is so powerful that, in my decades of advising clients, I cannot cite one example where clients were not able to concoct a rationale for why their home was more valuable than comparable sales!

The Endowment Effect can be on steroids when it comes to valuing a closely held business that its owner has devoted decades of his or her life to building. Another point of contention is when a business owner feels that they need to get a certain sale price in order to maintain their lifestyle, regardless of what the value of the company may be in the open market. The

first step to solving this dilemma may be for you to have a top-down analysis performed on the company's operations and accounting. This will hopefully identify areas which can be improved, thereby enhancing the value of the business to the future owner. Needless to say, this exercise should be initiated years prior to putting the business on the market.

Once the business has been prepared for sale, hiring a qualified firm to perform a valuation study is in order. The expert you hire will advise whether the most appropriate evaluation measure is liquidation value, relative valuation, book value, or discounted cash flow. They may also suggest asset-based sales or earnings multiples based on your specific market. The bottom line here is that to place yourself in the strongest negotiating position possible, you have to be willing to make changes that will position your business most favorably, in order to achieve a satisfactory valuation.

POOR COMMUNICATION

Succession planning is often viewed by employees, vendors, and customers as the white elephant in the room that nobody wants to talk about. It's a fact of life that as we continue to age, questions of succession will normally come to the fore. Reluctance to acknowledge this fact creates undue stress, suspicion, and rumors. A reluctance to delegate responsibilities, concentrating them exclusively with the business owner, can only exacerbate the situation.

We advise our clients to establish career paths for each employee, where they understand what their current responsibilities are, and what they need to achieve to assume more responsibility, and greater compensation. Career paths subliminally communicate to employees that there is a plan

for the continuation of the business and identifies what their specific role will be should they hit certain benchmarks. Career paths can also be highly motivational and drive profits today, as well as into the future. Career paths can be useful in identifying candidates for internal succession. You may very



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well have good internal succession candidates in your firm; however, no one has ever articulated a path which could lead to partnership.

EXTERNAL ADVISORS NOT FUNCTIONING AS A TEAM

Just because you have retained accountants, attorneys, valuation experts, and financial advisors doesn't mean that they are functioning effectively as a team. There can be a reluctance among business owners to pay fees for having all these people in the room (or Zoom) at the same time, helping to ensure that they're all on the same page. Sometimes a professional may be looking to achieve the maximum tax advantage, while another is looking for maximum sale price, while another is insisting that the business owner net out a certain dollar amount to maintain their lifestyle.

In order to inject a bit of realism into the stew, we recommend that business owners have a comprehensive financial plan drafted that



articulates their goals during retirement, as well as the structure of a deal, or outright funds required to fund those goals. This may also blunt the Endowment Effect that all of us are subject to. It's important to recognize that the team you have assembled is there to memorialize your specific wishes. Until you have a very clear picture of what you hope the outcome to be, you may be wasting fees having people draft projections and legal documents which may not reflect what you're looking to accomplish. For this reason, it makes sense for you to work with your advisor to flesh out whether you can walk away from your business without losing your identity, as well as your purpose in life.

It may be hard to believe that someone who works with clients' money all day will tell you that money isn't everything, but it really isn't. You need enough money to be able to sleep at night, and enough purpose to wake up in the morning. For most business own-

ers, their business has fulfilled both goals. A common misconception among business owners is that the decision to retire is exclusively contingent on money. What I can tell you is that while money is important, having purpose in your life (golf or travel is not a purpose) is at least as important as money.

Succession planning is a necessary evil that business owners must confront at some point in their lives. It doesn't have to be the last chapter in your life's book. It can be the beginning of a world of opportunity, new purpose and freedom from day-to-day responsibility and financial worries. To the extent you proactively plan for your succession, the likelihood of having a successful financial plan, and a purposeful life is greatly enhanced. ♦

Anthony J Ogorek is the founder of Ogorek Wealth Management LLC, which provides comprehensive financial planning and customized portfolio management for business owners.



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KLAW Industries: The Story of Two Binghamton Locals Using Post-Consumer Glass to Modernize Concrete



The Klaw Industries team. (L to R) Jacob Kumpon, Tom Burns, Grant Grabowski, Ben Parish, and Jack Lamuraglia.

Mary Murphy Harrison remembers the first time she met Jacob Kumpon and Jack Lamuraglia, two cousins from Binghamton who thought the glass we recycle every day could change the concrete industry. The pair wanted to fundamentally alter the industry by creating a cement replacement from the 7.5 million tons of glass sent to landfills every year.

There was one hitch: they needed Murphy Harrison to make it happen. So they did what any 19-year-

old would do: waited for a rainy day and made their way to Vestal.

"They just walked in here, cold call," recalls Murphy Harrison, president of Barney & Dickenson. "We started talking to them and were impressed with the research they had done and their presentation. They were young but seemed to have their act together."

Since walking into Barney & Dickenson in 2019, the pair has raised over \$1.6M to turn their vision into one of the fastest-growing companies in the sector, Klaw Industries.

tries. Projects with the City of Binghamton, Broome County, and numerous local contractors have allowed the Klaw team to turn one of our most significant waste streams into the leading material for the next generation of concrete.

WHAT IS PANTHEON™?

Klaw Industries uses a patented process to turn "waste glass" that can't be recycled into a cement replacement, like fly ash from coal power plants or slag from steel foundries. Their final product, Pantheon™, typically replaces 20 percent of cement in a concrete mix and increases the compressive strength by 11 percent without raising the cost. Pantheon™ is on the NYSDOT-approved list under 711-15 and meets the new ASTM C1866 standard for glass cement replacements.

Klaw is located at 75 Griswold Street in Binghamton, has five employees, and has bootstrapped its logistics capabilities to bring Pantheon™ across New York. This year is shaping up to be their biggest yet, with multiple high-profile projects throughout the Southern Tier.



Pantheon™ is derived from “waste glass” and replaces 20 percent in a typical mix. The City of Binghamton has been using Pantheon™ in all curb and sidewalk upgrades since 2022.

RECYCLING, A BROKEN INDUSTRY

In 2019, Jacob and Jack started obsessively reading about the recycling industry and the myriad of problems it has faced over the last decade. “It became an obsession,” says Jacob Kumpon, co-founder and COO of KLAW Industries. “We spent that summer trying to figure out why the system is so broken.”

On a tour of Taylor’s (now Cassella’s) recycling facility, the pair learned about a surprising problem: glass. Glass that goes into a recycling bin is almost always landfilled. The glass, subsequently, is broken and mixed with paper, plastic, and metal, making it unusable for new bottles or anything else. It’s a massive problem for recyclers since glass is a dense material, making it incredibly expensive to deal with.

“Every recycler we talked to had the same problem with glass: there are thousands of tons and nothing to do with it,” says Kumpon. “We knew this was the problem that needed to be solved.”

A GARAGE STARTUP

After taking five-gallon buckets of waste glass from Taylor’s recycling facility, Jacob and Jack began developing a process to remove the contamination and turn it into something useful in a garage in the First Ward of Binghamton. These experiments were the foundation of KLAW’s patented process,

which can turn a once-landfilled material into an NYSDOT-approved product.

“We needed to find an end market big enough to support the glass volumes out there. It also needed to be an industry with demand for new material,” says KLAW Industries CEO Jack Lamuraglia.



KLAW receiving a delivery of waste glass at their facility at 75 Griswold Street on the east side of Binghamton.



The first pour with Pantheon™ on April 27, 2021 at Barney & Cikenson. Tim Tuffo completed the mix design using Pantheon™ as a 20 percent cement replacement.

THE SCIENCE AND ORIGIN OF THE IDEA

At a chemical level, ground glass is similar to legacy cement replacements like fly ash and slag. However, since glass is an engineered material, it has a higher concentration of reactive products, giving KLAW's material an 11 percent strength gain over slag at 28 days. As New York moves away from coal power and the US shuts open-hearth steel furnaces, the prices of these materials have skyrocketed, with availability and quality issues becoming the norm.

"That's how we connected the dots, and we knew there was one company in town to talk to about this," says Kumpon. "We cleaned the glass, hand pulverized a sandwich bag worth, and headed to Barney & Dickenson." After landing

a meeting, Jacob and Jack were surprised to learn that Tim Ruffo and Mary Murphy Harrison liked the idea and would be interested in testing the prototype material, assuming they could get more than a handful.

The first concrete pour with Pantheon™ occurred at Barney & Dickenson on April 27th, 2021. Ruffo completed the mix design, a 4000 interior at a 20 percent replacement. At the same time, a truck with slag was batched so the two materials could be compared side-by-side, and Al Diluzio from Rock Bolder Inc. finished both pads. This was the first validation that Pantheon™ could be used in the field in regular operations with no process changes.

"It was a whole process," says Murphy Harrison. "We needed to

know how much we could put in a mix, what the final effect would be on finishing, the strength, and all that. It all worked out well. Once we got to the point where we were confident in the mix design, we had a couple of contractors who wanted to try it. They loved it."

FINDING A FACILITY

After outgrowing the garage, KLAW needed a facility to take Pantheon™ to the next level. The obvious problem was how a couple of broke college students were supposed to buy an industrial property capable of supplying high-volume materials for the concrete industry. Unsurprisingly, a 2003 Jeep and a few thousand in savings did not inspire confidence in bankers.

"The building was a huge problem for us," says Kumpon. "We were in college and processing what we could in that garage between classes and were just out of capacity."

Through the Koffman Incubator,



75 Griswold Street the day it was purchased by KLAW and after renovations. The site is now one of the most advanced concrete materials production and testing facilities in New York.

KLAW gained access to the grant world. They started submitting, devoting a massive effort to fund the company. Adoption by industry veterans made the young team from Binghamton stand out and changed the tides, allowing KLAW to win their first grants.

"We took that money, dug through the tax maps, and bought the biggest run-down building we could afford, 75 Griswold Street, on the East Side of Binghamton. We ran our account to zero after the purchase. We were just hell-bent on getting production up to keep pace with projects," says Lamuraglia.

THE CITY OF BINGHAMTON AND HEADING TO THE BIG LEAGUES

By this point, KLAW had gained some press. They won the Binghamton Business Plan Competition and raised over \$300,000 from grants from the EPA, New York State, and universities to continue developing Pantheon™ and turn 75 Griswold Street into a real factory.

Mayor Jared M. Kraham reached out and wanted to see how Binghamton could benefit from better concrete.

"Since its founding in 2019, KLAW Industries has made waves across the country with its innovative cement replacement product that's stronger and better for the environment," says Mayor Kraham. "By switching to KLAW's product for municipal curb and sidewalk projects, we're reducing the City's carbon footprint and supporting a growing East Side business."

KLAW was launched into the big leagues with daily municipal work as part of the City's \$1.7M infrastructure investment. The con-



Mayor Jared M. Kraham and Jacob Kumpon onsite in downtown Binghamton announcing the City's partnership with KLAW, Barney & Dickensen, and Albert Torto Construction.



Jacob Kumpon with Secretary of Energy Jennifer Granholm in New Orleans after placing 1st at the National Department of Energy EPIC Prize, winning \$100,000, pushing their funding to \$1.6 million.

tracts were the 2022 CHIPS ADA and Routine Curb and Sidewalk Replacement for the City of Binghamton. 2023 and 2024 projects followed based on overwhelming success. The American Concrete Institute took note and awarded the City of Binghamton and Barney & Dickenson an Award of Merit for the projects, highlighting their roles in leading new materials into the market. The plaque is now proudly displayed among many others at Barney & Dickenson.

"Barney & Dickenson and Albert Torto Construction made these

projects possible; this wouldn't have happened without their buy-in and willingness to change an industry. These projects started on June 23rd, 2022. That's the day KLAW Industries went from a startup to a real company," says Kumpon.

SUCCESS CONTINUES AFTER THE CITY OF BINGHAMTON PROJECTS

Since starting the City projects, KLAW has been featured in Forbes, Resource Recycling, and Concrete Products Magazine. Leveraging this momentum, they secured \$500,000



The KLA team of engineers, college dropouts, and CDL Class A drivers. (L to R) Jack Lamuraglia, Tom Burns, Jacob Kumpon, Grant Grabowski, and Ben Parish.

from the EPA to scale Pantheon™, and a combination of various other grants pushed KLA's funding to \$1.6M.

KLA has gone on to win a series of statewide and national competitions with cash prizes, including the MIT Solv[ED], The Heartland Challenge, The Department of Energy EPIC Prize, and the FuzeHub Advanced Materials Innovation Challenge. Building Pantheon™ with concrete producers and contractors from "the bottom up" made KLA stand out against some of the most well-funded, venture capital-backed companies from Silicon Valley, Stanford, and Harvard.

"What impresses me most about the KLA team, is that they are relentless in pursuing opportunities and resilient in facing any challenges thrown their way," says

Michael Jagielski, Director of the Clean Energy Program at the Koffman Incubator. "They just make things happen; never give up, never surrender, constantly improving, and funding sources are starting to take notice. They embrace the concepts of entrepreneurship, and eat, sleep, and breathe, success. They will not be denied!"

KLA INDUSTRIES TODAY

Today the KLA team has grown to five members and is a combination of engineers, college dropouts and CDL Class A drivers.

"Growing the team has been a big step for us," says Lamuraglia, "It's a unique crew that likes trucks, garbage, and concrete a lot better than an office job."

"I walked out of my engineering job at BAE to work at KLA for double the hours and half the pay," says Grant Grabowski, the third hire

at KLA who graduated from Johnson City before attending SUNY Buffalo. "This is a team that actually has a shot of changing two massive industries, and it's something I want to be a part of."

Ben Parish, a friend of Grant's, dropped out of SUNY Buffalo during his senior year and moved to Binghamton to join the company.

"After visiting and working here for a weekend, I saw the vision. I dropped out of Buffalo and moved to Binghamton two days later."

Tom Burns left his driving and dispatch position at Mirabito Energy Products to join KLA on the ground floor.

"You don't hear about opportunities like this around here. The ability to build a logistics division from the ground up and deliver something that's making a difference is pretty amazing."



Barney & Dickenson receiving Pantheon™ for use throughout the Southern Tier and delivering concrete with Pantheon™ to Aldrich Avenue on the south side of Binghamton.

THE FUTURE OF KLAW INDUSTRIES:

The City of Binghamton Curb and Sidewalks, BAGSAI field redevelopment with Broome County, and numerous commercial jobs have inspired a backlog of projects KLAW aims to capitalize on this year.

Projects slated for this year include sidewalks in the City of Syracuse, a section of the bridge re-

placement on Route 11 over the Tioughnioga River with the NYSDOT, and continued sidewalks with the City of Binghamton.

"The vision has remained the same; we're scaling KLAW here in Binghamton to solve two massive problems in the recycling and concrete industry," Kumpon says.

KLAW will continue expanding in Binghamton before branching

out to bring Pantheon™ to cities across New York and the Northeast, including Syracuse, Buffalo, and Rochester.

"I still have the sandwich bag in the KLAW folder from all those years ago," says Murphy Harrison. "It's been a long road, and we believe in what KLAW is building. We're excited for 2024." ❖

Reviving the White Inn, the Heart of Fredonia

THE WHITE INN LOUNGE

"WHITE INN," FREDONIA, N. Y.



Fredonia is a small village located in the Town of Pomfret settled in Chautauqua County, New York.

The Town of Pomfret was officially incorporated in 1808, but the true beginning was with the arrival of Zattu Cushing in 1805. The village of Fredonia was founded in 1829 and is a rural area made up of small business owners, farmers, entrepreneurs, and residents who support and contribute to our local community.



Nestled in our small town is the historic boutique restaurant and hotel known as The White Inn, located at 52 E Main Street on Route 20, one of our town's main highways. Along with the Inn is the famous Fredonia Opera House Performing Arts Center, which was founded in 1891.

The White Inn, originally built by the White family (Devillo White, Dr. Squire White's son, who was our county's first physician) in the early 19th century. The original house was built on the property in 1868 as the White family home. In 1920, the building was expanded, converted, and opened to guests as The White Inn Hotel & Restaurant. In the Fall of 2022, the now 156-year-old structure was purchased by local businessman Steve St. George and restaurateur Devin Jones. "The Heart of Fredonia" is being brought back to life! The new owners intend to keep history alive by combining a Victorian feel with modernized technology.

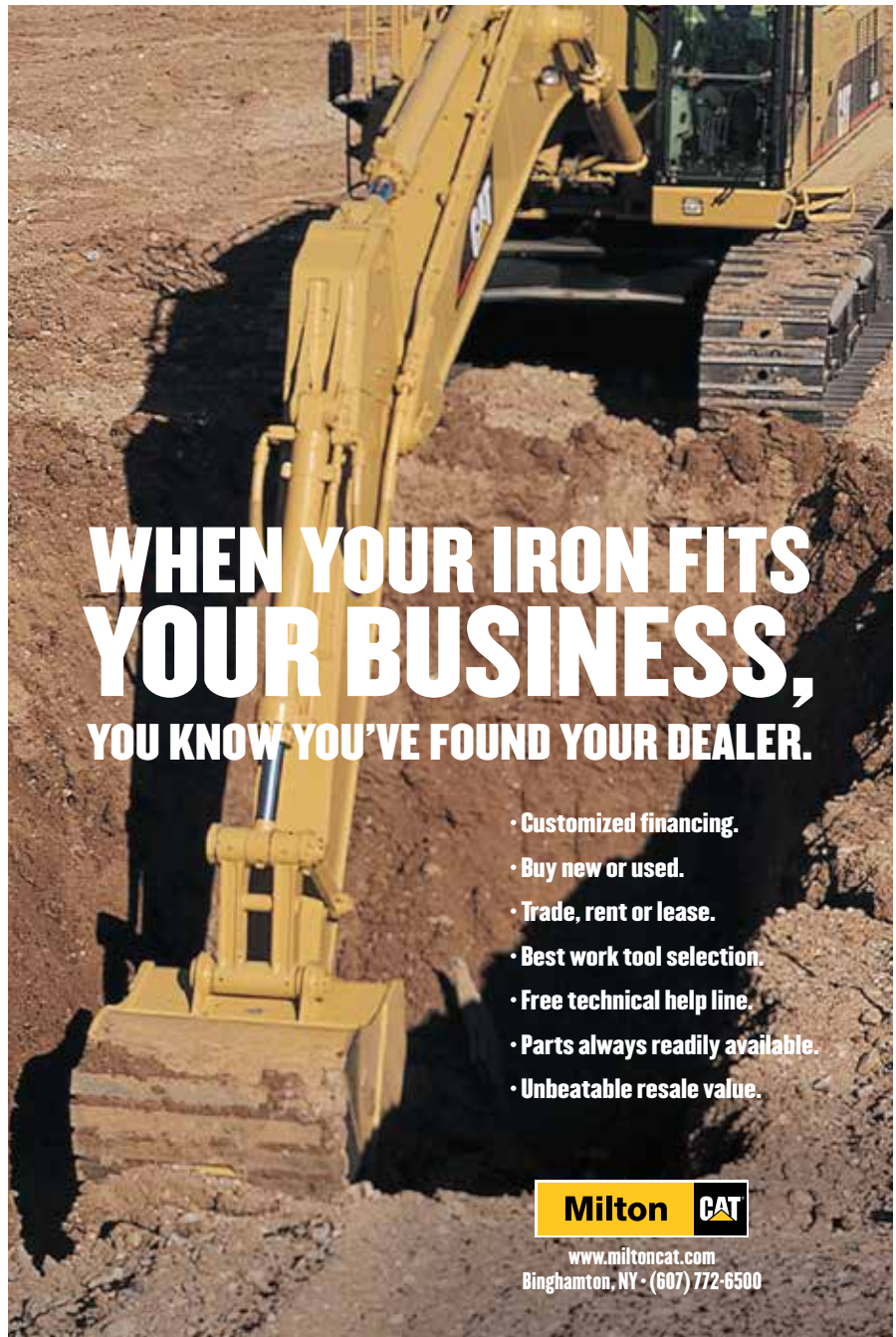
The White Inn will offer three banquet halls, a dining area, a high-class bar and a brand-new kitchen. The renovation process will include adding a covered patio located in the west garden area. This will give guests the option of outdoor seating to enjoy in the summer months. The renovations to the banquet hall include brand new, state-of-the-art visuals, audio service, and projector screens. Our equipment is set up to be compatible with any band, DJ, or presenter for all your event needs. The White Inn banquet halls can be sectioned off into three spacious rooms. This will allow you to rent out the entire

banquet hall as one or host three different events with their own space. Each banquet hall will have its own bartender and bar service separate from the restaurant. This allows the focus to be on you and your event.

With the remodeling of the banquet halls, one of the many historic attributes we are saving is

the iconic metal ceilings. We are also hoping to save the blue velvet walls located in the boardroom on the third floor. Some of you may also recognize the name plates for The White Inn Lounge, which is the restaurant dining area, and the Concord & Garden Rooms, located above the banquet halls.

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ing options, The White Inn offers 25 suites for local and out-of-town guests. We are proud to offer one of our suites as an ADA-compliant room which is handicap accessible. One of the highlights is the Master Suite, which features a living room, bedroom with a fireplace, and two bathrooms. All our guest rooms will have brand new modern technology including Wi-Fi, light fixtures, mirrors, bathroom fixtures and furniture. All will have a fresh coat of paint and new flooring. With the new implementations, we're also saving as many historical fixtures and antiques as possible. They will be placed throughout the building as décor.

During renovations of the building, some reconstruction has included

the rebuilding of walls and several floors. Once completed, the entire building will be getting a facelift. A new roof has been installed, and masonry is being repaired where needed. New windows have been installed throughout the entire building, and all interior plumbing and electrical have been replaced. A new elevator has been installed to meet ADA compliance. This is located in the center of the building as soon as you come through the main entrance, and our ADA room is located right across the hall. The old elevator space has been turned into mechanical rooms. All heating and cooling systems have been replaced with brand new equipment. Each bedroom has its own system with brand new fur-

naces to support the building. Located in the basement there are two brand new hot water tanks. One tank is exclusively to support the kitchen and the other is for the guest rooms. With the continuous water supply to the tanks, there will be no shortage of hot water.

Every day our contractors are making progress, and each day we are getting closer to completion. We want to ensure we are doing right by the town and village to bring back the 1868 historical building known as The White Inn, or better yet "The Heart of Fredonia". The town of Pomfret is full of history, and we are humbled to be a part of it. ♦



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Hit the Ground Running with Alfred State's Building Trades Program

By Jeffrey Stevens



Your next (and best) new hire employee is awaiting your call. Alfred State College continually boasts a 98 percent graduation rate that employers are now taking serious note of. There is a reason that Alfred graduates are in high demand; and the reason is simple, the graduates know how to work! Within each of the 12 trade-based programs taught at the college of technology, the students learn fundamental trade skills and knowledge that meet industry standards. But that's not all: in addition to workforce fundamentals, the students are evaluated, and grade measures are built upon their ability to show up to work on time, how to ask the right questions,

and how they demonstrate the ability to work hard with pride and effort while working as a team – the soft skills desperately needed in today's workforce. Employers have found that the skilled trade education that nearly 1,000 students receive annually at the institution offers them the tools they need to meet the demands of the industry.

The Building Trades Program hosts training expertise within the areas for carpenters, masons, heavy equipment operators and heating ventilation and air conditioning. The unique combination of time on task training with classroom-based theory is especially appealing to the students. To earn the two-year AOS (associate in occupational studies) degree,

enrolled students attend classes Monday through Friday for six hours of focused training each day. This approach offers them a total of 1,800 hours of foundational experience preparing them for the workforce. They are ready to work. Each day includes a theory-based lecture of focused content aligned to specific course learning outcomes. Delivery includes methods that engage each type of learning style and is delivered by subject matter experts with real-world experience. To enhance the learning, the students work live projects on numerous construction sites off campus using their own hand tools. Not only do they have the knowledge to work, but they also have the equipment. Hands-on learning includes community service efforts to help the needs of the community and not-for-profits, both locally and nationally. These projects regularly include building additions, new heating and cooling systems, remodels for church sanctuary and kitchen areas, historic preservation and building renovations, and youth park and ballfield improvements. Most recently, the ability to help the local highway department in a build of the town barn has been an all hands (all trades) on deck project that has kept the students on full-scale learning for the past few semesters. But the experience that





the college is most proud of is the ability to offer students the opportunity to build a full-size residential home, which started decades ago. The current home build is on house number 59.

The typical home construction includes a full-size basement that was laid out and dug by the heavy equipment operations students. Then the masons form the footers and block walls. The use of ICF and insulated block salt and pepper the different modes of learning to expand the lessons.

The Plumbing, Electrical and HVAC programs layout and install the mechanical systems that add to the home builds. The heating system for each of the homes is varied to include in-floor radiant, forced air, baseboard, as well as AC systems (both split and ducted). Then the carpentry students finish framing and interior finishes, including custom build stairways, trim, and cabinet packages. All homes are 100 percent student built. The homes are funded through a cooperative partnership with the Educational Foundation of Alfred. The not-for-profit group supports learning and financial support across all programs at Alfred State. The foundation offers student scholarships and proj-

ect build funding for construction programs as well as the auto programs.

In recent years, the HVAC and Electrical programs have experienced strong demand for enrollment, and the college has met the demand through expansion of enrollment within both of those programs. The four cohorts of HVAC students learn concepts within three newly renovated labs and includes a 2½ story interior build (within the Senior lab) mimics 10 individual and independent eight x 24-foot mechanical rooms for student groups to work in. The real-world lab affords each group the opportunity to layout, install, service, and troubleshoot numerous full-size heating and cooling systems that include forced-air ducted, split heating and air condition-

ing systems, and boiler systems for steam heating and in-floor radiant heat. The eight cohorts of electrical students focus on basic theory and residential systems, as well as commercial and industrial electrical systems, installation and design, and troubleshooting and maintenance.

Within the first year of all programs, code-based lectures expose the students to understand how to speak and interpret the language of the codes within their individualized trade while integrating the specialized math skills required for each trade. Within the Building Trade program, the nuances and regulations of OSHA and Building codes are taught. Students graduate with OSHA 10 training and national and international code knowledge. Within the Electrical Construction and Maintenance Electrician program, the NEC (National Electrical Code) is taught using the NFPA Handbook version so that, in addition to the experiences and explanations of the codes from the faculty, the authors details and illustrations of the handbook reinforce and enhance learning. The Plumbing codes are integral





for the first-year HVAC students to comprehend both residential and commercial layout and design.

The Alfred State College School of Applied Technology campus is located at Wellsville, NY, just 20 minutes from the Alfred Campus. In Wellsville, all 12 of the Applied Technology programs are represented. Additional program training subjects include Welding Technology, CNC Manufacturing and Machining, Culinary Arts and Baking Production, Auto Service and Collision Repair, Heavy Equipment Truck and Diesel Repair and Motorsports Technology. There's also another branch campus location located in Buffalo NY that hosts three of the Wellsville programs that focus specifically on manufacturing; at that location an additional 200 students are trained using the same hands-on learning approach.

This mode of training in higher education works. For over 50 years the skilled trade graduates from Alfred State Colleges applied technology program have fulfilled the demands of industry. The high-level graduates boast real world training and knowledge that helps employers meet their work-

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force needs. All graduates of the two-year SAT programs can also continue their training and education as part of the Construction Supervision and Technology Management four-year BS and BTech degree programs. To supplement their education, this additional education prepares students for the needs of mid-level management

and project supervision. The ability for Alfred graduates to connect to individual trade skillsets in the field while balancing an understanding of site and project management is an incredible asset to employers. Graduates not only have the knowledge but the practical skills to, as the college boasts, truly "Hit the Ground Running." ♦

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Builders Exchange Members Support Rotary Club of Jamestown with Construction of new City Entrance Sign

Members of The Builders Exchange of the Southern Tier supported the Rotary Club of Jamestown to fulfill a longtime goal of constructing a new Welcome Sign to the City of Jamestown. Builders Exchange members who were involved with the project or provided donations included Allied Alarm Services, E.E. Austin & Son, R. Patti Concrete & Excavating, JMI Industrial Welding & Fabricating, Ahlstrom Schaeffer Electric, JMI Concrete, and CPL. The contributing members of the association and Builders Exchange support were critical to the success of the project. Without the support of the members, the project would not have been achievable.

BACKGROUND

While planners and developers had recommended for years that Jamestown should have a sign that greets visitors to the city and identifies the City of Jamestown, the years have passed without one. During that time, Jamestown has become home to nationally renowned cultural institutions and entertainment events. Approximately 25 years ago, initial conversations were held between the City of Jamestown and the Rotary Club of Jamestown about creating such a sign welcoming residents and visitors to the city. In the ensuing years, the Rotary Club of Jamestown began investigating various concepts, locations, or designs. Mike Roberts, Rotarian and owner of Allied Alarm, says, "It takes a community to build a sign – thank

you to everyone who played a role in making this a reality. It's a 25-year dream come true!"

In the Fall of 2021, an easement agreement at the main entrance to the city from Interstate-86 was finalized, with the City Planning Committee and City Council approval following soon after. Former Director of Public Works Jeff Lehman said, "I'm very excited to see this project come to fruition. This has been many years in the making. It was imperative to obtain property on the west side of Main Street. We must thank Gary Lynn, and Lynn Development, for making the property available. I also want to thank the Jamestown Rotary for their patience and funding in making this project possible."

The Rotary Club of Jamestown celebrated their 100th anniversary



in 2019 and had a desire to gift the community an impactful project recognizing the City of Jamestown. Rotary determined this presented a wonderful opportunity for a project to assist with community development and betterment of the city while supporting tourism to the area.

DESIGN

There were several challenges that needed to be solved to achieve a successful project, including fundraising to financially support the project, creating a design and construction documents, then assembling a team to provide the components and build the sign.

A design group was created consisting of Ellen Shadle and Jeff Lehman with the City of Jamestown, Robert Nordin and Brady Morrison with local architect-engineering firm CPL, Chautauqua Sign Company, and several members of Rotary, including Mike Roberts and John Healy. The design group worked together throughout 2020 and 2021 to create a unique and distinctive design attempting to capture the essence of a city rich in

history and building toward the future. The design incorporated both existing local materials as well as fabrication of new components by Ellison Bronze and Industrial Welding & Fabricating. The design goal was to create a one-of-a-kind sign

that would be a memorable entrance to the city.

Two 100-year-old metal trusses from a demolished train bridge that spanned the Chadakoin River were connected at the top of the foundation. The trusses honor

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Jamestown's industrial and manufacturing past, while giving them a new life and purpose. Stone and a stone cap were installed beneath the trusses sloping down from the top foundation corner to evoke the flowing Chadakoin River or rolling hills of the city. A matte black cabinet with bright lettering was selected so Jamestown would be prominent on the sign. Paneling above the cabinet was designed to illustrate the city skyline. Old city street bricks were installed as pavers around the base of the sign.

PROJECT

With the design established, a budget was created to understand the costs required to construct the sign. Fundraising for Rotary's Centennial project initially began in 2019 and continued throughout

2022, totaling \$63,200 for the fabrication, assembly, and construction of the sign. The Rotary Club donated \$25,200 while the Chautauqua Region Community Foundation, Gebbie Foundation, Sheldon Foundation, Sheldon Directors Discretionary Grant Fund Peter B. Sullivan, Jessie Smith Darrah Fund, and Allied Alarm graciously awarded grants and donations totaling \$38,000.

Rotary and The Builders Exchange of the Southern Tier worked with 10 local companies, each fulfilling a critical work function. The local organizations gladly supported the project and either donated their goods and services entirely, worked at cost, or requested only reimbursement for expensive materials. CPL donated the design ser-

vices and consulting. R. Patti Concrete & Excavating donated the site preparation and excavation. JMI donated the concrete, sand, and gravel. E.E. Austin & Son was the General Contractor responsible for pouring the concrete foundation, rebar, and assembly of the sign components. Sivak Stonemasonry donated the labor to install the stone and brick pavers. Ellison Bronze fabricated and donated the City Scape Panels. Industrial Welding & Fabricating provided the steel cabinet, steel columns, and structural support. Chautauqua Sign Company provided design creativity while establishing and installing the lettering for the sign. Rotarian David Painter with Ahlstrom Schaeffer Electric donated the electrical infrastructure with

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Gleason Enterprises providing the electrical inspections. Jamestown DPW cleared the site, donated the old train trusses and city street bricks, and provided final restoration and plantings.

Planning, coordinating, and engineering meetings were held in the Spring and Summer of 2022 to verify that the various sign components would be constructed and fit properly, with fabricating and manufacturing beginning soon after. Ground was broken in the Fall of 2022 by R. Patti Concrete & Excavating. EE Austin completed the foundation, rebar, and concrete foundation walls by the end of October 2022. The various sign components and steel support were fabricated by the Spring of 2023 with Chautauqua Sign attaching

the lettering to the cabinet in early May. EE Austin then proceeded with the assembling of the various sign components, Sivak Stonemasonry installed the stone and pavers, with Ahlstrom Schaeffer finishing the lights by June 2023. The Ribbon Cutting Ceremony was held Friday, June 23rd.

"I am over the moon that this project was provided the support it needed to be realized," says City of Jamestown Principal Planner Ellen Shadle. "This gateway sign is a salutation to travelers of all kinds to express our community pride and invite them to join us for a journey through history, hope, and hospitality. Thank you, Jamestown Rotary, for stepping forward to bring this vision to life."

The project could not have been

successful without the generosity of those who gave their time, talents, resources, and financial support to the project. Former Jamestown Mayor Eddie Sundquist notes, "First impressions are incredibly important, and the design of the new Jamestown gateway sign makes for an inviting entrance into the city. With many design elements that touch on the proud history of Jamestown, I thank the Jamestown Rotary for investing in a beautiful new entrance sign into the city. This sign, along with a new sidewalk that accompanies it, helps to show that revitalization is possible when we come together to collaborate with community organizations and residents, and reflects the hard work of many who make Jamestown great." ♦

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Defining SWPPP Required Construction Phasing Plans

By Kasey J. Garrand, IG Senior Project Manager,
Atlantic Testing Laboratories



Within New York State, construction projects that meet specific soil disturbance parameters are required to obtain SPDES (State Pollutant Discharge Elimination System) Permit approval by the New York State Department of Environmental Conservation (NYSDEC) prior to soil disturbance activity. The permit includes the applicant's Notice of Intent (NOI) letter, the NYSDEC's NOI acknowledgment letter, as well as the MS4 acceptance form, if applicable to the project. Requisite to the SPDES permit, a Stormwater Pollution Prevention Plan (SWPPP) is designed primarily to manage stormwater and limit discharge of pollutants that may result in water quality violations. One of the elements that must be incorporated into a SWPPP is the construction phasing plan, sometimes referred to

as sequence of construction.

The construction phasing plan outlines the predetermined order of operations that must take place in planning for and executing a successful SWPPP. Steps in the sequence can range from "permit submission and acceptance" prior to the start of the project to "removal of temporary stormwater controls" when permanent stabilization has been achieved following completion of the project. The various steps within the phasing plan act as a guide for the maintenance, timing, and installation/removal of various controls based on what phase of the project is being executed. The New York State Standards and Specifications for Erosion and Sediment Control, Section 2, provides the list of necessary components to be included in the construction sequence (Lake, 2016').

The size and scope of the construction phasing plan can vary widely based on the size and complexity of the project. Working in phases reduces the amount of area disturbed at one time and makes erosion and sediment control more manageable. Elements within the construction phasing plan are sometimes categorized into "Pre-Construction", "Construction", and "Stabilization and Monitoring" sections.

A detailed construction phasing plan is designed to establish the order in which different aspects of the SWPPP are to be implemented. Additionally, the plan serves as an important reference for stormwater inspectors, as erosion and sediment controls may be installed during different stages of a project. A construction phasing plan is a valuable component to any SWPPP and adherence to it reduces potential impacts from construction-generated pollutants.

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Proper Construction Phase: Rolled straw seed blanket installed following final grading of topsoil.

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For more information, contact Kasey Garrand, IG, at 518-563-5878, info@atlantictesting.com, or visit AtlanticTesting.com. ❖

1 Donald W. Lake Jr., November 2016, New York State Standards and Specifications for Erosion and Sediment Control: Erosion Control Planning and Site Management, p. 2.15

The sequence of construction, at a minimum, must include the following:

- Schedule a pre-construction meeting with appropriate permitting authority
- Delineate resources to protect
- Establish staging area, construction entrance, topsoil stockpiles, and concrete truck washout areas
- Protect post-construction practice areas during construction to preserve native soil permeability; install Stormwater Management Practices (SMPs) only after site is stabilized
- Clearing and grubbing as necessary for the installation of perimeter controls
- Establish method of spoils disposal (on-site or off)
- Construction and stabilization of perimeter controls
- Install initial runoff controls and stabilization
- Remaining clearing and grubbing within perimeter
- Road grading
- Grading for the remainder of the site or phase
- Utility installation and connections
- Construction of buildings, roads, and other construction
- Installation of permanent stormwater management measures
- Conduct soil restoration
- Final fine grading, landscaping, and stabilization
- Removal of temporary erosion and sediment controls
- Restore and stabilize any disturbed areas remaining upon removal of temporary Erosion and Sediment Control (ESC) measures

New York State Standards and Specifications for Erosion and Sediment Control (Lake, 2016)





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Louis N. Picciano & Son, Inc.

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www.lnpsi.com

Lovell Safety Management

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Lovell Safety Management

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M & T Insurance Agency, Inc.

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M J Painting Contractor Corp.

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Mader Construction

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Madison Window and Doors

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Marchuska Brothers Construction, LLC

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Martino Tile, Inc.

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Mayshark Builders, Inc.

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Rock Boulder Inc.

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Rogers Hemlock Homes LLC

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Signature Paving & Sealcoating

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Siteworx, Inc.

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Slavik & Co., Inc.

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Smoke River Resources

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Snell Contracting, Inc.

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Storer's Container Service, Inc.

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Syracuse Time & Alarm Co., Inc.

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Want to become a member?
Have any questions or comments?

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BUILDERS EXCHANGE OF THE SOUTHERN TIER, INC.

65 East Main Street

Falconer, NY 14733

15 Belden Street

Binghamton NY 13903

(716) 665-4026

APPLICATION FOR MEMBERSHIP

Company Name: _____

Address: _____

City: _____ County: _____ State: _____

ZIP: _____

Phone: _____ Fax: _____ Mobile Phone: _____

E Mail Address: _____ Web Address: _____

Number of Employees _____ Billing Email: _____

Name of owner(s), Partners or Officers of Corporation: _____

Name of person to whom communications should be addressed: _____

State Type of Business your company is engaged in: _____

I (we) certify that the foregoing statements are correct and hereby make application for membership in the Southern tier Builders Association, Inc.

I (we) agree to promote the objectives of the Association to the best of our ability and to comply with the appropriate sections of the constitution and By-laws, it being understood that those sections relating to collective bargaining agreements between the Association and unions are not applicable to this membership.

Date: _____

Signed: _____

Title: _____

FIRST PAYMENT MUST ACCOMPANY THIS APPLICATION

Membership classification _____ list Trade/Trades your company is involved in

Sponsoring Member: _____ Date received: _____

Action taken by Executive Board _____ accepted _____ rejected date: _____

Dues \$500.00 made Payable to: BEST (Tax Deductible)

Plan Room Upgrade: \$550.00 + \$44.00 Tax = \$594.00 payable to: ADS

This application is subject to approval by the Board of Directors of the Southern Tier Builders Association, Inc. (STBA). Should you at any time decide to cancel or not renew your membership, notification of such cancellation or non-renewal must be presented to the STBA in writing on or before January 31st of the calendar year. Failure to notify the STBA of non-renewal or cancellation of membership will cause your dues to be prorated accordingly.

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