

MEMBERS ENCOURAGED TO OFFER INPUT ON NYS DRAFT CLIMATE PLAN BY JUNE 10

2



CEO Announces New Chair and Board Leadership

With its 331-page **Draft Scoping Plan, New York's Climate Action Council** lays out its initial framework for how the state will achieve an 85% reduction in greenhouse gas emissions from 1990 levels by 2050. This goal, with firm milestones along the way, is the result of the Climate Leadership and Community Protection Act (CLCPA), passed by the state Legislature in 2019.

The CLCPA is the most ambitious climate law in the nation. It places New York ahead of other states in the effort to address climate change. As a result, businesses may face unique competitive challenges as the state transitions away from fossil fuel usage. Energy intensive and trade exposed industries, including advanced and essential manufacturers, could experience some of the greatest impacts.

At the same time, addressing climate change could provide enormous business opportunities, including the creation of new technologies in sectors where the region has established competitive advantages.

As part of the CLCPA, New York will invest billions to implement its plan.

The Draft Scoping Plan offers three potential scenarios to meet the CLCPA goals. These scenarios range from a "strategic use of low-carbon fuels" to "an accelerated transition away from combustion" to a plan to go "beyond 85% reduction."

The completed plan will guide how state agencies develop new regulations and where they allocate funding to meet CLCPA goals. **It is vital that businesses from the region, and across New York, make their voices heard on this issue. The public comment period on the Draft Scoping Plan is open for continued written statements through June 10.**

At a recent public hearing at SUNY College of Environmental Science and Forestry, in Syracuse, CenterState CEO's David Mankiewicz and Kevin Schwab were among more than 100 people who offered testimony.

continued on page 5



The Climate Leadership and Community Protection Act seeks to reduce greenhouse gas emissions to 85% below 1990 emissions levels by 2050, which will require significant changes to the products and technologies used in ones' personal lives and for business. Under the proposal, for example, new sales of light-duty vehicles must be zero-emissions by 2035. **Learn more and comment.**

4



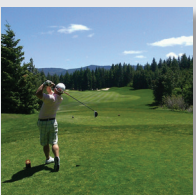
Surge XBE Exchange Seeks Members to Connect with XBE Startups

5



Applications for State Regional Council Funding Now Open

20



CenterState CEO Events: GOFCC Golf Social is June 13

CenterState CEO Annual Golf Outing

Tuesday, Sept. 13

The Links at Erie Village

Don't miss CenterState CEO's summer golf tournament. Invite your staff, colleagues, vendors or clients for an 18-hole round of Captain and Crew. Details forthcoming. Sponsorships are available. Contact **Beth Savicki** at 315-657-0423.



SYRACUSE AND CENTERSTATE CEO RECEIVE \$500K GRANT FROM MICROSOFT

Syracuse Mayor Ben Walsh and CenterState CEO announced they have received a \$500,000 Skills for Jobs and Livelihoods grant from Microsoft Philanthropies. A team representing Microsoft, including Naria Santa Lucia, GM, Digital Inclusion and U.S. Community Engagement at Microsoft Philanthropies, met with Syracuse Mayor Ben Walsh, and partners from CenterState CEO to discuss how community impact will be driven through the grant.

CenterState CEO will partner with the City of Syracuse, under the Syracuse Surge initiative to foster digital equity by enabling residents to increase their digital skills and better navigate online services; gain access to career pathways in software-related fields; and launch and grow companies. Programs funded by the grant will focus on members of low-income neighborhoods and communities of color, as well as women.

“By expanding access to digital skills, supporting small businesses, and accelerating the startup ecosystem, we are expanding opportunity,” said Santa Lucia. “We are excited to work with the Syracuse community to drive digital literacy and workforce training programs needed for in-demand jobs.”

“We are incredibly grateful to Microsoft for this investment in our community, which will enable us to better connect talent to the tech skills and resources that are critical to the jobs and economy of the future,” said Robert Simpson, president of CenterState CEO. “Through this investment we can advance the intentional strategies and collaborative initiatives needed to ensure more members of our community have access to opportunities in a competitive digital economy.”

Investments Made through Microsoft will Support

Digital Literacy Programming: Solutions will be implemented through digital equity and inclusion programming for Syracuse city residents that address key community needs.

Entrepreneurship and Small Business Development: Support will advance programs, including the Surge Accelerator and Surge for Small Business, led by CenterState CEO and aligned with the city’s Syracuse Surge strategy.

New Economy (Tech) Workforce Training: Investments will support the development of programs in coding, software and digital customer service.

These investments will also continue work funded by JPMorgan Chase *AdvancingCities* and the American Rescue Plan Act.



Naria Santa Lucia visits Syracuse in April to speak at CenterState CEO’s Annual Meeting, and meet with the City of Syracuse and partners to announce this grant.

FEATURE STORIES

- Syracuse and CenterState CEO Receive \$500K Grant from Microsoft..... 2
- CEO Announces New Chair and Board Leadership..... 3
- Understanding Child Care Assistance Available to Employees 4
- Surge XBE Exchange Seeks Members to Connect with XBE Startups..... 4
- Applications for State Regional Council Funding Now Open..... 5
- SUNY EOC and Work Train Tour NexGen..... 6
- GENIUS NY’s Aerial Robotics Debuts GT20 Gyrotrak..... 7
- COVID-19 Business Funding Resources..... 8

- Racial Equity and Social Impact: What if There was Room for all of us to Prosper?..... 8
- CEO Members Among CNY’s Best Places to Work..... 9
- Buy Local Bash Returns to Celebrate Local Products and Services 10
- Wage Growth Slowing 11
- GOFCC: Oswego County Restaurant Week, presented by Colloca Estate Winery, distributed by Eagle Beverage 12

MEMBER NEWS

- Member Essentials..... 14
- Member Milestones 14
- Economic Champion, presented by Solvay Bank: Pathfinder Bank..... 15

- CenterState CEO Ambassadors, presented by VISIONS Federal Credit Union..... 16
- New Partners 22

PARTNER NEWS

- NUAIR Partners with CAL Analytics and FAA to Develop Methods for Certifying DAA Services for Drone Operations..... 18
- Downtown Committee: Downtown Farmers Market Returns to Clinton Square for its 50th Season..... 19

EVENTS

- Discover Northern Italy and its Lakes 17
- Upcoming Events 20
- CenterState CEO Virtual Events Educate & Connect Members 22

CEO ANNOUNCES NEW CHAIR AND BOARD LEADERSHIP

CenterState CEO has elected new board leadership to support the organization's mission and vision. David Schneckenburger, president and CEO of Thompson & Johnson Equipment Co., Inc., was unanimously elected as the organization's new chair by CenterState CEO's board of directors. Schneckenburger's expansive business and community leadership credentials, as well as his deep engagement in the organization and a strong understanding of its strategic priorities, make him uniquely qualified for this position. He has served as a member of CenterState CEO's board of directors and Executive Committee, as well as the Finance and Sustainability, Membership, Audit (chair), Hancock Military Affairs and I-81 committees. Most recently Schneckenburger served as secretary of the board of directors.

"David has been a constant, engaged and passionate volunteer leader for CenterState CEO since its inception and I am proud to have him step into the role as chair of our incredible board of directors," said Robert Simpson, president, CenterState CEO. "David is a vocal and convincing spokesperson for our small business community, stemming from his own experience running a small, family owned business here in Central New York. A tireless worker, he is highly educated about the larger trends impacting our region and he has helped drive many of our organization's strategic priorities during his time on our board of directors and executive committee. I look forward to working with, and learning from, David during his tenure."

"It is a privilege to continue my service with the CenterState CEO board of directors as its new chair," said Schneckenburger. "This region is poised for growth and new opportunities. I am excited to work alongside my colleagues on the board to start this new chapter, and to lead and advance CenterState CEO's strategic priorities aimed at strengthening business competitiveness in the Central New York region from both a retention and attraction perspective, and creating greater economic opportunity for all who call it home."

Schneckenburger is president and CEO of Thompson & Johnson Equipment Company, a material handling equipment dealer that represents top industry manufacturers, including Toyota and Crown forklift trucks, in a service area that encompasses primarily Upstate New York east of Rochester. Before going to work for Thompson & Johnson in 1981, he worked for Jones & Laughlin Steel Corporation as a sales representative. Schneckenburger is the past president of the boards of trustees of the Museum of Science & Technology (MOST) and DeWitt Community Church and continues to serve on both boards. Previously, he was president of the Rotary Club of DeWitt and remains an active member, has coached youth recreational baseball, softball and basketball, and was the committee chair for the Syracuse East Region of Young

Life. Schneckenburger has and continues to serve on Thompson & Johnson Suppliers' Dealer Councils.

Schneckenburger succeeds Melanie Littlejohn, National Grid vice president - New York Jurisdiction. During her tenure, Littlejohn oversaw the organization as it hit record levels of grant awards and strengthened member dues. Notably, she led the board during the turbulence of the

pandemic and its impact on the region's economy, during which time she oversaw the launch of new strategic efforts, such as the Growth + Equity Fund, The Tech Garden expansion, the Build Back Better Regional Challenge, and its advocacy for the Community Grid replacement option for I-81. As chair, Littlejohn fully committed to and leaned into issues of economic inclusion and racial inequities. She helped conceptualize and launch CenterState CEO's Racial Equity and Social Impact portfolio, and continually pushed for a greater level of inclusion and diversity of staff and volunteer leadership.

Also elected as officers are:

- Secretary: **Margaret O'Connell**, executive director, Allyn Family Foundation

Reelected to a new term are:

- First Vice Chair: **Evelyn Ingram**, director of media and community relations, Wegmans Food Markets, Inc.
- Vice Chair: **Thomas Schneider**, president and chief executive officer, Pathfinder Bank
- Treasurer: **Susan Crossett**, chief executive officer, CPS Recruitment, Inc.

Additionally, the election of new and renewed members of CenterState CEO's board of directors were confirmed at the organization's Annual Meeting on Apr. 26, 2022, including five new directors elected to a first term that will expire in 2025:

- **Brian Bisaccio**, senior vice president, Northern Region manager, Tompkins Trust Company
- **Ketan Gujarathi**, general manager, Global Biologics Operations-Syracuse, Bristol-Myers Squibb
- **Betram L. Lawson II**, president and CEO, YMCA of Central New York
- **Sarah Tackabury**, vice president, managing director, Digital Hyve
- **Neil Webb**, director of growth and markets, Ramboll

View [CenterState CEO's board of directors](#).



David Schneckenburger, Chair, CenterState CEO

UNDERSTANDING CHILD CARE ASSISTANCE AVAILABLE TO EMPLOYEES

The cost and availability of child care creates challenges for individuals and employers alike. As an employer, understanding what resources are available in Central New York to help with the cost of child care can be a valued business strategy to help retain valuable employees.

Among the programs available in the region are:

- **State Child Care Assistance:** Onondaga and Cayuga counties offer child care assistance programs for eligible families to help cover the cost of child care.
- **Scholarships and Other Income Based Assistance:** Certain Onondaga County residents may qualify for the Community Child Care Scholarship funded by the United Way of CNY or assistance through the Workforce Development Institute Child Care Subsidy Program.
- **Tax Credits, Employer Programs and Other Options:** Explore other ways one may be able to get help paying for child care, such as tax credits, work or school programs or sliding fee scales.
- **Workforce Development Institute's Child Care Subsidy:** Funds available for income eligible families who reside in Onondaga County and work a minimum of 25 hours per week.

To learn more about these programs, visit **Child Care Solutions**. Households interested in assistance should call Onondaga County Department of Social Services – Economic Security, at 315-435-5683, from 8 a.m. to 4 p.m., Monday through Friday.



Upcoming Event

Understanding Child Care Subsidies Available to Employees

Thursday, June 9

9 to 10 a.m. | Virtual

Speakers will provide an overview of child care financial assistance available to Onondaga County residents, including assistance for families with a household income up to 275% Federal Poverty Level (FPL), increasing to 300% FPL as of Aug. 1 2022. The subsidy covers most (and sometimes all) of the cost of care. Learn how you can help current and prospective employees access these available resources to assist with their child care needs. Cost: Free. [Register](#).

SURGE XBE EXCHANGE SEEKS MEMBERS TO CONNECT WITH XBE STARTUPS

CenterState CEO is working with the City of Syracuse and Onondaga County, with support from JPMorgan Chase Foundation, on programs supporting workforce development and business growth in the emerging tech economy through Syracuse Surge.

Through the recently launched *Surge XBE Exchange*, CenterState CEO will provide support to XBEs (minority-, woman-, veteran- and/or disabled-owned businesses) that enable them to capture business opportunities with established firms in the local market, including larger member businesses or anchor institutions in the Syracuse area.

The Surge XBE Exchange is a Syracuse Surge procurement pilot program aimed at empowering diverse entrepreneurs and company owners to access business opportunities in smart systems, smart cities, high-tech manufacturing and other tech clusters. The program is focused on XBEs in the fields of telecommunications, software development, digital customer service, advanced manufacturing, digital communications, electrical contracting and business operations.

CenterState CEO is calling upon members to engage in the Surge XBE Exchange by identifying potential B2B opportunities with XBE firms that could help address:

- inefficiencies within their company's operations;
- capturing untapped markets;
- commercializing dormant technologies;
- competing for public funding/contracts and/or
- having a community impact.

Those interested in exploring a business relationship with an existing XBE or an XBE startup, please contact **Nora Spillane**, senior director of Business and Economic Development.

Attention XBEs

CenterState CEO is seeking XBE businesses, in the industries of telecommunications, software development, digital customer service, electronics manufacturing and more, to take part in the Surge Exchange procurement pilot program. Businesses looking to grow their customer base, access services, and financial support to prepare to access procurement opportunities as part of Syracuse Surge should [apply here](#).

APPLICATIONS FOR STATE REGIONAL COUNCIL FUNDING NOW OPEN

This year, more than \$225 million in state economic development resources will be distributed in Round 12 of the state's Regional Economic Development Council (REDC) awards. Round 12 includes core capital grant and tax-credit funding to be combined with a wide range of programs from 10 state agencies that will provide funding for prospective projects. **Those considering an expansion project are encouraged to review the application and funding opportunities and submit a Consolidated Funding Application (CFA) by July 29, 2022*.**

In this round, the CNY REDC will develop strategies and prioritize projects that will emphasize workforce development, with a specific focus on developing and funding job training and placement programs that address the current and future needs for talent of employers in the state and each region.

Again this year, each Regional Council will continue to implement its strategic plan and identify and invest in significant economic development projects. As with Round 11, \$150 million in capital funds and \$75 million in Excelsior Tax Credits will be available to projects on a rolling basis. Additionally, more than \$238.3 million from nine state programs is available through this process. State agencies and authorities making resources available in the 2022 CFA include: Empire State Development; Homes and Community Renewal; Office of Parks, Recreation and Historic Preservation; Department of State; New York State Canal Corporation; New York State Department of Agriculture & Markets; New York State Energy Research and Development Authority; Department of Environmental Conservation; and Environmental Facilities Corporation. Participating agencies will review and potentially provide funding to projects that did not specifically apply to those programs.

Additionally, one downtown in each of the state's 10 regions will be awarded \$10 million in the Downtown Revitalization Initiative (DRI), to execute downtown strategic investment plans that support the community's vision for revitalization. Auburn, Cortland, Fulton, Oneida, Oswego and Syracuse's downtowns were prior DRI recipients.

The Central New York region has had remarkable success through the Regional Economic Development Council (REDC) process, receiving the most funding to date out of all 10 council regions. Collectively, the Central New York Round 12 REDC projects represented \$101 million in capital investments, 284 new jobs and 805 retained jobs. By aligning critical projects to a clear vision for the region, this initiative has transformed Central New York's downtown districts and allowed businesses across the community to expand and create thousands of new jobs.

Submit a CFA for Projects to the CNY REDC Round 12

Deadline is July 29, 2022*

[APPLICATION MANUAL ▶](#)

[AVAILABLE RESOURCES ▶](#)

[APPLICATION PORTAL ▶](#)

[CFA WEBINARS ▶](#)

*Note: There are also open enrollment programs, not subject to the deadline, which typically allow applications to be submitted on a rolling basis, as well as programs that have their own deadlines at other times during the year. It is important to verify the program deadline by reading the specific program guidelines. **For more information.**



CONNECT TO
CENTERSTATE CEO!



Follow us at CenterState Corporation for Economic Opportunity



Follow us @ centerstateceo



Like us at CenterState CEO



Subscribe to our CenterState CEO channel



Follow us @ centerstateceo

NYS DRAFT CLIMATE PLAN continued from front page

CenterState CEO urged the Council to:

- Work with business and listen to business to develop the best processes to meet climate goals and retain these operations in New York state.
- Recognize the essential role that manufacturing will continue to play in the regional and state economy.
- Consider supply chain and downstream impacts and energy requirements.
- Create substantial transition periods with certainty, predictability and time to plan for any significant regulatory changes.
- Recognize regional assets and differences within the state and develop regional solutions, where appropriate, to reach CLCPA goals.
- Make substantial investments in research and development for new climate-friendly technologies that will not only assist companies in New York, but allow businesses to supply the rest of the world as they make similar climate transitions.

CenterState CEO will offer additional comments to the Council by the June 10 deadline. For more information contact **Kevin Schwab, vice president of public policy and government relations.**

Learn More

Visit the Climate Action Council’s **website** for additional information, including the **Summary Presentation and Full Draft Scoping Plan.**

Your Voice Matters

Members are encouraged to offer their comments by the June 10 deadline:

- directly to the Council, using the online **Public Comment Form;**
- with CenterState CEO staff: contact **Kevin Schwab, vice president of public policy and government relations; or**
- through the Government Relations Committee discussion group on **Click** (CenterState CEO’s new online member portal).

SUNY EOC AND WORK TRAIN TOUR NEXGEN

NexGen Power Systems, with other local employers, partners with CenterState CEO’s Work Train initiative to address the talent challenges faced by the high-tech manufacturing industry. The goal is to ensure that through collaboration with education and workforce that Work Train’s training system is moving to align with new cutting-edge technologies.

To learn more about the Syracuse Surge initiative within advanced manufacturing, contact **Meghan Durso, CenterState CEO’s senior manager of Industry Partnerships for Work Train,** or visit **Click** to see the group discussion.



NexGen Failure Engineer Corbin Bennet (left) tours Cainaan Webb, Syracuse Surge career navigator, through the facility to explain its new high-tech jobs.



Carol Hill, director of SUNY EOC’s Workforce Development, with Gordan VanDusen, a 2018 Work Train advanced manufacturing graduate who now works at NexGen.

GENIUS NY'S AIRIAL ROBOTICS DEBUTS GT20 GYROTRAK

The GT20 Gyrotrak, a hybrid helicopter and gyrocopter UAV (uncrewed aerial vehicle) by Aerial Robotics, was successfully demonstrated and tested at the Federal Aviation Administration (FAA)-designated New York UAS Test Site at Griffiss International Airport managed by NUAIR in Rome, New York. This is the first flight demonstration of its kind in the United States. The GT20 Gyrotrak is an impressive and serious cargo and inspection platform — with flight times of up to 2.5 hours with an 8-pound task load. It can be equipped with a variety of sensors enabling it to be used for a broad range of uses, including medical transport, high precision mapping, line inspection and more.

The GT20 Gyrotrak flight test included four different missions including a manual helicopter flight; full autonomous helicopter mission, which transitioned to complete autorotation-mode, flying at about 80 mph; and a simulated delivery mission. All missions were done safely and efficiently proving that the GT20 Gyrotrak is ready for the U.S. market and customers.

“The demo was the first flight in public, demonstrating our proprietary autopilot solution as a reliable and powerful solution for a hybrid between helicopter and gyrocopter,” said Jörg Schamuhn, CEO of Aerial Robotics. “We were proud to have this opportunity to test with the support of the GENIUS NY Program.”

The GT20 Gyrotrak is advancing flight time, payload, range and speed over other systems. It can vertically take off, hover and land

multiple times in a mission with optimized energy use, safety levels and weather tolerance. The GT20 Gyrotrak has also been developed to minimize the consumption of energy.

“GENIUS NY continues to attract innovators from across the world to Central New York,” said NUAIR CEO Ken Stewart. “NUAIR continues to help enable these innovators to help them flourish and expand their businesses. The Aerial Robotics team has brought a revolutionary platform to the U.S.”

The flight demo is integral to getting medical transport and precision mapping projects off the ground. An advantage of the GT20 Gyrotrak for medical transport is the ability to transport blood and tissue samples faster and to longer or more remote locations. High precision mapping additionally provides electric grid line inspectors the advantage of collecting more data over longer distances, which is more cost efficient than any other solution today.

Aerial Robotics is currently in CenterState CEO's GENIUS NY accelerator, and was funded \$500,000 in October 2021. The company has been successful in the U.S. and plans to bring manufacturing to New York state. GENIUS NY is the world's largest accelerator for uncrewed systems and to date as invested more than \$15 million into 26 companies. The goal of the program is to attract and grow UAS technology companies in New York state. [Learn more about Aerial Robotics.](#)



GENIUS NY Winner Aerial Robotics debuts its GT20 Gyrotrak, a hybrid UAV solution between a helicopter and gyrocopter, at the FAA-designated New York UAS Test Site at Griffiss International Airport managed by NUAIR in Rome, New York. Courtesy: Daylight Blue Media

WHAT IF THERE WAS ROOM FOR ALL OF US TO PROSPER?

"If," a poem written by English Nobel laureate Rudyard Kipling in 1895, conveys a compelling message about living one's life with virtue, integrity, determination and self development.

Amid the horrific hate crime and senseless loss of life that took place in Buffalo, New York, last month that poem has been on my mind. What if, in these moments of pain and tragedy, we remain focused on the commitments we made to build more inclusive communities?

During the last two years, we have done amazing work with many members and non-members and we talked at length about understanding histories and cultures that are different from one's own. We worked on strategies to advance a vision that will build a bridge between leaders and their staff and amongst colleagues. We created spaces in boardrooms and breakrooms to create conversations and engage in difficult conversations. That work was not in vain. It has been my honor and my privilege to lead this team in the work. And yet the incidents that took place in Buffalo last week are a jolting reminder of why we do this work, and why it is so necessary.

Buffalo could have been anywhere. A young man drove 200 miles to cause chaos and spread hate. He could have stopped in Syracuse, Rochester or any other small town to disrupt our lives and target African American or Black people. Racism is real. Hate is real. Antisemitism is real.

But what if we remain focused? What if we strengthen our resolve and commitment to standing against all forms of hate, injustice and racism? As we enter Pride month and celebrate Juneteenth, a time when we often stop to think more intentionally about historically oppressed, marginalized and victimized communities, there is much opportunity for reflection as we continue to find a way to heal our hearts and help support our colleagues, communities and places like Buffalo.

In the aftermath of hate, some will seek to further push us apart. What if, instead, we commit to educating, learning histories, listening, and endeavoring to understand the lived experiences of others? What if we chose to support and lift up the Black, Latino, LGBTQIA+, women or other minority communities? What if we chose to lean into the work needed to push back on the atrocities of white supremacy and racism that are realities in our world? In doing so, I believe we empower the next generation that will move our communities and nation forward toward lasting and meaningful change. We have come so far. Amid tragedy and heartache, doubling down on our commitment to pursue justice, equity, equal opportunities and inclusion for all is as necessary as ever.



Racial equity and social impact initiatives, DEI training courses and consultation services from CenterState CEO are available. Contact Dr. Juhanna Rogers at jrogers@centerstateceo.com to learn more.



COVID-19 BUSINESS FUNDING RESOURCES

Programs and resources are still available to support businesses and nonprofit organizations affected by the COVID-19 pandemic. Visit www.centerstateceo.com/covid19resources for more information. Updates include:

FEDERAL

Comcast RISE Marketing and Technology Services

Comcast RISE was created to invest in the success of businesses owned by people of color and women by providing valuable and practical support. The Comcast RISE Marketing and Technology Services program offers selected businesses one or more marketing and technology services focused on media, creative production and technology makeover. Eligible applicants for the Tech Makeover are BIPOC or women-owned businesses with no more than 25 full-time and part-time employees; for Consultation, Media, and Creative Production services, BIPOC or women-owned businesses with no more than 100 full-time and part-time employees. For additional eligibility requirements and information, refer to [program FAQs](#). The application deadline is June 17, 2022. [Apply here.](#)



CEO MEMBERS AMONG CNY'S BEST PLACES TO WORK

CenterState CEO members, noted below, were among the 2022 Central New York's Best Places to Work. This prestigious award was created by BizEventz and sponsored by The Central New York Business Journal to identify, recognize and honor the top companies that offer the best places of employment in Central New York, thereby benefiting the state's economy, workforce and business environment. [Click for a complete list of this year's winners.](#) Congratulations!

Under 15 Employees

The Garam Group, LLC
JAS Recruitment
Nave Law Firm

15 to 50 Employees

Advanced Business Systems, Inc.
Appel Osborne Landscape Architecture
Big I New York
HOLT Architects, P.C.
M.A. Polce Consulting
Oswego County Federal Credit Union
United Way of Central New York

51 to 100 Employees

The Bonadio Group
Bowers & Company CPAs, PLLC
Dannible & McKee, LLP
Dermody, Burke & Brown, CPAs, LLC
The Digital Hyve
Environmental Design & Research
Firley, Moran, Freer & Eassa, CPA, P.C.
Reagan Companies
Seneca Savings
Usherwood Office Technology



101+ Employees

Driver's Village
Excellus BlueCross BlueShield
NBT Bank
Terakeet
Thompson & Johnson Equipment Co., Inc.



SOMETIMES
YOUR
BUSINESS
JUST NEEDS A
LITTLE BOOST.

SIGN UP

click

Your Local Chamber Connection

BUY LOCAL BASH RETURNS TO CELEBRATE LOCAL PRODUCTS AND SERVICES

More than 300 people attended the 12th annual Buy Local Bash. This unique, one of a kind shopping and tasting event is an initiative of CenterState CEO's SyracuseFirst programming, which encourages citizens to support locally owned, independent businesses and organizations. The Buy Local Bash was presented by AmeriCU.

More than 70 vendors displayed their products and services at the CNY Regional Market creating the perfect opportunity to mix and mingle with local shoppers excited to see lots of new merchants and organizations, in addition to visiting old favorites. Attendees also welcomed the addition of four food trucks.

The Buy Local Bash wouldn't be possible without the support of its sponsors: AmeriCU (Presenting Sponsor); Spectrum Reach (Media Sponsor); CH Insurance (Community Sponsor); Fox Pest Control (Supporting Sponsor); Middle Ages Brewing (Bar Sponsor); and On the One (Music Sponsor).



Syracuse Salt Co. is ready to share its creative, small batch, hand-finished salt at the 12th annual Buy Local Bash. <http://syracusesaltco.com>



Neighborhood Chef puts the finishing touches on their samples. The Hot Honey Garlic Sauce was a crowd favorite. www.facebook.com/neighborhoodchefny



Food trucks offered new culinary options for attendees at this year's event, offering free samples as well as full menu items.



Hundreds of attendees sample locally made products while learning about local services at the Buy Local Bash.

WAGE GROWTH SLOWING

The rapid pace of pay increases that characterized the Syracuse metro labor market for much of last year is showing signs of slowing down. Year over year wage growth among private-sector jobs slowed to 4% in the fourth quarter of 2021 from 6.9% in the previous quarter, according to the most recent U.S. Department of Labor data report. This slowing wage growth suggests businesses are starting to have an easier time finding workers — and therefore may not feel the need to bid up wages as rapidly to attract talent in 2022.

The table below lists mean wages in Syracuse across different occupational groupings and levels of experience according to the most recent data provided by JobsEQ. [For more detailed information about wages for specific occupations in the Central New York area, contact CenterState CEO via Click.](#) CEO is happy to provide this information to its members.

Occupation	Mean	Entry Level	Experienced
Management Occupations	\$124,000	\$64,000	\$153,900
Business and Financial Operations Occupations	\$76,900	\$45,600	\$92,500
Computer and Mathematical Occupations	\$83,400	\$50,000	\$100,200
Architecture and Engineering Occupations	\$85,900	\$52,000	\$102,900
Life, Physical, and Social Science Occupations	\$70,300	\$36,800	\$87,100
Community and Social Service Occupations	\$52,300	\$31,500	\$62,700
Legal Occupations	\$96,500	\$44,400	\$122,500
Educational Instruction and Library Occupations	\$64,600	\$33,100	\$80,300
Arts, Design, Entertainment, Sports, and Media Occupations	\$60,000	\$30,000	\$75,000
Health Care Practitioners and Technical Occupations	\$90,700	\$42,500	\$114,800
Health Care Support Occupations	\$33,800	\$26,500	\$37,500
Protective Service Occupations	\$59,600	\$31,200	\$73,800
Food Preparation and Serving Related Occupations	\$31,500	\$25,300	\$34,600
Building and Grounds Cleaning and Maintenance Occupations	\$32,200	\$25,400	\$35,600
Personal Care and Service Occupations	\$33,400	\$25,400	\$37,400
Sales and Related Occupations	\$45,200	\$25,500	\$55,000
Office and Administrative Support Occupations	\$44,100	\$29,100	\$51,600
Farming, Fishing, and Forestry Occupations	\$36,200	\$25,400	\$41,500
Construction and Extraction Occupations	\$56,300	\$33,600	\$67,600
Installation, Maintenance, and Repair Occupations	\$52,100	\$32,500	\$62,000
Production Occupations	\$45,200	\$28,400	\$53,600
Transportation and Material Moving Occupations	\$38,600	\$26,700	\$44,500
Total - All Occupations	\$56,600	\$28,100	\$70,900

Oswego County Restaurant Week, presented by Colloca Estate Winery, distributed by Eagle Beverage

The fourth annual Oswego County Restaurant Week, presented by Colloca Estate Winery, distributed by Eagle Beverage, returns **June 6 to 12**. The weeklong program helps drive business to Oswego County restaurants and is an exciting way to sample the area's many unique menus at a discounted price. Explore what new restaurants have to offer or visit old favorites. Restaurants that would like to participate or businesses that would like to sponsor should contact Sara Broadwell, GOFCC events and membership manager, 315-591-5491.



The Oswego-Fulton Farmers Markets, presented by Oswego Health

What better way to shop local than to enjoy farm fresh, local seasonal products, meat and eggs, and sumptuous baked goods? The Oswego-Fulton Farmers Markets, presented by Oswego Health have something for everyone. Starting June 9, stroll through the Oswego Market, 4 to 7:45 p.m., Thursday evenings, or kick off your weekend June 11 by strolling through the Fulton Market from 8 a.m. to noon on Saturdays. Interested in becoming a vendor at the Oswego-Fulton Farmers Markets? Contact Sara Broadwell to apply.



GOFCC Golf Social, presented by Novelis

The GOFCC continues its annual Golf Social, presented by Novelis. The four-person captain and crew tournament brings together business and community members for a relaxing day of golf and fun. Registration begins at 9:15 a.m. with a grab-and-go breakfast. A shotgun start at 10 a.m. follows, with lunch provided at the turn. After the 18-hole round, there will be a grab-and-go or dine-in dinner available, as prizes and awards are announced. The GOFCC and the Oswego Country Club will follow appropriate New York State and CDC guidelines. See page 21 for details.

PRESENTING SPONSOR

Novelis

Not just aluminum, Novelis Aluminum.™

BUSINESS SPONSORS



COMMUNITY SPONSOR



TEE SPONSOR



LUNCH AT THE TURN SPONSOR



GOLF CONTESTS SPONSOR



HOLE IN ONE SPONSOR



MORNING RECEPTION SPONSOR



SUPPORTING SPONSOR



PRINTING SPONSOR



New Members

Fulton Community Development Agency

The Fulton CDA assists the community in providing quality public housing, urban planning, community visioning and economic development services in a timely and competent manner by working with community partners and local government units to create a sustainable, healthy, environmentally comprehensive, social and economically sound community.

125 W. Broadway, Fulton, NY 13069 315-593-7166
www.fultoncda.com

Trinity Catholic School

Trinity Catholic School is committed to holding its students to the highest educational standards while encompassing community and spiritual values. As the only Catholic school in Oswego County, it prides itself on providing an educational choice for parents who are looking for a school where children are treated like family and an emphasis is placed on community. The care and compassion they have for their students and the commitment to educating the whole child makes Trinity Catholic School a unique place. Academics are rigorously emphasized, but equally important is the social, spiritual, physical and moral development of each child.

115 E. 5th St., Oswego, NY 13126 315-343-6700
www.oswegotrinitycatholic.org

Ambassadors

GOFCC Ambassadors welcome new members and provide recognition to businesses celebrating grand openings, reopening, company anniversaries and other important milestones. GOFCC wants to recognize and celebrate members' special events. Please contact **Katie Toomey** to share your recent milestone or learn how you can join the Ambassador committee.



Raby's kitchen/bath, located at 249 Washington Blvd., Oswego, celebrates its showroom with a ribbon cutting to honor the grand opening of this extension to Raby's ACE Home Center.



Eastside Nutrition, located at 293 NY-104, Oswego, celebrates its anniversary after opening amid the pandemic. Courtesy: I Heart Oswego



The Port of Oswego Authority, located at 1 E2nd St., Oswego, opened its new, state-of-the-art USDA Grain Lab. The Ambassador committee joined city officials, SUNY Oswego and the Port board of directors to commemorate the event. Courtesy: Steve Chirello Advertising

MEMBER ESSENTIALS

Turning Stone earns prestigious 2022 Forbes Travel Guide Four-Star Awards for The Lodge, Skana Spa, TS Steakhouse and Wildflowers.



Wegmans plans to open its first store on Long Island.

Bob Griffin is new regional director for **Small Business Development Center**.



Buffalo firm buys family-held Cicero manufacturer, **ICM Controls**.

Berkshire Bank's James Morris moves into expanded role as regional president of the New York region.

Bond, Schoeneck & King acquires Long Island law firm.

Dr. Warren M. Hilton to become the next president of **Onondaga Community College**.



Cayuga Centers earns 2022 Great Place to Work certification.

Port of Oswego collaborates with **SUNY Oswego** to operate a state-of-the-art grain testing lab. **SUNY Oswego** alumnus donates over \$1 million to support DEI institute.



AmeriCU named one of the Best Companies to Work for in New York for the sixth year.

Advance Media New York creative team wins 10 New York state creative awards for work done in 2021, and **two gold awards at international competition**.

Ernst & Young LLP has named Mac Cummings, CEO & co-founder of **Terakeet**, a New York finalist in its 2022 Entrepreneur of the Year Award.



Syracuse University officially renames stadium JMA Wireless Dome.

Ale 'n Angus named best burger joint in New York for the 6th time.



South Korean company Lotte to buy **Bristol Myers Squibb** plant in East Syracuse.

AT&T teams up with the City of Buffalo and Mayor Brown to launch a simple Text-to-Give campaign from any wireless provider to support families and community members affected by the tragedy in Buffalo.

Text **BUFFALO** to 2022 to donate

\$10* 

to the **Buffalo Together Community Response Fund** and the **Buffalo 5/14 Survivors Fund** to help the community and the families of the victims affected by the tragic event in Buffalo.

* Donations can be made regardless of your wireless provider.



Share Member News with Us! **Submit your member news** at www.centerstateceo.com/add-member-news



MEMBER MILESTONES

CenterState CEO would like to thank the following members for reaching membership renewal milestones in June and for supporting CenterState CEO for many years to enrich and improve the business community.

15 YEARS

R.K. Johnson & Associates Insurance Agency, Inc.

10 YEARS

Syracuse Orthopedic Specialists, PC
 Greater Manlius Chamber of Commerce
 Greater Liverpool Chamber of Commerce, Inc.
 Greater Baldwinsville Chamber of Commerce
 Cayuga County Chamber of Commerce
 Cortland County Chamber of Commerce
 Greater Utica Chamber of Commerce
 Cicero - Plank Road Chamber of Commerce

5 YEARS

Crown Castle
 Chimera Integrations, LLC

CENTERSTATE CEO ECONOMIC CHAMPION

Pathfinder Bank

Pathfinder Bank is dedicated to bettering the communities where its employees live, work and play. For more than 160 years, Pathfinder has proudly served areas across Central New York, and continues its mission by expanding its presence in the Onondaga County market. Pathfinder's newest branch, built inside a historic mansion on Syracuse's Southside, will open this summer after interior renovations are complete.



With this branch, Pathfinder will provide an environment of trust to potential and existing customers in the South and Southwest corridors of Syracuse, offering a variety of economic opportunities, such as financial services, education, affordable loan and deposit products and services.

The W. Onondaga Street location will mark the fourth branch in Onondaga County and the second Syracuse location. It will provide new job opportunities, access to business prospects and personal banking needs. Pathfinder has preserved the historic features of the mansion that adds to the rich culture of Syracuse's Southside.

Pathfinder Bank is excited to have Shynique Gainey join its team as the branch manager for this new location. Gainey was born and raised in Syracuse and her knowledge of the community will be an instrumental part of the branch's success.

Pathfinder's mission is to invest, positively impact, and support the communities it serves for years to come. Pathfinder thanks CenterState CEO for recognizing the hard work being infused into its Southside branch and looks forward to opening this new chapter.

This feature of CEO Essentials spotlights local companies that are "Economic Champions" because of their success in adding jobs, expanding their products or services, gaining national recognition or contributing to the success of the region in special ways.



Pathfinder Bank's newest branch is located at 506 W. Onondaga St., Syracuse.



**A Legacy of Commercial
& Business Banking**



Flexible



Experienced



Responsive



Decisions Made in Central NY

solvaybank.com/biz • 315-484-2209

CENTERSTATE CEO AMBASSADORS

CenterState CEO Ambassadors welcome new CEO members and provide recognition to businesses celebrating grand openings, reopenings, company anniversaries, and other important milestones. CEO wants to recognize and celebrate members' special events. Please contact Justin Miller at 315-470-1818 or ambassadors@centerstateceo.com to share your recent milestone or learn how you can join the Ambassador committee.



E. Smith Contractors, located at 108 W. Jefferson St., Suite 501, Syracuse, celebrate its new location.



Home Sweet Home Cleaning & Gardening LLC, located at 100 E. Seneca St., Manlius, celebrates its new location.



The William G. Pomeroy Foundation, located at 492 E. Brighton Ave., Syracuse, celebrates the one-year anniversary of National Historic Marker Day, along with its National Day Calendar recognition.



Le Mélange, located at 309 W. Fayette St., Syracuse, celebrates its grand opening.

COMMITTED TO COMMUNITY

Visions is about people, not profits. Giving back is what we do. Visions supports hundreds of causes with donations that fund good works, employee volunteers who pay it forward, and sponsorships that support community events. Because Visions Cares, where you bank can help you and your community.

We are proud to support CenterState CEO!

VISIONS
FEDERAL CREDIT UNION
visionsfcu.org/cares

Come visit us!

Cicero Office
5788 E Circle Dr.

Syracuse Office
500 Erie Blvd W

800.242.2120

Federally insured by NCUA

Discover Northern Italy and its Lakes

**Highlights: Padua, Venice,
Glassblowing Demonstration,
St. Mark's Square, Lake Garda,
Sirmione, Lake Maggiore,
Lake Lugano, Lake Como
and Bellagio**

NEW DATES
September 7-15, 2022

Includes 10 meals and round-trip air fare from Syracuse Hancock International Airport
Per person prices: Single \$4,599; Double \$3,999; Triple \$3,969

Reserve your spot, contact Jennine Lombardi at (315) 701-2648 or JLombardi@nyaaa.com

NUAIR Partners with CAL Analytics and FAA to Develop Methods for Certifying DAA Services for Drone Operations

CAL Analytics is deploying its detect and avoid (DAA) service and contingency management platform (CMP) within New York’s 50-mile Drone Corridor and Federal Aviation Administration (FAA)-designated uncrewed aircraft systems (UAS) Test Site at Griffiss International Airport, managed by NUAIR. The organizations are working jointly on a Technical Assistance program with the FAA to enable and approve a DAA service for low-altitude beyond visual line of sight (BVLOS) UAS operations.

Current regulations require drone operators to always have a pair of human eyes visually monitoring the airspace where the drone is flying, limiting the ability to fly long distances. Without being able to see the drone, the system needs the ability to detect and avoid obstacles in the air and on ground to assure the safety of both crewed and uncrewed aircraft. The ability to safely fly BVLOS is the key to unlocking the full potential and economic advantage of routine commercial drone operations like medical and package deliveries.

The DAA service will be CAL’s newest UAS traffic management (UTM) service being brought to market and builds off its existing contingency management platform (CMP), which provides a suite of UTM services. CAL’s CMP will offer critical airspace services, including situational awareness from Kongsberg, conflict detection from CAL, health monitoring by ResilienX, and various weather services from TruWeather Solutions to help ensure the safe operation of uncrewed aircraft. ResilienX and TruWeather are both participants in CenterState CEO’s GENIUS NY accelerator.

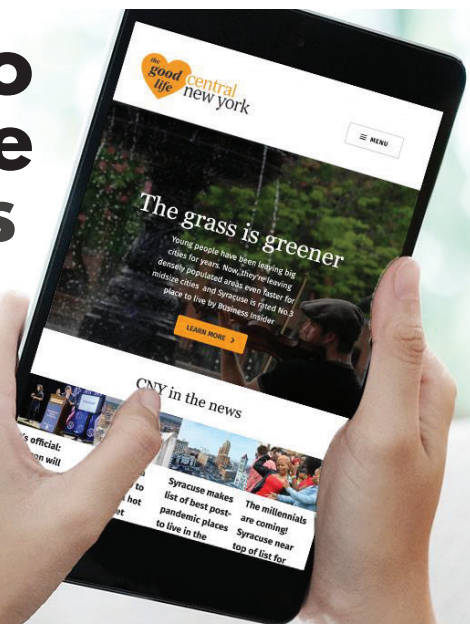
The BVLOS flight operations will be performed by NUAIR at the New York UAS Test Site, one of just seven FAA-designated UAS test sites in the United States. The CAL technology will provide several key services enabling safe BVLOS operations within New York’s 50-mile UAS Corridor instrumented with radar, communication networks, including 5G and other leading-edge technologies that facilitate advanced drone operations.



Drone and airplane sharing sky over Rome, New York.

How to sell CNY's good life to your candidates

Visit www.GoodLifeCNY.com
For everything you need to market
Central New York
Contact Ben Sio to get involved
315.470.1838
Bsio@centerstateceo.com



A project of
CenterState CEO

Downtown Farmers Market Returns to Clinton Square for its 50th Season

June 14 to Oct. 11

The Downtown Farmers Market returns to Clinton Square for its 50th season starting Tuesday, June 14. Every Tuesday, rain or shine, the region's best farmers and produce dealers set up shop in Clinton Square to offer open-air access to fresh and seasonal fruits, vegetables, plants, baked goods and more. The market continues weekly through Oct. 11. Each month, there will be live music during lunchtime. The Food Bank of Central New York will return in July for its Just Say Yes to Fruits & Vegetables sessions, providing nutrition education activities.

To show appreciation for the many sectors that make up the downtown community, a different sector or industry will be highlighted each week. Vendors that fit one or more categories listed below, should stop by the Downtown Committee's Information Booth on "their day" to receive a free swag item. In addition, those identifying as part of the group being recognized on a particular date will be eligible to enter a free drawing (designated exclusively for the "group of the day") to win a \$50 gift card to a downtown Syracuse business. The Downtown Committee will also offer a weekly drawing for all market patrons throughout the season.

Those interested in Downtown Farmers Market happenings are encouraged to sign up for the Downtown Committee's Farmers Market Newsletter, distributed every Monday afternoon throughout the market season.



Celebrate the Community at the Downtown Farmers Market

- June 14: Opening Day
- June 21: Marketing, Advertising & Communications
- June 28: Accounting, Financial Services & Business Services
- July 5: Downtown Residents
- July 12: Design (including architecture, landscape architecture, industrial design, and graphic design)
- July 19: Retail & Restaurants & Hospitality
- July 26: Arts & Culture

See the complete schedule.



Downtown Committee Invites Community to Annual Meeting

Noon, Thursday, June 23

The Downtown Committee returns to an in-person celebration highlighting the people, projects and places that have contributed to downtown Syracuse's growth, diversity and overall vibrancy during the 2021-2022 fiscal year. A highlight of the event is the presentation of the Downtown Awards of Excellence by Downtown Committee Board of Directors Chair Anthony Fiorito and Executive Director Merike Treier. Three individuals (or organizations) will be recognized in the categories of Urban Innovation, Perfect Partner and Heart of Downtown who have been actively involved in making good things happen throughout the community. Treier will also highlight the incredible growth happening as part of the State of Downtown Report.

Tickets for the Downtown Committee's Annual Meeting are on sale at DowntownSyracuse.com.



Join us for the
**DOWNTOWN COMMITTEE
OF SYRACUSE
ANNUAL MEETING**

June 23, 2022, 12 noon
Oncenter

Tickets:
www.DowntownSyracuse.com

PRESENTED BY:



CORPORATE SUPPORT:



MEDIA SUPPORT:



EVENTS

CenterState CEO Golf Tournament Tuesday, Sept. 13

The Links at Erie Village
5904 N. Burdick St., East Syracuse
Registration 8 a.m.
with shotgun start at 9 a.m.

Register by Sept. 9 or contact **Lisa Metot** at 315-470-1870 for more information.

Don't miss CenterState CEO's summer golf tournament. Invite your staff, colleagues, vendors or clients for an 18-hole round of captain and crew followed by a steak bake barbecue. Each player receives light refreshments before tee-off, on-course games, beverage cart and a steak bake barbecue with two beverages included in the package. Not available to golf? Attend the Steak Bake!

Cost: Foursomes: \$650/members,
\$750/non-members.
Individuals: \$165/member,
\$175/non-member.
Steak Bake only: \$60/members,
70/non-members.

Sponsorship opportunities are available. Contact **Beth Savicki** at 315-657-0423 to learn more.

Register at www.centerstateceo.com/events or call 315-470-1800.

Empire State Development Informational Workshop Round 12 CFA Funding Forum, June 1

9 to 10:30 a.m. | Virtual

Businesses and organizations interested in learning more about New York state's consolidated funding application (CFA) grants are invited to attend this informational workshop. Empire State Development (ESD) Central New York Deputy Director Daniel Kolinski will provide an overview of the \$1 billion in economic and community development funding opportunities available in this year's CFA competition. Kolinski will also provide information on new grant funding initiatives in this year's State budget. A question-and-answer period will follow the presentation.

Cost: Free. **Register.**

Kingston-Syracuse Pathway Cross Border Conference, June 7

8:30 a.m. to 4 p.m.

Holiday Inn Kingston-Waterfront, Kingston, Ontario

The Pathway Partnership provides companies with resources to grow into international markets. This conference focuses on the health and life sciences sectors. Topics include vaccines, global health, infectious diseases, health care systems and the changes COVID-19 has put on them. Featuring a keynote by Alison Turner of PnuVax, panel discussions, pitch competition and fireside chat. Attendees will learn about game-changing trends; share new ways to improve health care; and network with Ontario and New York state leaders. Partners: Kingston Economic Development; Queen's University; Kingston Health Sciences Centre; CenterState CEO; Upstate Medical University; and the CNY Biotech Accelerator. Cost: Free to CenterState CEO members and Syracuse businesses. **Contact David Mankiewicz to register.** Capacity is limited.

Small Business Toolbox Series

Surviving Disaster, continues June 7

9 to 10 a.m. | Virtual

We've all learned that disaster can strike – in any form – with no advance notice. Learn readiness, relief and long-term recovery resources from the U.S. Chamber of Commerce. Whether you're just starting a small business or expanding your current one, this last session of the six-part series has the tools, resources and expert advice you need to educate yourself on entrepreneurial best practices and keys to success. Sponsored by Solvay Bank.

Cost: \$10 for members; \$20 for non-members. **Register.**



Understanding Child Care Subsidies Available to Employees, June 9

9 to 10 a.m. | Virtual

The cost and availability of child care creates challenges for individuals and employers seeking to retain valuable employees. Speakers will provide an overview of child care financial assistance available to Onondaga County residents. Employers can learn how to help current and prospective employees access this benefit, and help more individuals get the care they need while contributing to its organization's workforce. Speakers: Sarah G. Merrick, commissioner, Onondaga County Department of Social Services – Economic Security, and Lori A. Schakow, executive director, Child Care Solutions.

Cost: Free. **Register.**

UMEA's Spring Networking Reception, June 9

5:30 to 7:30 p.m.

Lincoln Building, 109 Otisco St., Syracuse

Join the Upstate Minority Economic Alliance (UMEA) members, business resource partners and community stakeholders for a fun networking event and to celebrate the achievements of the Syracuse Builders Exchange cohort. Hosted by UMEA.

Cost: Free. **Register.**



Business After Hours, June 14

5 to 7 p.m.

Gerharz Equipment, 220 Teall Ave., Syracuse

Join us for a Business After Hours at Gerharz Equipment, the leader in restaurant design, equipment, parts and supplies in Central New York. Tour its new 90,000-square-foot expansion while networking with members and colleagues. Gerharz Equipment will offer a 10% discount on any purchases in its showroom, which includes hundreds of chef quality kitchen utensils and more. Sponsored by Spectrum Reach.

Cost: \$5 for members; \$10 for non-members. **Register.**



Tech & Culture Series Featuring Dakir Thompson, June 22

5:30 to 6:30 p.m. | Virtual

Meet Dakir Thompson, a local tech professional who attributes his current success as a software engineer to the grit, wits and resolve he garnered from growing up in Syracuse's inner city. He graduated with an associate degree in Applied Science from Morrisville State College and a Bachelor of Arts in General Science from Le Moyne College. Thompson later discovered his passion for computer programming and taught himself enough skills to land his first computer programming job at Lockheed Martin in 2019. Hosted by Generation Next, the Tech & Culture Speaker Series promotes diversity, inclusion and belonging in tech-related fields through diverse speakers who are leading in the tech industry. Sponsored by JPMorgan Chase & Co.

Cost: Free. [Register](#).

JPMORGAN
CHASE & CO.

2022 Downtown Committee Annual Meeting, June 23

Noon to 1:15 p.m.

Convention Center at Oncenter – Ballroom, 800 S. State St., Syracuse

A celebration of the announcements, people, projects and places that have contributed to downtown's growth, diversity and overall vibrancy. Presented in partnership with Pathfinder Bank, the event includes the presentation of the Downtown Awards of Excellence, honoring individuals for their positive contributions to the downtown Syracuse community. A State of Downtown Report — presented by Downtown Committee Executive Director Merike Treier — highlights investment activities underway and previews projects on the horizon.

Cost: \$50 per person; \$400 per table of eight. [Register](#).



Tech & Culture Series Featuring Makeda Davis, July 20

5:30 to 6:30 p.m. | Virtual

Meet Makeda Davis, a software engineer at Lob Technologies Inc. Her life changed when she stumbled upon the opportunity to learn coding through an email. At the time, she was working a job paying slightly over minimum wage, living in NYC and trying to provide for her daughter who was pregnant and not working. Makeda had also just been released from prison having served a 9.5-year sentence. Hosted by Generation Next, the Tech & Culture Speaker Series promotes diversity, inclusion and belonging in tech-related fields through diverse speakers who are leading in the tech industry. Sponsored by JPMorgan Chase & Co.

Cost: Free. [Register](#).

JPMORGAN
CHASE & CO.

GREATER OSWEGO-FULTON CHAMBER OF COMMERCE EVENTS



GOFCC Annual Golf Social, presented by Novelis, June 13

9:15 a.m. Registration; 10 a.m. Shotgun Start

Oswego Country Club, 601 W. 1st St., Oswego

This four-person captain and crew tournament brings together business and community members for a relaxing day of golf and fun. Registration begins at 9:15 a.m. with a grab-and-go breakfast. A shotgun start at 10 a.m.

follows, with lunch provided at the turn. After the 18-hole round, there will be a grab-and-go or dine-in dinner available while prizes and awards are announced. Presented by Novelis. GOFCC and the Oswego Country Club will follow appropriate New York state and CDC guidelines.

Cost: GOFCC and CenterState CEO members: \$140 person, \$550 per foursome; non-member cost: \$165 person, \$650 per foursome. [Register](#).

Novelis
Not just aluminum. Novelis Aluminum.™

Look for updates at www.oswegofultonchamber.com.



Is there a topic you would like to see presented at an upcoming webinar?

Let us know! Contact Lisa Metot at lmotot@centerstateceo.com

Save the date...

Race for Equity, August 25

Pineview Run: Auto & Country Club, LaFayette

CenterState CEO is hosting its first Race for Equity event to raise funds to support nonprofits that are seeking to engage in diversity, equity and inclusion work within their organizations.

Sponsorships are available, contact [Beth Savicki](mailto:Beth.Savicki@centerstateceo.com) or 315-657-0423. Questions? Contact resi@centerstateceo.com.



CENTERSTATE CEO VIRTUAL EVENTS EDUCATE & CONNECT MEMBERS

CenterState CEO brings engaging speakers and critical information to its members and the business community for networking, professional development, community engagement and more. Recent highlights included:



CEO | NETWORKING - Business Before Hours, featuring Click
Attendees thoroughly enjoyed connecting and networking with colleagues at the first in-person Business Before Hours in more than two years! Small Business Week was the perfect time to learn about Click, CenterState CEO’s new digital chamber of commerce solution for members. This new interactive portal connects members to a community of peers and puts resources and expert level support at one’s fingertips. **Learn more about Click.** Sponsored by Solvay Bank.



CEO | BUSINESS TACTICS - Small Business Toolbox Series: Executing Your Business Plan
John Liddy, entrepreneur in residence at The Tech Garden, lead participants through the steps to execute a small business plan. He discussed the keys to a solid business plan and the importance of making sure the plan is executed to achieve one’s goals once the business is up and running. Presented by Solvay Bank.



CEO | BUSINESS TACTICS – Small Business Toolbox Series: Show Me the Money
Solvay bank executives Bill Murphy, VP, chief retail banking officer; Amber Cavallaro, VP, retail banking manager; and Russell Sturtz, VP, commercial loan officer, discussed how working with one’s bank is more than just deposits and withdrawals. Attendees learned how their relationship with their banker can help ensure they are making the best fiscal decisions for their businesses, and themselves. Sponsored by Solvay Bank.



CEO | NETWORKING - Tech & Culture Series Featuring Nasiah Johnson
Nasiah Johnson was born in Brooklyn, New York, and raised in a neighborhood notorious for its high crime and poverty rates. Johnson talked about how lucky he was to have two hardworking and supportive parents who made him believe he could become anything he wanted. Johnson graduated from the University at Buffalo with a Bachelor of Science in Electrical Engineering in 2019 and currently serves as a systems engineer at Lockheed Martin. He also volunteers for “100 Black Men.” Hosted by Generation Next, the Tech & Culture Speaker Series promotes diversity, inclusion and belonging in tech-related fields through diverse speakers who are leading in the tech industry. Sponsored by JPMorgan Chase & Co.

NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months, each new member will be contacted by a volunteer from CenterState CEO’s Ambassador Committee, chaired by Michelle Salvagno, The Garam Group.

Center for Family Life and Recovery, Inc. (CFLR) - Employee Assistance Program
Center for Family Life and Recovery (CFLR) supports individuals struggling with addiction, mental health and behavioral issues by inspiring hope, providing help, promoting wellness and transforming lives. Programming includes prevention, recovery, clinical, employee assistance program counseling and workforce training services. Headquartered in the Mohawk Valley and Utica area, with locations in Herkimer, Rome and Syracuse, serving New York state and beyond through innovative client-centered services.
Sara Haag
502 Court St., #401, Utica, NY 13502
shaag@cflrinc.org
800-729-6822
www.whenthereshelpthereshope.com



**CENTERSTATE
CORPORATION FOR ECONOMIC OPPORTUNITY**