

Closing: CPC closes on \$9 million loan. Page 3.

Special Report: Banking & Finance. Page 7.

# CENTRAL NEW YORK BUSINESS JOURNAL

Vol. XXVI • No. 4

CNYBJ.COM

January 27, 2012 • \$2.00

## CNY Elevator Inspections seeks growth with work in Syracuse

BY RICK SELTZER  
JOURNAL STAFF

SYRACUSE — The owners of CNY Elevator Inspections, Inc. say they're thrilled to be able to put the company to work in their home city of Syracuse.

"In the last few weeks, we've been able to offer our services to city businesses," says Dan Winslow, senior consultant and one of four partners who own the business. "For the first time."

CNY Elevator Inspections performs inspections on elevators that



Top: Left to right: Christopher Duke, Kimberly Witter, Virginia King, and James Cosbey of the CNY Elevator Group.

Right: Dan Winslow, a CNY Elevator Inspections employee, examines an elevator drive motor and its components.

are required every six months under New York State law. The company also witnesses annual manufactur-

See ELEVATOR, page 15



PHOTOS COURTESY OF CNY ELEVATOR INSPECTIONS, INC.

## EMA not staying still, adds Cincinnati-based ad agency

BY KEVIN TAMPONE  
JOURNAL STAFF

SYRACUSE — Standing still isn't an option in the advertising and communications business, Eric Mower and Associates (EMA) Chairman and CEO Eric Mower says.

If you stay still, you get stale. Employees don't want to stay with a company that isn't going anywhere and clients start to doubt a firm's ability to help them succeed in their markets.

That's why growth is so important, Mower says. It also means the chance to compete for bigger business.

"The bigger you get, the greater likelihood you get invited to compete for bigger clients and contracts," he says.

EMA had its latest growth spurt in January by combining with Cincinnati-based advertising agency Strata-G Communications. The move brought EMA more than 35 people and \$35 million in capitalized billings. Financial terms of the deal weren't disclosed.

The employees added in the move provide a major boost for EMA in terms of profes-



Mower

See EMA, page 14

## Millennium Transportation drives into limousine niche

BY RICK SELTZER  
JOURNAL STAFF

TULLY — Stephen Bailey wants to help you hold meetings on the road — literally.

Bailey recently founded Millennium Transportation, a limousine business he hopes will be popular in the Central

New York business community. The company's seven-passenger Mercedes-Benz Sprinter van will help Millennium Transportation stand out in clients' eyes, he contends.

"They can sit in the back and do business," Bailey says. "The vehicle is equipped with Wi-Fi, it has laptop tables and a big-screen TV. You could show an

informational DVD."

Millennium Transportation will offer local transit around Central New York or long-distance transportation between a variety of cities, including Albany, Syracuse, Rochester, Buffalo, and Toronto. It will also provide airport connection rides to

See MILLENNIUM, page 5

### TOP RANKS: PAYROLL-PREPARATION COMPANIES / 13

#### INDEX

BANKING & FINANCE	7	OPINION	17
BUSINESS CALENDAR	18	PEOPLE ON THE MOVE	19
CNYBJ.COM BRIEFS	2	TOP RANKS	13

Register @ [www.cnybj.com](http://www.cnybj.com) to receive your daily dose of business news

**CNYBJ.COM**  
In print • On-line • In-person

Presorted Standard  
U.S. Postage Paid  
Syracuse, N.Y.  
Permit # 568

The Central New York Business Journal  
269 W. Jefferson St.  
Syracuse, N.Y. 13202-1230