

# MOHAWK VALLEY BUSINESS JOURNAL

ANSWER TO ROBO TREND:

Strategic Financial launches StrategicSKY.

Page 5.

COMMEMORATIVE  
PUBLICATION:

Mohawk Valley  
Legacy Awards.

Section B.

*Mohawk Valley*  
**LEGACY**  
AWARDS  
Presented By:  
**BERKSHIRE BANK**  
America's Most Exciting Bank

VOL. 17 | No. 3 | APRIL 24, 2017 | \$2.50



## Gaetano constructs first major Butler building in Onondaga County

BY NORMAN POLTENSEN  
npoltenson@cnybj.com

UTICA — Most adults associate Halloween with black cats, ghosts, goblins and ghouls, witches, and haunted houses. For children, it's trick or treat. On Oct. 31, 2016, the staff at Charles A. Gaetano Construction Corp. wasn't focused on any of the above. That Halloween marked the day the contractor handed over a certificate of occupancy to Syracuse Label Company, Inc. (d/b/a Syracuse Label and Surround Printing), the owner of a new, 60,000-square-foot printing plant located in the Hancock Airpark in North Syracuse (Town of Cicero).

The Airpark building replaces a 38,000-square-foot plant located on Luther Avenue in Liverpool (Town of Salina) that served the company for 42 years. The Luther Avenue building is a composite of the original structure and seven additions cobbled together over the life of the company.

### Gaetano Construction

Gaetano has been building commercial buildings for more than a half century. "What was unusual about this project was the compressed timetable," says Rob Munson, Gaetano's project manager. "The company had just six months to prepare the site and build a Butler building with 52,000 square feet of warehouse and production space, plus an additional 8,000 square feet of conventionally built office space, or pay liquidated damages. The facility required ceilings reaching to 27 feet and included special features such as several large bridge cranes, two new loading docks with dock levelers, LED lighting, a special humidification and misting system, and several, large curtain-walls to allow for natural lighting. Gaetano began work on May 9, 2016, and met our goal a week ahead of the deadline. Considering the tight schedule and the fact that at times there were 70 to 100 workers on site at the same time, the project went smoothly."

In 2015, the Onondaga County Industrial Development Agency (OCIDA) passed a resolution approving Syracuse Label and Surround Printing's (SLSP) application for a

payment-in-lieu-of-taxes (PILOT) and certain other exemptions. In its final form, the 10-year PILOT exempted \$975,474 on the new building, which included \$525,474 in property taxes, \$400,000 in sales tax on construction materials, and \$50,000 for the mortgage-recording tax. According to SLSP's president, Kathy Alaimo, the company paid \$190,000 for the 6.9 acre site. The total project, including the acquisition of new machinery and equipment, construction, and soft costs totaled \$10 million. OCIDA agreed to issue \$6.6 million in bonds for the project. M&T Bank holds the mortgage on the property.

"One reason the project went so smoothly was the sub-contractors," continues Munson. "Brosch Mechanical (of Liverpool) handled the plumbing, [the Syracuse office of] Weydman Electric wired the building, TAG Mechanical (of Syracuse) installed the HVAC, Vitale Companies (of Auburn) did the site excavation, Ron Wright Construction (of Hamilton) was responsible for the interior work including dry wall and studs, and ABJ Fire Protection (of East Syracuse) installed the sprinkler system. The team also included C&S Companies (of Syracuse) as the architects; Paragon Masonry; Ward Steel for the structural steel; Gitzen Companies for the wall panels; CSM Tile and Carpet Wholesale for the floor finishes; B.R. Johnson for the doors, curtain walls, and windows; and Commercial and Residential Painting for both the interior and exterior painting. It was a great team, and they all worked together."

Munson cites a second reason for the project's success. "Kathy Alaimo and her staff were really well-organized and very easy to work with," he adds. "This really helped to keep us on schedule ... Syracuse Label is the company's third Butler building constructed in Onondaga County, but it's our first major construction project here."

Charles Gaetano started out as a masonry contractor in the 1950s. He expanded into building and construction services, and in 1960 founded Charles A. Gaetano Construction Corp. Today, the company does general contracting, construction-

SEE GAETANO, PAGE 4 ▶

## GAETANO: Munson joined firm in 2002

Continued from page 3

management, and design-build for clients in the fields of health care, industry, commerce, government, and multi-unit housing. Gaetano acquired the Butler Manufacturing franchise for pre-engineered steel building for Oneida, Madison, and Herkimer counties in 1982 and added Onondaga County in 2014. Over the past 35 years, the company has completed more than 3 million square feet of design-build projects utilizing Butler products. Today, Gaetano Construction employs 24 office staff, 18 project superintendents, and 30 to 70 field staff. Its current annual sales average between \$50 million and \$60 million.

Munson earned his bachelor's degree from Utica College of Syracuse University in business administration and construction management. He joined Gaetano as a project manager in 2002 and is an accredited LEED green associate. John Foster was the superin-

tendent on the SLSP project. He has worked at Gaetano for more than two decades as a superintendent.

### Syracuse Label and Surround Printing

"The core of our business is supplying labels," states Alaimo, the president of SLSP. "We print and finish labels for the pharmaceutical, nutraceutical, cosmetic, food and beverage, household-products, dairy, and wine industries. In addition to printing pressure-sensitive labels, we print flexible packaging, producing items such as packets, cartons, and shrink sleeves for beverage containers, wine, spirits, cosmetics, and household products. The company supports a number of long-time customers throughout the Northeast."

Syracuse Label started in 1967 in Roscoe

SEE GAETANO, PAGE 7 ▶



**Reliable IT Solutions** | Since 1993

IT Solutions Provider

Software Development

Cloud Hosting

Surveillance Systems

Cloud Consulting

www.cnyBIT.com

315.733.0854