



WORKFORCE HOUSING & INFRASTRUCTURE

EVENT PROGRAM

NOVEMBER 18TH, 2025

DOUBLETREE BY HILTON - BINGHAMTON, NY

PROGRAM

8:00-8:30AM

Registration and Breakfast

8:30-8:45AM

Welcome from our Host and Planning Partner: City of Binghamton

Mayor Jared Kraham, City of Binghamton
Jen Gregory, Executive Director, Southern Tier 8 Regional Board

8:45-9:30AM

Emerging Economic Opportunity Across the Southern Tier

SPEAKER PRESENTATIONS:

Stacey Duncan CEO, Broome County Leadership Alliance
Emerging Economic Opportunities in the Southern Tier

Ed Flynn, Vice President and Director of Planning, LaBella Associates
Leveraging Transformative Economic Development to Create a Community of Place

KEY POINT: Explore how communities can prepare for significant economic development investments by aligning community development strategies with emerging industry opportunities.

9:30-10:30AM

KEYNOTE SPEAKER: Jim Heid, FASLA - Founder, CRAFT DnA and UrbanGreen

KEY POINT: Jim will discuss his *approach to real estate, measured in impact*. As a built environment entrepreneur, he focuses on real estate development as a vehicle to create positive change and environments for people to thrive.

10:30-10:45AM

Networking Break

Thanks to our Sponsors: LaBella & HRP Associates

10:45-11:45AM

From Risk to Return: Building a Capital Stack

SPEAKERS:

Sarah Glose, Director of Economic Development, City of Binghamton
Norabelle Greenberger, AICP, Eastern NY Planning Lead/Brownfields Market Leader, LaBella Associates

KEY POINT: **Blight to Bright Future: Leveraging Diverse Funding to Drive Redevelopment and Community Growth**
Learn how communities can transform blighted or underutilized properties into catalysts for housing, downtown growth, and revitalization. This session explores strategies for building a diverse resource stack that combines state and federal brownfield programs, public and private financing, and local partnerships for both planning and implementation of projects. Participants will gain insight into funding opportunities through the NYS Department of State, U.S. EPA, Empire State Development, and other sources to advance impactful redevelopment projects.

11:45-12:30PM

Networking Break

Visit with our exhibitors, meet with other attendees and get started on lunch.

12:30-1:20PM

The State of Real Estate, Building, and the Trades

MODERATOR: Shelly Johnson-Bennett, Commissioner of Planning, Parks, and Public Affairs, Delaware County

PANELISTS: Panel Discussion 45 mins

Jacqueline Rose, President, NYS Association of Realtors
Brad Walters, Builders Exchange of the Southern Tier
Frank Stento, President, Binghamton-Oneonta Building Trades Council

KEY POINT: Gain perspectives from leaders on trends and factors shaping development, housing, and construction workforce in the region.

1:20-1:30PM

Afternoon Stretch

1:30-2:25PM

Impact Development as a Gateway to Growth

MODERATOR: Paula Gilbert, Local Government Training Manager, NYS DOS

SPEAKERS:

Beth Lucas, Regional Planning Director, Southern Tier 8 Regional Board
Building community capacity to sustain housing and development strategies

Tom Seguljic, PE, Principal, HRP Associates
Unlocking opportunities through brownfield redevelopment

Leonard Skrill, Assistant Commissioner, NYS Homes and Community Renewal
Leveraging infrastructure investment for community-focused development

PANEL QUESTIONS/AUDIENCE Q&A

KEY POINT: Highlights how intentional, community-centered investments can spark broader economic and community transformation, especially in regions working to shift from disinvestment to reinvestment.

2:30-3:10PM

Local Projects in Action

MODERATOR: Beth Lucas, Regional Planning Director, Southern Tier 8 Regional Board

Endicott-Johnson Brownfield Opportunity Area, Village of Johnson City/City of Binghamton (Broome County)

PANELISTS:

Kimberly Baptiste, Principal Associate, Colliers Engineering & Design
Gabe Regan, Vice President, Regan Development Corporation
Mayor Marty Meaney, Village of Johnson City

SouthWorks, City/Town of Ithaca (Tompkins County)

PANELISTS:

Rob Lewis, SHIFT Capital
Sarah Barden, SHIFT Capital
Melissa Suchodolski, USC Builds
Kurt Anderson, Ithaca Area Economic Development

KEY POINT: Get a brief overview of highlighted local projects and hear from a panel of cross-sector partner collaborations designed to move projects from plans to reality in a way that aligns market opportunity with community needs.

3:15-4:00PM

Strategic Collaborations to Get Projects Done

PANELISTS: Panel Discussion

Julie Pacatte, Executive Director, Schoharie Economic Enterprise Corporation
Public/Private Partners
Kate de la Garza, Executive Director, Ithaca Neighborhood Housing Services
Non-Profit Partners
Evan Maslin, Regional Director for Congressman Josh Riley, 19th U.S. Congressional District
Aligning with Legislative Priorities
Beth Lucas, Regional Planning Director, Southern Tier 8 Regional Board
Importance of Regional Collaboration

KEY POINT: Hear from cross-sector partners about their roles in the housing and development ecosystem and strategies for aligning public, private, and nonprofit stakeholders to advance local projects.

4:00-5:00PM

Thank you for attending and enjoy Kozmo Magic!

5:00PM

End Event

SPEAKERS



MAYOR JARED KRAHAM
CITY OF BINGHAMTON

Mayor Kraham is Binghamton's 51st Mayor, after serving as deputy mayor for more than seven years. As mayor, Kraham has emphasized neighborhood revitalization, affordable housing, public safety, and infrastructure improvements. He has also positioned Binghamton as a leader in energy and housing policy, with the city becoming the first in the region to earn a "ProHousing Communities" certification under his leadership.



JEN GREGORY, EXECUTIVE DIRECTOR
SOUTHERN TIER 8 REGIONAL BOARD

Jen Gregory serves as the Executive Director of Southern Tier 8 Regional Board. Since 2018, Jen has expanded partnership collaborations and investments across the Southern Tier by 500% to address regional economic and community development challenges such as broadband infrastructure development & Recovery-to-Work Ecosystem Development.



STACEY DUNCAN, CEO
BROOME COUNTY LEADERSHIP ALLIANCE

Stacey Duncan is the CEO of the Leadership Alliance, a strategic partnership between the Broome County Industrial Development Agency/Local Development Corporation & the Greater Binghamton Chamber of Commerce. In this role, Stacey serves as the chief executive of both organizations, directing the organizations' efforts to pursue economic and community development projects, and has championed more than \$1.5 billion in new investments.



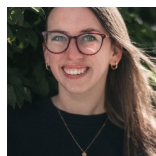
**ED FLYNN, VICE PRESIDENT AND
DIRECTOR OF PLANNING**
LABELLA ASSOCIATES

Ed Flynn is a certified urban planner with more than 30 years of experience in planning, economic development, and downtown revitalization. Ed has led transformative projects across New York State including award-winning initiatives and his expertise spans brownfield redevelopment, waterfront revitalization, housing market analysis, and infrastructure planning.



JIM HEID, FASLA - FOUNDER
CRAFT DNA AND URBANGREEN

In an industry focused on dollars and square feet, Jim's approach to real estate is measured in impact. As a built environment entrepreneur, he focuses on real estate development as a vehicle to create positive change and environments for people to thrive. His book *Building Small: A Toolkit for Real Estate Entrepreneurs, Civic Leaders and Great Communities*, is acclaimed for both its inspirational call to action and accessible and practical tools, and is now widely used in training programs.



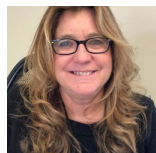
**SARAH GLOSE, DIRECTOR OF
ECONOMIC DEVELOPMENT**
CITY OF BINGHAMTON

Sarah Glose is the Director of Economic Development for the City of Binghamton. She holds a Bachelor's degree in English Language & Literature (2014) and a Master in Public Administration (2016), both from Binghamton University. In her role since 2022, Sarah leads efforts to strengthen Binghamton's economy through both large-scale and grassroots initiatives. She previously worked at Empire State Development, where she managed sizable grant programs and job creation projects, before returning to her hometown to focus on more directly local work. In addition to her government work, Sarah also sits on the Board of Directors for Cornell Cooperative Extension of Broome County as Vice President.



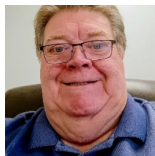
**NORABELLE GREENBERGER, AICP, EASTERN NY
PLANNING LEAD/BROWNFIELDS MARKET LEADER**
LABELLA ASSOCIATES

Norabelle is the Eastern NY Planning Lead and Brownfields Market Leader at LaBella Associates, with over 12 years of experience in community, environmental, and transportation planning. Her work focuses on downtown revitalization and site revitalization planning, including the development of Brownfield Opportunity Area (BOA) Plans, Downtown Revitalization Initiative (DRI) and NY Forward Strategic Investment Plans, site reuse plans, and economic development strategies. Prior to joining LaBella in 2018, Norabelle worked in NYC, where she led multiple CEQR, zoning, and transportation projects, including the Domino Sugar redevelopment and developing the Brooklyn Navy Yard shuttle system. She is well-versed in funding programs, project implementation strategies, and SEQR, as well as securing and administering grant funds for public and private entities. Norabelle received her Masters in Urban Planning from Columbia University.



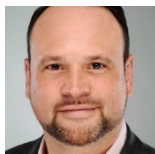
JACQLENE ROSE, PRESIDENT
NYS ASSOCIATION OF REALTORS

Jacqlene Rose is the 2025 President of the New York State Association of Realtors. She is Chair of the NYSAR Executive Committee, member of the Budget and Finance Committee, as well as part of the NYS RPAC Hall of Fame, Realtors Honor Society, and NYSAR Statewide Forms Committee. Jacqlene is a New York State Licensed Real Estate Associate Broker presently working out of the Coldwell Banker Timberland Properties, Sidney Office and a member of the Rose Team, within their Sidney and Oneonta locations. Real Estate has been Jacqlene's career for almost 34 years with several accolades highlighting her work.



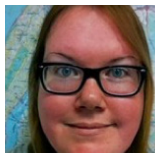
BRAD WALTERS
BUILDERS EXCHANGE OF THE SOUTHERN TIER

Over forty-five years of practical business management experience in engineering, consulting and construction. Including but not limited to reservoir engineering, construction engineering, political and economic feasibility analysis, land development, contract negotiations, budgeting, scheduling, planning, profit & loss responsibilities, project administration for financial institutions, construction management and association management.



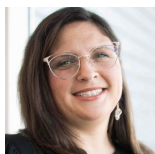
FRANK STENTO, PRESIDENT
BINGHAMTON-ONEONTA BUILDING TRADES COUNCIL

Frank A. Stento's is a lifelong resident of the City of Binghamton, where he lives with his wife and four children. His full-time role is Director of Business Development for District Council #4 of the International Union of Painters & Allied Trades, covering 33 Counties in Western & Central NY. He serves as President of Local 178 Painters & Drywall Finishers, which covers the Southern Tier, and has been a continuous member in good standing for 13 years. He is the current President of the Binghamton-Oneonta Building & Construction Trades Council and Secretary/Treasurer of the Tompkins-Cortland Building & Construction Trades Council.



PAULA GILBERT, LOCAL GOVERNMENT TRAINING MANAGER
NYS DOS

Paula Gilbert is the Local Government Training Manager for the New York State Department of State, Division of Local Government Services. Prior to joining the Department of State in 2017, she as the Executive Director at the Neighborhood Preservation Coalition of NYS, Inc., a technical assistance and advocacy not-for-profit organization working with a group of more than 140 affordable housing and community development organizations within the urban and suburban neighborhoods of New York State.



BETH LUCAS, REGIONAL PLANNING DIRECTOR
SOUTHERN TIER 8 REGIONAL BOARD

Beth Lucas brings over 20 years of experience in planning and development in New York's Southern Tier. As Regional Planning Director at Southern Tier 8 Regional Board, she oversees multi-county initiatives focused on planning, housing, infrastructure, and community and economic development, helping align local projects with regional, state and federal priorities. Her experience spans local municipal plans, county-wide strategies, and project management, including grant administration, construction oversight, and program implementation, allowing her to guide initiatives that strengthen communities and foster long-term growth and prosperity.



TOM SEGULJIC, PE, PRINCIPAL
HRP ASSOCIATES

Mr. Seguljic, a NYS licensed Professional Engineer/Geologist and Principal with HRP Associates, Inc., has over 35 years of experience as an environmental engineering and risk management consultant specializing in the areas of Brownfields, environmental permitting and environmental site contamination and investigations. Due to his extensive working history and relationships with EPA, NYSDEC and other environmental professionals and attorneys he has a deep understanding of EPA and NYSDEC permitting requirements, Brownfield funding, liability relief provisions, and site redevelopment.



LEONARD SKRILL, ASSISTANT COMMISSIONER
NYS HOMES & COMMUNITY RENEWAL

Leonard Skrill is Assistant Commissioner at New York State Homes & Community Renewal (HCR), where he oversees multifamily and supportive-housing finance programs across Upstate New York. Based in Buffalo, he works with developers, municipalities, and nonprofit partners to advance affordable housing, preserve existing stock, and support neighborhood revitalization across Upstate. With extensive experience in capital financing Leonard focuses on aligning state housing resources with local workforce and community needs. He is committed to leveraging HCR's tools to promote equitable, long-term housing outcomes across Upstate New York.



KIMBERLY BAPTISTE, PRINCIPAL ASSOCIATE
COLLIERS ENGINEERING & DESIGN

Ms. Baptiste has focused her 24+ year career on supporting municipal clients across New York State and the Northeast. With a diverse background in planning and urban revitalization, a significant amount of her work involves utilizing unique approaches to gather information, educate stakeholders and build consensus around multifaceted projects with a focus on multi-downtown revitalization, reuse planning, placemaking and site development. Ms. Baptiste specializes in managing large-scale, multi-disciplinary projects and offers significant experience coordinating various agencies and stakeholders to reach consensus on project direction.



GABE REGAN, VICE PRESIDENT
REGAN DEVELOPMENT CORPORATION

Gabe Regan is a development professional at Regan Development Corporation, where he supports the planning, financing and execution of affordable housing projects utilizing the Low-Income Housing Tax Credit (LIHTC) model. In recent years he has played a key role in bringing to market mission-driven housing across New York and the Northeast at Regan Development, a family-run firm with over 30 years of experience and more than \$750 million in residential, commercial, and affordable housing developments, where he contributes to project underwriting, construction oversight, municipal approvals and long-term asset management in communities challenged by affordability.



MAYOR MARTIN MEANEY
VILLAGE OF JOHNSON CITY

Martin Meaney was elected mayor of Johnson City in 2021, after serving five years as a village trustee. He previously served 26 years with the Johnson City Fire Department, retiring as a fire captain. As mayor, Meaney has overseen the village's downtown revitalization, guiding efforts under the state's Brownfield Opportunity Area (BOA) program and Downtown Revitalization Initiative (DRI). Under his tenure, Johnson City has advanced catalytic projects including mixed-use redevelopment, streetscape improvements, façade and storefront enhancements, and public space activation, all aimed at fostering walkability, attracting new housing and jobs, and preserving the community's distinct character.



ROBERT LEWIS
SHIFT CAPITAL

Robert Lewis is a development project manager with more than fifteen years of experience in finance and real estate. At Shift Capital, he leads a 95-acre, \$600 million industrial redevelopment in Ithaca, NY. He previously served as Finance Director at GreenStar Cooperative Market and co-founded the cleantech firm Ecoelectro. Robert served eight years on the City of Ithaca's Planning and Development Board, most of that time as chair, overseeing approval of approximately a billion dollars in new construction.



SARAH BARDEN
SHIFT CAPITAL

Sarah Barden contributes to the SouthWorks team as the Community Outreach & Leasing Coordinator with SHIFT Capital, leading commercial leasing efforts in the historic buildings and coordinating PR & community engagement. They are honored to be reimagining the factory where their grandfather first worked over 60 years ago. Previously they served as the Co-President of the Tompkins County Cornell Cooperative Extension Board of Directors, as a citizen member of the City of Ithaca's former Mobility, Accessibility, and Transportation Commission, as Owner of Ithaca is Foodies Culinary Tours, and as Director of Community Initiatives at the Tompkins Chamber of Commerce. Through these cross-sector roles, Sarah has developed a deep appreciation for goal-oriented partnerships which support inclusive community-building, and brings this lens to their role at SouthWorks.



MELISSA SUCHODOLSKI, PRESIDENT
USC BUILDS

Melissa Suchodolski is President of USC Builds, a Rochester-based contractor that specializes in subcontracting, general contracting and real estate development—offering a wealth of expertise, experience and innovation across commercial, multifamily and residential construction projects. She is M/WBE & DBE Certified Commercial Construction Developer, an Interior Contractor, and specializes in estimating, marketing and business development strategies, creative business planning, business administration, networking and strategic alliances.



KURT ANDERSON
ITHACA AREA ECONOMIC DEVELOPMENT

Kurt Anderson is a Certified Economic Developer and Director of Development, Operations, and Strategy at Ithaca Area Economic Development (IAED). He has served in that role for 6 years. Kurt's primary responsibilities include employer engagement and investment initiatives, strategic planning, and special projects, including infrastructure development. He also oversees all internal operations. Kurt holds a B.S. from Michigan State University and M.S. from the University of Delaware, both in natural resources management.



JULIE PACATTE, EXECUTIVE DIRECTOR
SCHOHARIE ECONOMIC ENTERPRISE CORPORATION

Julie has been the executive director of SEEC since its founding in 2019, leveraging her hometown roots in Schoharie County to drive local prosperity and growth. With a decade of experience in real estate development and property management, Julie transitioned into community and economic development, blending public and private sector expertise. With over 20 years of experience, Julie understands regulatory environments, recognizes community assets, and shapes impactful programs for revitalization and economic growth.



KATE DE LA GARZA, EXECUTIVE DIRECTOR
ITHACA NEIGHBORHOOD HOUSING SERVICES

Kate de la Garza is a seasoned community development professional, with over 20 years of community-based affordable housing development and finance experience. They have worked since 2003 to expand access to affordable housing through local community development efforts across the United States. Kate is the Executive Director of INHS, a \$56-million-plus nonprofit organization founded in 1976 that provides a comprehensive array of affordable housing programs in a seven-county region in central New York. Kate came to INHS in 2024 after serving as Vice President & Senior Relationship Manager in KeyBank's Community Development Lending & Investment Division, growing a market for community development lending and investment across Upstate New York and New England.



EVAN MASLIN, REGIONAL DIRECTOR
FOR CONGRESSMAN JOSH RILEY, 19TH U.S. CONGRESSIONAL DISTRICT

Evan Maslin serves as Regional Director for CONGRESSMAN Josh Riley, where he leads the district office team across the Southern Tier and Finger Lakes region to coordinate constituent services, engage local stakeholders, and support federal outreach on housing, workforce development, and economic revitalization initiatives. With a deep knowledge of Upstate New York's communities, Maslin plays a key role in translating district based priorities into federal level action and helping ensure that the congressman's agenda is grounded in local realities.

EXPLORE THE HOUSING ECOSYSTEM MAP AND VALUE CHAIN FRAMEWORK DISPLAYS IN THE NETWORKING AREA.
TAKE A CLOSER LOOK, ADD YOUR PERSPECTIVE, AND JOIN THE CONVERSATION!

Housing Ecosystem Map

Cross-System Partners

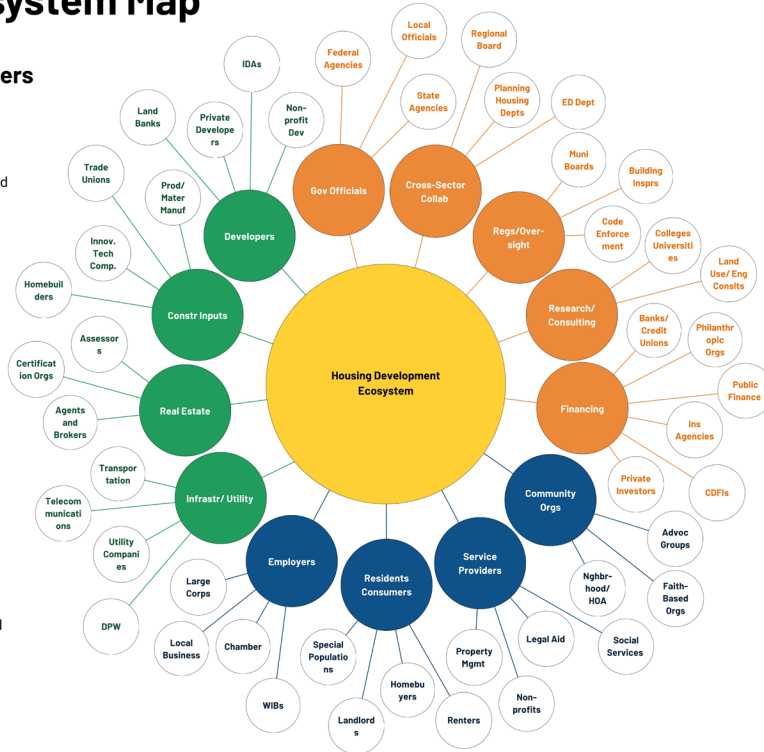
Work across both supply and demand systems to align investments, services, data, or strategies. Bridge gaps, support collaboration, and enable integrated approaches to housing and economic development.

Supply Partners

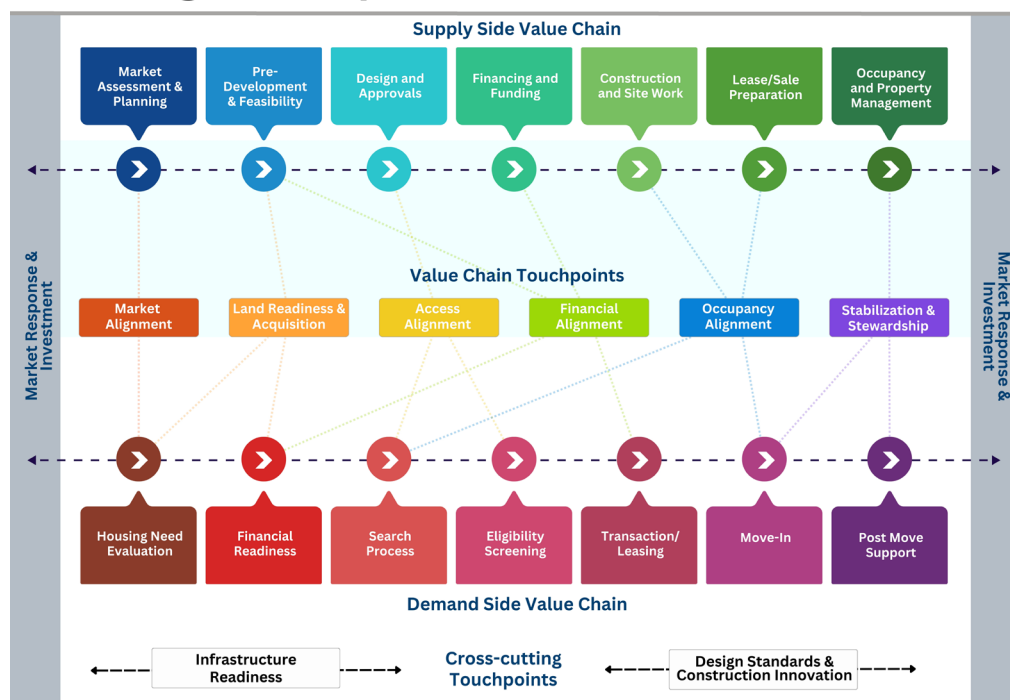
Create, fund, or deliver the physical housing units and related infrastructure. This includes builders, developers, landowners, and capital providers who shape housing production capacity.

Demand Partners

Need, seek, or advocate for access to housing. This includes residents, workers, employers, and others whose well-being and operations depend on housing availability and affordability.



Housing Development Value Chain



WORKFORCE HOUSING & INFRASTRUCTURE

HOST AND PLANNING PARTNER



FUNDING PARTNERS



SUPPORTING SPONSOR



REGISTRATION SPONSOR



EXHIBITORS

