

CENTERSTATE CEO AND OSWEGO-FULTON CHAMBER OF COMMERCE FORM STRATEGIC PARTNERSHIP

The Oswego-Fulton Chamber of Commerce and CenterState CEO have developed a new strategic partnership to increase the reach and influence of both organizations. The new partnership provides immediate advantages to businesses and key community stakeholders through results-driven programs and services.



CenterState CEO
Greater Utica Chamber of Commerce
Cayuga Chamber of Commerce
Cortland County Chamber of Commerce
Greater Oswego-Fulton Chamber of Commerce

“This new partnership enables us to act regionally and enhance the value and services we provide our members,” said Robert Simpson, president, CenterState CEO. “By working together on a broader scale, we are better positioned to address our common challenges and pursue new opportunities, ultimately driving a stronger regional economy to support all the businesses we serve.”

Both CenterState CEO and the Oswego-Fulton Chamber of Commerce will remain independent organizations. However, member will receive reciprocal benefits, increased member and business engagement opportunities, an amplified voice for business advocacy and a greater access to economic development assistance.

“Our partnership with CenterState CEO brings a new level of regional engagement to our business community,” said Greg Mills, executive director, Oswego-Fulton Chamber of Commerce. “There

continued on page 4



CNY Regional Council Recommends 45 Projects



Tech Garden Receives NEDA 2015 Best Practice Award



Enjoy a Holland and Belgium River Cruise Next Spring



CenterState CEO Events: B2B Marketplace & Economic Champion Luncheon

CENTERSTATE CORPORATION FOR ECONOMIC OPPORTUNITY

2015 B2B MARKETPLACE

REGISTER NOW TO SCHEDULE UP TO 18 APPOINTMENTS!

PRESENTED BY

WEDNESDAY, **OCTOBER 14** ONCENTER
8 AM - 4 PM

CenterState CEO’s 2015 B2B Marketplace, presented by Time Warner Cable Business Class, is a daylong reverse business tradeshow that targets key decision makers and top sales performers, raising the level of attendees with whom you’ll connect. Don’t miss this opportunity to exhibit, market your company, make deals and form successful business partnerships.

Register now to schedule up to 18 appointments with companies interested in doing business with you!

www.CenterStateB2BMarketplace.com

GREAT CONNECTIONS | NEW POSSIBILITIES | ALL BUSINESS



GOVERNMENT RELATIONS

CenterState CEO Testifies on the Future of Broadband and the Internet



The New York State Public Service Commission released its Assessment of Telecommunications Services report “to present a factual overview of the current landscape for communications in New York state.” This work provides an important tool for the Commission and the Legislature to plan for the industry’s future and infrastructure. The Commission held public hearings and invited comments. CenterState CEO submitted written testimony that focused on the future of broadband and the Internet.

1. Find ways to incent and support more robust broadband and super-speed Internet to more of the state. The telecommunications industry and providers have done well to continue their investments and to meet market needs. New York state, particularly Upstate, needs to expand the areas that have access to a competitive market for 100 Mgps or better. Industry responds to market demand, but the demand must be proportionate to justify the investment. Start with areas where a higher level of demand becomes the tipping point so that businesses can launch, expand and grow, or be attracted.
2. Create targeted areas of innovation for telecommunications investment. New York has created the START-UP NY program

and selected Innovation Hot Spots located in business/technology incubators, including one in Central New York. There is a clear need for ever faster Internet as a critical operational need for the innovation ecosystem. Since New York has a number of these areas already designated, PSC incentives, programs and regulations should build upon the investment and infrastructure that already exists.

3. The future of broadband technology – what and where? As telecom evolves from dial-up, to fiber and Wi-Fi, its evolution is continuing more rapidly than ever. The PSC should be ever mindful of developments in this realm. While the assessment presents the history and the current state of the industry, it has not looked very far into the future. The future is difficult to predict, but there are some indicators on the horizon. Future considerations, for example, should consider the potential for unmanned systems, as currently identified by the work of Facebook and Google to provide Internet services to New York state and beyond.

For the full study, to comment and for more information, go to www.askpsc.com and click on Case 14-C-0370 Study of the State of Telecommunication in New York, or contact Deborah Warner, vice president for Public Policy and Government Relations at 315-470-1845 or dwarner@centerstateceo.com.

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ECONOMIC CHAMPIONS LUNCHEON

Celebrating CNY's Business Legacy

Wednesday, October 14, 2015

11:30 Registration | 12:00 to 1:30 Luncheon & Program

Oncenter, 800 S. State St., Syracuse

Register by October 7, 2015 at: www.centerstateceo.com/events

Or contact, Lisa Metot at (315) 470-1870 or lmotot@centerstateceo.com

Featured Speakers

Jim Fox
CEO, O'Brien & Gere
Celebrating 70 years

Janet Callahan
Managing Partner, Hancock Estabrook LLP
Celebrating 125 Years

Eric Allyn
Board of Directors, Welch Allyn
Celebrating 100 Years

The Community Visionary Award sponsored by *Wegmans* will be presented to ProLiteracy

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2015 B2B Marketplace

Wednesday, October 14, 2015

8 a.m. - 4 p.m. at the Convention Center at Oncenter

- 8 to 9 a.m. **Morning Coffee**
- 8:30 to 10 a.m. **Education Session: Leadership - Dale Carnegie**
- 10 a.m. to 12 p.m. **B2B Marketplace** (for pre-scheduled appointments and exploring the tradeshow floor)
- 12 to 1:30 p.m. **Economic Champions Luncheon**
- 1:30 to 4 p.m. **B2B Marketplace** (for pre-scheduled appointments and exploring the tradeshow floor)
- 2:30 to 4 p.m. **Education Session: Business Development - TEDCenter**
- 4 to 5:30 p.m. **Networking Reception**

Presented by: **TIME WARNER CABLE Business Class**

Admission Costs	CenterState CEO Member (per person)	Non-member (per person)
All sessions (no luncheon)	\$99	\$125
All sessions + luncheon	\$149	\$180
Luncheon + B2B Marketplace Floor (no appointments)	\$55	\$65
Networking Reception + Education Sessions + B2B Marketplace Floor (no appointments)	\$50	\$60
Education Seminars only	\$20	\$30
Networking Reception only	\$20	\$30
B2B Marketplace exhibit floor only	\$5	\$5

B2B Marketplace Education Session Speakers

Sponsored by: **syrcuse.com** THE POST-STANDARD

Leadership: Power of Engagement, Achieving Loyalty, Innovation and Profits

8:30 to 10 a.m.

Leslie English

Dale Carnegie®

English is an award-winning training consultant and the owner of Dale Carnegie of CNY.

Business Development: Uncover Clues for Business Growth

2:30 to 4 p.m.

Connie Whitton

TEDCenter and Whitton Consulting Group LLC

Whitton is an instructor at the Talent & Education Development Center at University College of Syracuse University and president of Whitton Consulting Group LLC.

For more details visit: www.centerstateb2bmarketplace.com

Parking for both events is FREE in the Oncenter parking garage and lot, across from the Oncenter.
For more information, contact Lisa Metot at (315) 470-1870 or lmotot@centerstateceo.com.

STRATEGIC PARTNERSHIP from front page

are many elements of this new collaboration that will benefit our members, and we are excited to begin delivering an even higher level of value to them.”

Each organization will maintain an independent board of directors that will provide fiscal control and oversee strategic direction. Efficiencies will be achieved through a shared services agreement, covering back office operations, economic development support, advocacy, and additional program support. The boards of directors of both organizations have committed to work proactively with staff and members to ensure that this new alliance meets its goal to drive local and regional community prosperity.

“I am truly excited about this new opportunity to mutually engage the members of the Oswego-County Chamber with those of CenterState CEO and the CenterState Chamber Alliance,” said Deborah Stanley, president of SUNY Oswego and chairman of CenterState CEO. “I am confident that members of both organizations will realize the important benefits of this collaboration. I am committed to doing my part to ensure that this shared-vision for business growth and economic prosperity is fully realized.”

Additionally, the Greater Oswego-Fulton Chamber of Commerce joins CenterState CEO, the Greater Utica Chamber of Commerce, the Cortland County Chamber of Commerce, and the Cayuga County Chamber of Commerce in the CenterState Chamber Alliance. The role of the Alliance is to increase collaboration of businesses throughout the region and to have a greater voice on issues important to our collective members.



CENTERSTATE CEO ECONOMIC CHAMPION

OneGroup

OneGroup, a leading risk management, insurance, benefits, human resources and business consulting company is now located in its newly renovated home at 706 N. Clinton St. in Syracuse’s historic Franklin Square and Inner Harbor area. The former National Biscuit Company bakery is now known as OneGroup Center. The building has been converted to more than 37,000 square feet of office space, 24,000 square feet of which is used by OneGroup.

In the last three years, OneGroup has created nearly 50 new jobs in the region. Its state-of-the-art facility greatly increases the company’s growth potential and opportunity for employment. The OneGroup brand name was a direct result of the merging of several of the area’s leading businesses including, Bailey and Haskell Insurance, Benefit Consulting Group, Workplace Health Solutions, Schenectady Insuring Agency and several smaller insurance agencies.

“The strategy has always been to fully integrate these companies, combining the people and services into a single, seamless experience for our clients,” said Pierre Morrisseau, chief executive officer of OneGroup.

The renovated space features an open workplace concept and a few assigned offices, a large café and coffee bar, soft seating and meet-up areas, and a large training/educational theater that will seat up to 125 people or can host three events simultaneously.

“We’re investing heavily in new technologies in video and telephony to ensure our many field offices are involved, and making our facilities available to our clients and the public,” said John Catanzarita, chief operating officer of OneGroup.



The newly renovated OneGroup Center features open work areas to allow for collaboration among employees and experts.

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

BREAKING NEW GROUND BETWEEN MAN AND MACHINE

Aurora Flight Sciences made history over Central New York this summer flying multiple unmanned flights of its Centaur optionally piloted aircraft (OPA) from Griffiss International Airport in Rome. The successful test flights were conducted in collaboration and compliance with the Unmanned Aircraft Systems (UAS) Test Site located at Griffiss and managed by the Northeast UAS Airspace Integration Research (NUAIR) Alliance, a CenterState CEO affiliate. This milestone was the first time any large-scale fixed wing aircraft has flown at any of the six FAA designated unmanned aircraft test sites in the U.S.

This month Aurora, a leader in the development and manufacturing of advanced unmanned systems and aerospace vehicles, returns to Griffiss to continue testing based on past accomplishments.

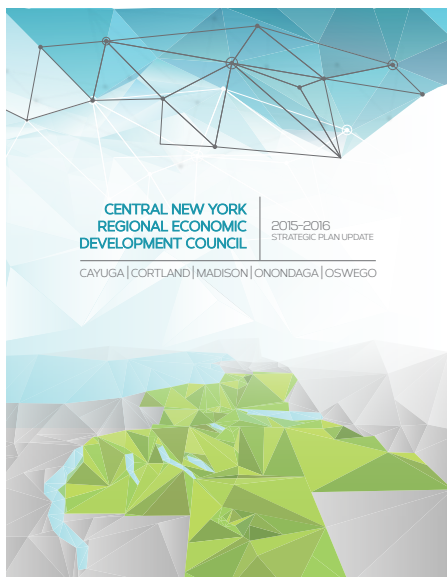
“This aircraft is coming into high demand from a range of customers in the U.S. and abroad,” said Dr. John S. Langford, chairman and CEO of Aurora. “The flights conducted at the Griffiss site enable our company to offer customers an aircraft that has been at the leading edge of efforts to integrate unmanned aircraft into the U.S. national airspace.”

OPA systems are able to fly with or without a human crew on-board. OPA aircraft are a low-cost UAS alternative that is unrestricted by human limitations, can operate under adverse conditions and have greater endurance. Conversion to the unmanned flight mode provides flexibility for many applications and enables access to airports without large transport aircraft.

Visit www.nuairalliance.org to learn more about the services and facilities provided by the NUAIR Alliance and news about the UAS industry.



CNY REGIONAL COUNCIL RECOMMENDS 45 PROJECTS



The Central New York Regional Economic Development Council (CNY REDC) recently submitted its fifth progress report to New York state.

Along with its progress report, the CNY REDC is recommending 45 priority projects for state funding that will leverage \$466.7 million in private and other funding for total project expenses of more than \$496.8 million, and a five-year total payroll of more than \$96 million. Together, they support the creation of 1,027 new jobs, the retention of 140 existing jobs, and leverage a return on investment of 14 to 1.

Beyond the projects, the 2015 REDC process also presents several opportunities to advance new and ongoing projects that align with statewide priorities. Central New York is already leading the way on regional priorities set forth by Gov. Andrew Cuomo in this round.

During the last five years, the REDC has accelerated an evolution in CNY’s economic development by providing a forum for new thinking, stronger partnerships, growth-oriented investments, and creating an incubator for new initiatives to bolster economic growth.

The region’s Upstate Revitalization Initiative will be submitted to the state by October 5, where it is competing for \$500 million in funding. Awards are expected to be announced in mid-December. To learn more, visit <http://regionalcouncils.ny.gov/content/central-new-york>.



Over the past four rounds, Central New York has been awarded \$344 million in state support and investment, more than any other region in the state. The diligence of the council and collaboration with local economic development organizations to troubleshoot projects is evidenced by unprecedented regional success. During the past four rounds, 75 percent of Priority Projects are complete or on schedule. **That represents 105 projects that have leveraged more than \$1 billion in private investment.**

TECH GARDEN RECEIVES NEDA 2015 BEST PRACTICE AWARD

The Northeastern Economic Developers Association (NEDA) recognized The Tech Garden for its achievements in 2015. The CenterState CEO incubator was honored as a unique community focused economic development project and for its significant expansion.

Earlier this year, The Tech Garden added 18,000 square feet of incubation space to meet a growing demand from entrepreneurs. At this technology campus in downtown Syracuse, programs support entrepreneurs at every stage, from ideation to commercialization and acceleration. The Tech Garden is also home to one of the state's designated Innovation Hot Spots. On average, 35 companies are located at The Tech Garden, employing more than 120 people; additionally there are 20 virtual residents. Annually, more than 60 companies participate in major programs.

"This incubator is truly a benchmark project of innovation for this region and the rest of the country and we are grateful to NEDA for this recognition," said Seth Mulligan, vice president for Innovation Services at CenterState CEO. "Over the past decade, The Tech Garden has created a robust ecosystem for regional entrepreneurs. We will continue to adapt and grow our physical space and programs to meet the evolving needs of the community."

Awards were presented at NEDA's annual conference. For a full list of award recipients visit <http://tinyurl.com/2015neda>. To learn more about The Tech Garden programs and the resources available to entrepreneurs, visit www.thetechgarden.com.

Several CenterState CEO partners and members were recognized by NEDA for their outstanding achievements in 2015.

Best Practice Awardees

L. Michael Treadwell, Operation Oswego County - Lifetime Achievement Award

Brian Anderson, National Grid - Member of the Year Award

M & T Bank - Business of the Year Award

Marketing Awardees

Mohawk Valley EDGE - Marketing President's Award

Operation Oswego County - Outstanding Marketing of Economic Development Products and Services



Check out NEDA's cool video honoring The Tech Garden!
Go to: <https://youtu.be/A17qPuCABpg>.

GRANTS FOR GROWTH ANNOUNCES RECORD NUMBER OF AWARDEES IN ROUND 14

CenterState CEO announced \$675,000 in awards to 13 companies through its Grants for Growth program. Grants for Growth is a unique CenterState CEO seed program that supports innovative applied research projects between universities and industry to improve business competitiveness and create jobs. This investment will create the potential for 873 new jobs and create the potential for more than \$212 million in new revenue.

Over 14 rounds, Grants for Growth has invested nearly \$3.8 million in small and emerging companies thanks to direct support secured by New York State Sen. John DeFrancisco. To date, Grants for Growth has awarded 54 grants and investments totaling more than \$3.8 million, and has leveraged \$44.8 million in additional investments. It is estimated that for every \$18,000 the program invests, a new job that pays an average of \$68,000 a year is created.

Learn more at: <http://thetechgarden.com/grants-for-growth>.



Grants for Growth award recipient Fuz Eller, founder and CEO of Euphony, Inc. explains his product to Sen. John A. DeFrancisco.

Round 14 Awardees

\$25,000 Proof of Concept Grants

Ionica Science
UMA Bioseed
Opterus
Life Unit
Sound Reading Solutions

\$12,500 Proof of Concept Grants

Ecoelectro
Volu

\$125,000 Concept to Marketplace Investments

LC Drives

\$100,000 Concept to Marketplace Investments

Rosie

\$75,000 Concept to Marketplace Investments

Ichor Therapeutics
Pelitex
Euphony
New Age Renewables

Mulligan Nominated for Two Ecosystem Awards



Congratulations Seth Mulligan, vice president for Innovation Services, recipient of two Upstate Venture Ecosystem Awards nominations: Community Catalyst – an individual who organizes programs to bring together diverse startup ecosystem players in a local community and/or increases the amount of capital and number of active early stage investors in a community, and Ecosystem Champion – an individual who catalyzes and supports startup activity across multiple Upstate communities. Winners will be announced on October 9 at the Turning Stone Resort Casino.

The Tech Garden Resident ProZ.com Recognized in MultiLingual Magazine

Tech Garden company ProZ.com has been featured in MultiLingual Magazine for its successful nonprofit translator and interpreter mentoring initiative.

ProZ.com's language industry mentoring program has paired more than 160 mentors and apprentices, with about 65 experienced language professionals currently acting as site mentors. The program's mission is to provide less experienced members of the profession with the opportunity to meet and work one-on-one with an established professional translator or interpreter. Read the article at <http://tinyurl.com/qfu5xt8>.



ProZ.com team: Patrick Dotterer, Matt Petrowski, Maria Kopnitsky and Henry Dotterer.

Buy Local Bash

11.23.15

5:00^{pm} at The F Shed
CNY Regional Market
presented by





Visit buylocalbash.syracusefirst.org to get tickets be a sponsor become a vendor



Celebrating Progress

This October the Downtown Committee continues to celebrate its 40th anniversary with a month dedicated to progress. To help celebrate, CenterState CEO members are invited to a breakfast at SKY Armory on Thursday, October 22. Presenters will share information about three of the most exciting downtown projects:

- Ed Riley will share the story of the rebirth of the historic Hotel Syracuse.
- Bob Doucette will preview the reawakening at Salina and Jefferson streets through the city center and Redhouse project.
- Marilyn Higgins will discuss restoring connections through public art along the Connective Corridor.

An opportunity to mingle with presenters will follow. Tickets to "Good Morning Downtown Syracuse" are \$25, and are available here: www.downtownsyracuse.com/progressbreakfast. Doors open at 8 a.m.; program begins at 8:15 a.m.



Employee Appreciation

September saw a surge in events, unique promotions and incentives for participating in downtown activities geared to the more than 27,000 people who give downtown its heartbeat – the employees who work there. The Downtown Committee released an Employee Appreciation Calendar to thank the employees who have helped bring a new sense of vibrancy to downtown Syracuse. It partnered with O'Brien & Gere – which is celebrating its 70th anniversary this year – to distribute tote bags to 400 O'Brien & Gere employees to show appreciation. The bags included a free ticket to attend the 10th annual Downtown Living Tour on May 21, 2016, a downtown restaurant guide and Downtown Syracuse Historic Walking Brochure, a copy of the calendar and coupons redeemable at several retail shops and businesses.



Downtown Coffee Break

The Downtown Committee partnered with Tim Horton's Cafe and Bake Shop to host a Downtown Coffee Break in Perseverance Park on September 24, treating employees to free coffee and snacks. Tim Horton's provided hot coffee and its caramel apple supreme to all who visited. Hundreds enjoyed free samples from Tim Horton's harvest menu. Local musician Colin Aberdeen played for the crowd.



Syracuse Style

On September 17, Walton Street became a fashion runway. Nearly 1,000 people watched as more than 100 models showed off fashions from 18 downtown retail shops and styles from four downtown salons. The Downtown Committee partnered with local fashion designer Lisa Butler to organize the event. Thanks to all who helped this event sparkle!



MEMBER MILESTONES

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

60 YEARS

Hueber-Breuer Construction Co., Inc.
Schopfer Architects LLP

40 YEARS

Bryant & Stratton College

35 YEARS

Cross Bros. Plumbing, Inc.
DTS Truck Service, Inc.

20 YEARS

Charles Signs, Inc.
Jeff Sargent Snap-on Tools Authorized Franchise
Syracuse Prosthetic Center

15 YEARS

Danlee Medical Products, Inc.

10 YEARS

Bowerman Marketing Group
Enterprise Rent-A-Car
The Jacobs Press
Tom Jurkiewicz Agency
Lipe & Dalton
ShoreGroup, Inc.
Visions Federal Credit Union

5 YEARS

Best Western Plus Carrier Circle
CDM Smith
CNYHomes
Computer Trainer for the Real World
Haun Welding Supply, Inc.
Impact Martial Arts & Fitness - Team Feidt
Place Financial Advisors
SERVPRO of SW Onondaga County
Tech Bridge International
Twin Trees Restaurant (Original)
VNA Homecare

Study Reveals Visitor Trends and Future Markets

Visit Syracuse participated in a regional market study for Central New York by Young Strategies, in partnership with Oxford Economics. The study provided a sense of what visitors think about the region, and how to enhance their experience and identify potential markets to target for future promotion.

The study revealed:

- Spending is on the rise across Central New York counties
- Best demographic to target is college-educated couples, ages 30 to 65
- Three-night stay is typical
- Average spending per visit: overnight \$1,000; daytrip \$350
- Web/digital marketing is key on local, regional and state sites
- Visitors use social media to research destinations, e.g., TripAdvisor, Facebook, mobile apps, Yelp, YouTube, Blogs, Pinterest
- Canadians visit Destiny USA to shop, eat and site-see
- Domestic travelers come for unique experiences – dining, shopping, sightseeing and outdoor activity
- More than half of visitors book within 30 days of arrival
- All four seasons are in demand: summer, fall, spring, winter
- A need to improve wayfinding, unique shopping, evening entertainment

New York City and Philadelphia are huge opportunities, but transportation is a significant issue as it is cheaper and easier to fly than drive to Central New York. Enhanced train service and car rentals are critical to the region's success.

The study, conducted from January to May 2015, included: Cayuga County Office of Tourism; Cortland County Convention & Visitors Bureau; Madison County Tourism; Visit Syracuse; and Oswego County Tourism.

A strategic plan will be shared with the Onondaga County Legislature for its adoption by the year end. "It's a huge step for us to start looking at what our destination's future will be," said Visit Syracuse President David Holder. "The strategic plan will help guide the way."



Visit Syracuse, headquartered in Syracuse, is Onondaga County's accredited destination marketing organization for tourism related economic development leading the production of more than \$765 million in direct visitor spending annually. For more information, visit www.VisitSyracuse.com.

CENTERSTATE CEO MEMBER DISCOUNTS

One of the benefits of CenterState CEO membership is being listed on the CenterState CEO website at www.centerstateceo.com. Your company can gain additional exposure by utilizing the "discount" incentive for fellow CenterState CEO members. Visit the "Discounts" page often to see what's new. **New this month:**

Diamond Catering

4221 Fay Road, Syracuse 13219
315-487-0647

www.diamondcatering.us

From elegant events to casual gatherings, trust Diamond Catering to exceed your catering expectations. A customized approach to event planning ensures that like diamonds, every event is unique.

Discount: CenterState CEO members save 10 percent on all new orders. Offer expires October 31, 2015.

Crowne Plaza Hotel & Conference Center

701 E. Genesee St., Syracuse 13210
315-479-7000

www.cpsyracuse.com

Experience luxury at Crowne Plaza Syracuse by staying in one of the upscale guest rooms or suites. Outfitted with elegant furnishings and superb amenities, the Syracuse accommodations are ideal for both business and leisure travelers. From sumptuous bedding to complimentary Internet access and room service. Offering flexible meeting spaces, the hotel is ideal for Syracuse meetings, wedding, banquets and more. Pet friendly.

Discount: CenterState CEO members receive a 15 percent discount at both Redfield's Restaurant and Library Lounge. Offer expires December 30, 2015.

B2B Printing, Inc.

4611 S. Salina St., Syracuse 13205
315-469-2906

www.b2bprinting.net

B2B Printing is a commercial printing firm specializing in quality stationery products. "Quality, Service, Price. All 3 all the time." That's the foundation for the company's success. B2B is reliable, secure and affordable and serves the trade. Not just a vendor, B2B is part of your company; B2B cares for your clients as much as you do.

Discount: CenterState CEO members receive 10 percent of all new printing orders. Offer expires December 31, 2015.

MEMBER ESSENTIALS

Metro Fitness is ranked as one of Thumbtack's Best of 2015 in the personal trainers category.



Cornell University gets \$600K grant for agricultural experiment station.

Upstate Medical University opens outpatient rehab center in Western Lights.

The Hotel Syracuse receives approval to make one block of Warren Street two-way.

Crouse Hospital and Excellus BlueCross Blue Shield partner for enhanced care coordination.

Housing Visions announces the U.S. Green Building Council has awarded LEED® Platinum certification for VanKeuren Square.



South Side Innovation Center continues success with stories of aspiring food startups.

Onondaga Historical Association plans spring fundraiser at renovated Hotel Syracuse.

Eric Mower + Associates merges with Boston marketing firm.

Bousquet Holstein PLLC announces eight attorneys named to 2015 New York Super Lawyers – Upstate

Edition; **Harris Beach PLLC** announces seven partners named to The 2016 edition of Best Lawyers in America; **Mackenzie Hughes LLP** announces eight attorneys named to the 2016 edition of Best Lawyers in America.

M.A. Polce Consulting announces its involvement in the Microsoft Devices Program, allowing them to sell Surface tablets and accessories to commercial customers.

Good Monster digital marketing agency moves offices to Armory Square.

Rapid Response Monitoring hires eight new people.

Upstate Medical University hires its first woman president in Dr. Danielle Laraque-Arena.



New **Novelis** CEO sees bright future for huge Oswego plant.

Renovations to the former Onondaga Music building in Armory Square, featuring **Lemon Grass and Bistro Elephant** are nearly complete.

Schopfer Architects handled the design and **Rich & Gardner** is the general contractor on the \$4.8 million project.

Owners of **Laci's Tapas Bar** partner with Serenity Women's Center and the Rescue Mission to build tiny homes for homeless women vets.

Simon's Agency, Inc. hires 14 employees in past year; plans to host 50th anniversary celebration October 20.

Greek Peak Mountain Resort buys Toggenburg Mountain Winter Sports Center; owners plan to combine operations.

Interfaith Housing Development Corporation of Bucks County (IHDC) announces strategic merger with Syracuse-based **Housing Visions Unlimited**.

Charley's Philly Steaks to open at **Destiny USA**.

Redhouse Arts Center and Paramount Realty take steps to begin \$20 million renovation of Sibley's building parking garage.



Thompson & Johnson Equipment hires 14 new employees in 2015.

U.S. Sen. Kirsten Gillibrand announces new legislation at **JADAK's** manufacturing facility that would expand the Small Business Administration's loan-guarantee program.

Simon's Agency, Inc. hires 14 employees in past year; plans to host 50th anniversary celebration October 20.

Share Member News with Us!

Do you know of a CenterState CEO member company that has celebrated a recent achievement, experienced growth, added jobs, or won a prestigious award? Share your stories with us at membernews@centerstateceo.com!



BUSINESS AFTER HOURS - MARRIOTT'S OF ARMORY SQUARE

More than 50 CenterState CEO members enjoyed Business After Hours at the Marriotts at Armory Square. The event included a tour of the two properties that have changed the face of the historic Armory Square district and offer Syracuse guests top accommodations when visiting Central New York. The Marriotts of Armory Square include Courtyard Syracuse Downtown and the Residence Inn Syracuse Downtown.

Joy Weatherup Anthis, with JWA Construction Management, won the overnight stay from the hotel. See the Events calendar for upcoming events including another Business After Hours.



CenterState CEO representatives present Jim Wefers, general manager at Marriotts at Armory Square, with a certificate of thanks for hosting Business After Hours. Also pictured from left are Nancy Miller and Lisa Metot, of CenterState CEO, and Rachel Mickle, director of sales at Marriotts of Armory Square.

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 Cindy Mannise, ICS Solutions Group, Inc. Colette Powers, UBS Financial Services, Inc., The Austin & Alesandro Group, is vice chair.

Ashley McGraw Architects, DPC



Located in downtown Syracuse for more than 30 years, Ashley McGraw Architects' work represents a wide range of building types, including K-12 schools, colleges and universities, and community/civic buildings. Ashley McGraw's staff is united by a higher purpose: design that works in harmony with nature. The firm looks to create spaces where people can thrive today, while leaving an environment that can sustain us long into the future. It's the pursuit of this challenge that keeps Ashley McGraw attuned to the great promise - and the immense responsibility - of the firm's work.

Sandra March
125 E. Jefferson St., 15th Floor
Syracuse, NY 13202 (315) 425-1814
www.ashleymcgraw.com

Brockett Creative Group, Inc.

It's all about art and science at BCG. For more than a decade, BCG has delivered impressive results to clients through striking visuals, unique and powerful advertising and marketing campaigns, and a dedication to provide the very best in web services and applications.

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From elegant events to casual gatherings, you can trust Diamond Catering to exceed your catering expectations. A customized approach to event planning ensures that like diamonds, every event is unique.

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www.diamondcatering.us

Girl Scouts of NYPENN Pathways, Inc.



In Girl Scouting, girls experience activities that are girl-led, through cooperative learning and through learning by doing. These three processes promote the fun and friendship that, for more than 100 years, have been integral to Girl Scouting. But they do even more—when girls lead, when they engage in cooperative learning, and when they learn by doing, girls can do anything!

Eva Hunter
8170 Thompson Road
Cicero, NY 13039 (315) 698-9400
www.gsnypenn.org

Go Wireless



Go Wireless is your local Verizon store. Go Wireless is a small business that cares about the community and wants to make sure everyone's wireless experience is a good one.

Nicole Dunsmoor
119 Church St., Suite 2
North Syracuse, NY 13212 (315) 532-7621

Happy Snap - an entity of MRAQCS, LLC

Happy Snap enables friends, family, colleagues, attendees, or businesses to share photos and videos all in one private secure event album. Happy Snap is an entity of MRAQCS, LLC.

Ann Canastra
6276 Alabama Path
Cicero, NY 13039 (315) 657-3700
www.happysnap.pics

Parkeon

Whoosh! allows you to pay for and extend your parking time with your mobile device in downtown Syracuse. The app is available on the Apple store and Google Play store, and at whooshstore.com

Alexandra Shivers
40 Twosome Drive, Suite 7
Moorestown, NJ 08057 (856) 234-8000
www.parkeon.com

Tangosquared

TangoSquared is a veteran-owned innovative design and application development firm whose services include branding and marketing communications, UX design and implementation, application architecture and development (mobile, portable, desktop and SmartTV), and media production.

Thomas Theriault
235 Harrison St.
Syracuse, NY 13202 (315) 720-5988
www.tangosquared.com

ENJOY A HOLLAND AND BELGIUM RIVER CRUISE, NEXT SPRING

CenterState CEO invites travelers on a seven-night Springtime Tulip River Cruise featuring Dutch and Belgian Waterways, **April 6 to 14, 2016**. Highlights include Amsterdam, Volendam, Arnhem, Middelburg, Ghent, Bruges, Antwerp, Kinderdijk Windmills and Keukenhof Gardens. River cruise tours feature small, intimate vessels for personal experiences as you travel the waterways. Trip includes round-trip airfare from Syracuse Hancock International Airport, seven-night cruise, and 20 meals: seven breakfasts, six lunches and seven dinners. Per person rates are: lower outside double \$4,199; middle outside double \$4,449; upper outside double \$4,699; suite double \$4,999. For additional information, contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com



Kinderdijk Windmills, Holland

HEALTH CARE ESSENTIALS

Three Employee Benefit Solutions in Time for Open Enrollment

Employee Benefits Administration has seen great change during the last few years. The Accountable Care Act is still changing all aspects of health care insurance. Minimum wage changes, the security of employees' personal information and definitions of exempt and non-exempt employees – the list goes on. It's difficult for an experienced, full-time professional to keep up – let alone a small business without human resources.

Sometimes a new way of looking at old problems can save time, frustration and money. Here are three examples in time for open enrollment.

Online Employee Enrollment and Updates. What if you could streamline the employee enrollment process? What if you could supply your team with a secure, dedicated, online portal where they could review benefits, explore options, model decisions, enroll and make changes, receive messages and updates – from anywhere? What if you could make your employee benefits decisions just once a year? An online employee benefits portal will save you time

and won't cost anything beyond your current health insurance expenditures.

Streamlined Retirement Plans. Streamlined plans, shared administrative overhead and new technologies have come together to make a 401(k) plan simple and affordable for any business. For most employers, startup and administration costs are quick and less than \$1,000 per year.

Optional/Voluntary Benefits. Employers can now offer a full complement of additional benefits at no cost and often without new paperwork. Dental and vision add-ons, life insurance, voluntary disability, supplemental health policies, even pet insurance, are all possibilities. Expanding your employees' range of options is proven to improve retention and satisfaction.

Benefit Specialists of NY can work with you to implement any of these programs to create a plan that meets your budget and exceeds your employees' expectations. Call 315-470-1930 for a free consultation.

CENTERSTATE CEO AMBASSADORS

CenterState CEO Ambassadors welcome new CEO members, and provide recognition to businesses celebrating important milestones. If your company or organization will be celebrating a special event in the near future, or if you are interested in becoming an Ambassador, please contact Sharon Abert at 315-470-1810 or sabert@centerstateceo.com.

GRAND OPENING

Big City Barbershop, 8338 Brewerton Road, Cicero
Rescue Mission - Community Build to End Homelessness, 142 Granger St., Syracuse

SPECIAL RECOGNITION

Metro Fitness, 205 S. Salina St., Syracuse is named CNY's 8th best place to work in the under-50 employee category by the Business Journal News Network.

EXPANSION

Liftech Equipment Companies, 6847 Ellicott Drive, East Syracuse, renovates training center



Fairmount Animal Hospital, 4101 W. Genesee St., Fairmount, celebrates its 50th anniversary.



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EVENTS

CenterState CEO's 2015 Economic Champions Luncheon Celebrating CNY's Business Legacy

Wednesday, October 14

11:30 a.m. Registration; 12 to 1:30 Luncheon

Nicholas J. Pirro Convention at Oncenter, 800 S. State St., Syracuse

Celebrate the region's economic champions at this annual luncheon.

Featured Speakers:



Jim Fox
CEO
O'Brien & Gere
Celebrating 70 years



Janet Callahan
Managing Partner
Hancock Estabrook LLP
Celebrating 125 years



Eric Allyn
Board of Directors
Welch Allyn
Celebrating 100 years

Community Visionary Award, sponsored by **Wegmans**, will be presented to **ProLiteracy**

Cost: \$55 for members or \$550 for a table; \$65 for non-members or \$650 for a table. For more information contact Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com.

Register by October 7.

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Register online at www.centerstateceo.com/events

B2B Marketplace, October 14

8 a.m. to 4 p.m.

The Oncenter, 800 S. State St., Syracuse

This reverse tradeshow provides enhanced opportunities for targeted engagement. Set up to 18 appointments with potential business partners, key decision makers and top sales performers. Additional elements included: training and education programs, networking events and visibility opportunities. See page 3 for schedule and pricing or visit www.centerstateb2bmarketplace.com to register.



CNYIBA Networking for Exporters, October 15

5:30 to 7:30 p.m.

Clark's Ale House, 100 E. Washington St., Syracuse

Network with exporters and export service providers from the region. This is an opportunity to meet with potential clients, vendors and support organizations that can help in your exporting.

Cost: Free with advance registration at www.centerstateceo.com/events.



Good Morning Downtown Syracuse - Progress Breakfast, October 22

8 to 9:30 a.m.

SKY Armory, 351 S. Clinton St., Syracuse

Celebrate the forward thinking that is recharging the landscape of Downtown Syracuse. The event will spotlight three projects that are transforming downtown: The historic Hotel Syracuse by Ed Riley; City Center & The Red House by Bob Doucette; Public art along the Connective Corridor by Marilyn Higgins. An opportunity to mingle with the presenters will follow. Cost: \$25 or \$200 for tables of eight. For more information contact 315-422-8284 or mail@downtownsyracuse.com.



The Art of Likeability, Presented by Arel Moodie, October 28

8:30 to 10 a.m.

The Tech Garden, 235 Harrison St., Syracuse

Presented by Arel Moodie, learn ready-to-implement marketing and sales strategies and how to increase referrals, repeat business, and lead generation at this training session.

Cost: \$10 for members; \$20 for non-members. For more information contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.

Business After Hours, November 5

5 to 6:30 p.m.

AXA Towers, 100 Madison St., Syracuse

Enjoy appetizers and a cash bar while networking with business professionals in the AXA Towers lobby. Be sure to connect with an AXA advisor to learn more about its financial services. Sponsored by AXA and AXA Advisors.

Cost: \$10 members; \$20 non-members. For more information contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



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Speed Networking, November 18

7:30 a.m. registration; 8 to 10:30 a.m. program

TERACAI, 217 Lawrence Road, North Syracuse

Bring your business cards and be prepared to engage in small group dialogue while building relationships with other CenterState CEO members. There is time for informal networking and sharing your one- to two-minute "pitch." Space is limited. Pre-registration is required.

Cost: \$10 for members; \$25 for non-members. For more information contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



TERACAI

Know Before You Fly, November 19

8:30 to 10 a.m.

The Tech Garden, 235 Harrison St., Syracuse

Are you thinking about purchasing a drone or an Unmanned Aerial System (UAS)? Acquiring a drone or UAS is easier than ever before, but that doesn't mean you can fly it anywhere, or for any purpose. This educational forum will discuss how to operate your UAS safely and responsibly, including current FAA regulations, and have your questions answered by industry experts. This is a great learning session for any business, organization, municipality or hobbyist looking to purchase and use a UAS.

Cost: \$10, members; \$20 non-members. For more information contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



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CEO ESSENTIALS



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OCTOBER 14

8AM - 4PM ONCENTER

PRESENTED BY



Exhibit

Accept appointments at your booth, make appointments with other companies, promote your organization, and invite two customers or prospects as VIP guests.

B2B Appointments

Full attendee registration will have access to morning coffee networking, seminars, options to secure up to 18 appointments (10 minutes each) with participating companies, the networking event and exclusive access to the VIP Lounge throughout the day, which is stocked with beverages and snacks.

Seminars

Attend morning and afternoon educational sessions to enhance employer and employees business skills. Topics include leadership and business development.

Networking

From morning coffee meetings to a late afternoon cocktail reception, there will be opportunities to connect with business colleagues in a casual setting before and after the B2B Marketplace.

Economic Champions Luncheon A celebration of companies within the region that have added employees, expanded operations, relocated, or made capital expenditures and improvements that have contributed to the economic growth of the region.

REGISTER NOW! www.CenterStateB2BMarketplace.com

