

## CNY'S BUSINESS LEGACY: ECONOMIC CHAMPIONS LUNCHEON TO HONOR VISIONARY LEADERS & ENDURING SUCCESS

Each year CenterState CEO's Economic Champions Luncheon celebrates outstanding businesses for their contributions to the growth of the region's economy. Befitting this year's theme, Celebrating CNY's Business Legacy, CenterState CEO will honor businesses marking major milestones and company anniversaries for their enduring impact on the community at the annual event on October 14, 2015.

"CenterState CEO is proud to mark its fifth anniversary this year, as well as milestones among many of our affiliates – 40 years of the Downtown Committee of Syracuse, 10 years of innovation at The Tech Garden, and five years supporting local small business through SyracuseFirst," said CenterState CEO President Robert Simpson. "As we celebrate these milestones as an organization, we wanted to pay tribute to businesses in our community whose legacy is emblematic of the types of accomplishments that we recognize."

The event takes place the same day as the B2B Marketplace, presented by Time Warner Cable Business Class, at the Convention Center at Oncenter. The luncheon, presented by Fust Charles Chambers LLP and C.R. Fletcher & Associates, Inc., will recognize the collective accomplishments of the business community for having hired new employees; expanded, relocated or made capital investments due to growth; or received a statewide or national award. Last year, CenterState CEO celebrated 261 companies, \$1.1 billion in investment, and more than 2,300 new jobs.

*continued on page 3*



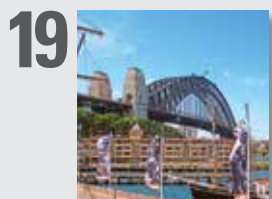
4 NUAIR Alliance Industry Days: September 22 and 23



4 Work Train Launches Manufacturing Program



18 CenterState CEO Events: 7 Habits & More!



19 Visit the South Pacific, Stops in Sydney and Fiji

CENTERSTATE CORPORATION FOR ECONOMIC OPPORTUNITY

# 2015 B2B MARKETPLACE

## RESERVE YOUR EXHIBIT SPACE TODAY!

PRESENTED BY  
TIME WARNER CABLE Business Class

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 reserve your exhibit space and set appointments with companies interested in doing business with you!**

[www.CenterStateB2BMarketplace.com](http://www.CenterStateB2BMarketplace.com)

**GREAT CONNECTIONS | NEW POSSIBILITIES | ALL BUSINESS**



# GOVERNMENT RELATIONS

## Walk the Red Carpet and Meet the Candidates

CenterState CEO members are invited to “Walk the Red Carpet” at the 2015 Syracuse Tomorrow “Meet the Candidates” reception at the Landmark Theatre, 4:30 to 6:30 p.m., on Wednesday, September 30.

Special guests include candidates for the New York State 128th Assembly District, Onondaga County Executive, Onondaga County Legislature, Syracuse Common Council and town supervisors.

The reception provides a unique opportunity for business leaders to meet and speak with candidates for this year’s important races as well as incumbent federal, state and local elected, policy leaders and staff.

Reservations are \$25 per person for CenterState CEO members; \$40 for non-members. Nonprofit members may attend for free. Political contributions to Syracuse Tomorrow are not tax deductible. To make a reservation, go to [www.centerstateceo.com/events](http://www.centerstateceo.com/events).

Syracuse Tomorrow is the nonpartisan, regional state and local political action committee of CenterState CEO. Syracuse Tomorrow advocates for issues and legislation of critical importance to members and the economic future of the region, as well as supporting representatives who advance economic development and the needs of the business community.



### Thank You Sponsors:



#### FEATURED STORIES:

NUAIR Alliance Industry Days: September 22 and 23 . . . . .	.4
Work Train Launches Manufacturing Program . . . . .	.4
Tech Garden Celebrates 10 Years of Innovation . . . . .	.5
Summer Fun at CenterState CEO’s Annual Clambake. . . . .	10
Visit the South Pacific! Explore Stops in Sydney and Fiji . . . . .	19
Enjoy a Holland and Belgium River Cruise, Next Spring . . . . .	19

#### MEMBER NEWS:

Member Essentials . . . . .	11
New Partners . . . . .	12
CenterState CEO Ambassadors. . . . .	14
Economic Champion . . . . .	16
Member Milestones. . . . .	16
Member Discounts . . . . .	19

#### DEPARTMENTS:

Government Relations. . . . .	.2
The Tech Garden. . . . .	.6
SyracuseFirst Update . . . . .	.7
Downtown Committee . . . . .	.8
Visit Syracuse . . . . .	.9
Events . . . . .	18

# CELEBRATING CNY'S BUSINESS LEGACY from front page

Featured speakers at the luncheon include Jim Fox, CEO, O'Brien & Gere; Eric Allyn, co-chairman, Board of Directors, Welch Allyn; and Janet Callahan, managing partner, Hancock Estabrook, LLP – celebrating 70, 100 and 125 years in business, respectively.

In addition, CenterState CEO's Community Visionary Award, sponsored by Wegmans, will be presented to one exceptional person, company or association that embodies the vision of economic opportunity, and has had a significant impact on community prosperity.

Businesses are encouraged to nominate themselves or their peers by September 25, 2015. All nominated companies receive recognition at the event, and a certificate for their accomplishments. To nominate an Economic Champion or register for the luncheon, see details below.

## CenterState CEO's 2015 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:** [www.centerstateceo.com/events](http://www.centerstateceo.com/events)  
Or contact, Lisa Metot at (315) 470-1870 or [lmotot@centerstateceo.com](mailto: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*

**Nominate Your Company by September 25, 2015:** [www.centerstateceo.com/Economic-Champions](http://www.centerstateceo.com/Economic-Champions)

Criteria: Added employees | Capital expenditures | Expansion or relocation due to growth  
State or national recognition | Significant milestones

#### PRESENTING SPONSORS



**Fust Charles Chambers LLP**  
CERTIFIED PUBLIC ACCOUNTANTS

#### CORPORATE SPONSOR



#### COMMUNITY VISIONARY AWARD



#### MEDIA SPONSORS



# NUAIR ALLIANCE INDUSTRY DAYS: SEPTEMBER 22 AND 23

The NUAIR Alliance and the Empire State Chapter of AUVERSI are excited to announce the second annual NUAIR Alliance Industry Days conference September 22 and 23 at the Turning Stone Resort & Casino in Verona.

The two-day conference will bring together leading experts and speakers – from elected officials and policy makers to end users of the technology – from the burgeoning Unmanned Aerial Systems (UAS) industry for a series of discussions and an opportunity to share the latest news and trends.

The conference kicks off with a golf tournament at the Shenandoah Golf Course. Congressman Frank LoBiondo, chairman of the House Aviation Subcommittee will address guests during lunch about his efforts in Congress to safely integrate Unmanned Aerial Systems into the National Airspace System. LoBiondo will preside over the development and drafting of the FAA Reauthorization Act.

The first day also includes UAS demos, a tour and networking at Griffiss International Airport debuting leading-edge research and technology supported by NUAIR and the test site.

The event's keynote address on day two will be given by Lisa Ellman, a leading public policy lawyer for the Washington D.C. firm of Hogan Lovell, co-chair of the firm's UAS group.

Industry Days will also feature more than 50 companies exhibiting their UAS technologies.

Visit <http://nuairalliance.org/industry-days> to register or exhibit.



NUAIR is one of just six FAA UAS test sites in the U.S. designated to conduct research aimed at safely integrating unmanned systems into national airspace.



Aurora Flight Sciences successfully flew multiple unmanned test flights of the company's Centaur optionally piloted aircraft (OPA) from Griffiss International Airport in Rome, New York. The successful test flights marked the first time a large scale, fixed wing aircraft has flown at any of six FAA-designated unmanned aircraft test sites in the U.S.

# WORK TRAIN LAUNCHES MANUFACTURING PROGRAM

This fall CenterState CEO's Work Train program will welcome 40 individuals into its Manufacturing Careers Partnership pre-apprentice program. With the support of a \$1.2 million grant from Assemblyman Al Stirpe, the partnership was launched in April to prepare individuals for careers in the manufacturing sector.

While the partnership will initially focus on filling entry-level jobs, it will also start creating the framework necessary to help these employees advance into higher skilled jobs so they can establish a longer-term career.

CenterState CEO launched Work Train, a unique workforce development platform last year to support both employers who need qualified, skilled employees and the un- and under-employed in the community. The platform, which was designed to adapt within different industries and across different skill levels, started as a pilot in the health care industry.

Work Train will welcome 40 people into its manufacturing training program this fall.

Learn how Work Train can help meet your workforce needs. Contact Pascale Mevs at [pmevs@centerstateceo.com](mailto:pmevs@centerstateceo.com). Individuals interested in enrolling in the program should email [e.y.lotzar@sunyocc.edu](mailto:e.y.lotzar@sunyocc.edu).



# TECH GARDEN CELEBRATES 10 YEARS OF INNOVATION

CenterState CEO marked the 10th anniversary of The Tech Garden with a full day of activities to celebrate an innovation ecosystem that is transforming the regional economy. *TTG10: Celebrating 10 Years of Innovation* featured an entrepreneur-to-entrepreneur luncheon, a pitch competition, a tour of the emerging innovation corridor along Warren Street and Tech Meets Taste, in partnership with SyracuseFirst and presented by AmeriCU. The daylong celebration culminated with the TTG10 Gala, sponsored by OneGroup, which highlighted the incubator's accomplishments and recognized the community of supporters who have made The Tech Garden possible.



At the gala, several public and private sector partners were recognized as Community Innovators. Additionally, three highly successful startups and graduates of Tech Garden programs were presented with Startup Innovator awards.

## Community Innovators – 2015 Honorees

- Sen. John DeFrancisco**
- National Grid**
- M&T Bank**
- Syracuse University**
- NYSERDA**
- Assemblyman Al Stirpe**
- Assemblyman Bill Magnarelli**

## Startup Innovators – 2015 Honorees

- Full Circle Feed**
- Rapid Cure Technologies**
- Tuzag, Inc.**



CenterState CEO President Rob Simpson joins Community Innovator recipients at the TTG10 Gala. With Simpson from left: NYS Assemblyman William Magnarelli, NYS Assemblyman Al Stirpe, Syracuse University Chancellor Kent Syverud, M&T Bank Regional President Allen Naples, and Michael Shimazu of NYSERDA.

## Thank You Sponsors

- TTG10 Gala
- OneGroup**
- O'Brien & Gere**
- Professional Tradesmen**
- Harris Beach PLLC**
- KeyBank**

Food Truck Lunch

**TERACAI**

Pitch Competition

**LaunchNY**

Tech Corri-Tour

**Syracuse Media Group**

Tech Meets Taste

**AmeriCU**

**China Towne Furniture & Mattress**

**Urban Life Crossfit**  
**Kreative Solutions**



TCGPlayer President Chedy Hampson describes TCG's culture and growth in downtown Syracuse during the TTG10 Corri-Tour.



Steve Hodgens, senior marketing manager at Syracuse Media Group, guides TTG10 Corri-Tour guests through its new offices.



Attendees visit the Syracuse CoWorks space for independent workers, entrepreneurs and freelancers, as part of the TTG10 Corri-Tour.



HoverStat presents during the LaunchNY TTG10 pitch competition, ultimately winning the \$500 prize.



## Three Startups Win Pitch Session

As part of The Tech Garden's 10th anniversary, LaunchNY sponsored an opportunity for startups to pitch their business for a chance to win \$100, \$500 or \$1,000. LaunchNY identifies, supports and invests in high-growth, high-impact companies to catalyze the entrepreneurial culture of Upstate New York through regional collaboration with ecosystem partners. The winning teams were:

**\$100: EGF (Electronic Gaming Federation):** An electronic sports company working to establish an NCAA equivalent for competitive gaming including titles such as League of Legends, Dota 2 and Starcraft. The company also produces eSports media including live broadcasts of events, news and eSports analysis. <http://egfederation.com/summerseries>

**\$500: HoverStat:** HoverStat aims to soon be the standard for solar assessments. The company evaluates roofs for solar panel placement. Through a package that includes roof measurements, a diagram detailing obstructions and suggested panel placement, a structural integrity and a shading assessment. [www.hoverstat.com](http://www.hoverstat.com)

**\$1,000: Maidbot:** The world's first autonomous housekeeping robot for hotels, solving three common hotel issues: 1) hotel housekeeping is costly; 2) housekeepers have a high rate of injury; and, 3) there is little innovation in housekeeping. Maidbot robots clean the bedroom, bathroom and hallway floors, which research shows can save hotels \$9,000 per unit. They are currently based out of REV in Ithaca with a team of 11 Cornell students. [www.maidbot.co](http://www.maidbot.co)



Marnie LaVigne, president and CEO of LaunchNY, presents Micah Estis Green, CEO of Maidbot, with the \$1,000 grand prize at The Tech Garden's Pitch Session, sponsored by LaunchNY.

## Tech Garden Resident & Partner News

### Gaber Marketing Studio Hits 2-Year Mark

Gaber Marketing, a marketing and advertising firm catering to small- and medium-sized businesses, and a Tech Garden resident, celebrates its second anniversary. Their services include website design and development, online marketing, search engine optimization, pay-per-click, social media, online reputation management and e-commerce. [www.gabermarketing.com](http://www.gabermarketing.com)

### Prista Technologies Wins Subcontract

Prista Technologies, LLC, a Tech Garden affiliate and Innovation Hot Spot member, recently completed a Big Data full stack software subcontract for SRC, Inc, designing an efficient Amazon Web Services (AWS) Redshift database that achieves a reduction of the average query response time from 45 seconds to 150 milliseconds. Prista provides custom, full stack software development and maintenance for government and private sector clients. [www.pristatech.com](http://www.pristatech.com)

### TangoSquared Releases "Control Your Money" App

The Dev Box, whose services are provided by TangoSquared – an affiliate of The Tech Garden – has released the "Control Your Money" app for ProLiteracy in the Google Play store. The app is part of an education series to help students and adults open bank accounts, pay bills, apply for loans, launch startups and more.

TangoSquared is a boutique design and development firm providing branding and marketing communications design, UX design and implementation, application architecture and development (mobile, portable, desktop and SmartTV), and media production and delivery. [www.tangosquared.com](http://www.tangosquared.com)

Check out the app at <http://tinyurl.com/pyrrvgz>.



Gaber Marketing Studios, LLC, located in The Tech Garden, celebrates its second anniversary.



## Save the Date: November 23 for SyracuseFirst’s Annual Buy Local Bash

Back for its sixth year, the Buy Local Bash presented by AmeriCU brings community members and local merchants together again this fall for a one-of-a-kind social, shopping and tasting event to highlight the locally owned, independent businesses of Central New York. This year’s event will be held at TBA on Monday, November 23.

This unique and festive event spreads awareness and support for SyracuseFirst’s mission of educating the community about the importance of buying local, and kicks off Buy Local Month, which supports local businesses during the holidays.

The Buy Local Bash is a chance for local businesses to get in front of thousands of potential clients and customers, gain visibility and be part of weeks of advance promotion through social media, traditional media (radio, print and TV), and more. **To participate as a vendor or learn about sponsorship opportunities, contact Shannon Fults at 315-470-1884 or [sfults@centerstateceo.com](mailto:sfults@centerstateceo.com).**

**com. Space is limited!**



Owera Vineyards, of Cazenovia, was one of more than 90 businesses at the 2014 Buy Local Bash, which more than 1,000 people attended.

## Tech Meets Taste

As part of *TTG10: Celebrating 10 Years of Innovation*, CenterState CEO and SyracuseFirst hosted Tech Meets Taste, a unique opportunity to celebrate the growth and success of the region’s young tech companies and independent local business owners.

More than 200 people attended the festivities on The Tech Garden patio, including Tech Garden residents, CenterState CEO members and independent local business owners. Attendees sampled food and drinks, and interacted with representatives from more than 40 cafes, restaurants, and local and regional startups.

PRESENTED BY:



Full Circle Feed, a Tech Garden resident, displays its Doggy Bag Treats – made from high quality food leftovers – at Tech Meets Taste. Photo courtesy of Joann Cucci.



Good Nature Farm Brewery, of Hamilton, traveled to Syracuse to showcase its American Brown Ale.

Attendees at Tech Meets Taste learn about local and regional startups and sample independent local products ranging from organic cookies to locally brewed beer and services from electronics recycling to translation services offered worldwide.





## Successful AmeriCU Syracuse Arts & Crafts Festival

Columbus Circle came to life with the 45th annual Syracuse AmeriCU Arts & Crafts Festival. More than 50,000 people browsed works by some of the country's most talented artists, craftspeople and entertainers during the three-day festival.

## Celebrating 40 Years of Transformation

The Downtown Committee extends gratitude to the more than 350 people who attended the 2015 Annual Meeting at the Oncenter Convention Center ballroom in June.

Three downtown champions were honored for their commitment to growth, diversity and revitalization throughout downtown. Congratulations to entrepreneur Troy Evans; owner of Kitty Hoynes Irish Pub and Restaurant, David Hoynes; and NOexcuses founder Michael John Heagerty for receiving Downtown Awards of Excellence.

The event also featured keynote speaker Lynn Richards, president and CEO of the Congress for the New Urbanism, and the State of Downtown Address by Executive Director Merike Treier highlighting the history and transformation of downtown, while shining a spotlight on exciting new projects.

For highlights from the meeting, please visit [www.downtownsyracuse.com/annualmeeting](http://www.downtownsyracuse.com/annualmeeting).



## VISIT SYRACUSE [www.visitsyracuse.com](http://www.visitsyracuse.com)



## Record Growth for Local Tourism

A 2014 report lists Onondaga County as having the second highest growth rate in travel spending among metropolitan areas in New York state. The 6.8 percent increase over 2013 means visitors spent approximately \$863,244,000.

The 2014 Economic Impact of Tourism in New York report, released by Empire State Development, is calculated annually by Tourism Economics, a leading provider of economic analysis, forecasts and consulting advice.

"These numbers reflect how great 2014 was for travel to Onondaga County and Central New York," said Visit Syracuse President David Holder. "Tourism development projects, like Destiny USA are delivering unprecedented growth as more travelers come here to Do Their Thing."

Holder said tourism is an integral part of the state and local economy. If it weren't for tourism-generated state and local taxes, each household in the county would have to pay an additional \$608 to maintain the same level of government revenue.

### 2014 Tourism Economic Report for Onondaga County

**\$863 million:** Visitor spending – (a 6.8 percent increase from 2013)

**\$392 million:** Tourism payroll (3.5 percent of the county's overall labor income)

**\$64 million:** Generated in local taxes (a 4.3 percent increase from 2013)

**17,472:** Employed by tourism industry

**30 percent:** Onondaga County's portion of the Finger Lakes region's tourism sales

**Statewide figures indicate Syracuse has the second highest growth rate among metropolitan areas:**

Albany – 7.4% growth

**Syracuse – 6.8% growth**

New York City – 6.5% growth

Utica/Oneida County – 4.9% growth

Binghamton – 4.5% growth

Westchester – 3.2% growth

Buffalo – 2.1% growth

Rochester – 1.1% growth

Long Island – 0.9% growth

# SUMMER FUN AT CENTERSTATE CEO'S ANNUAL CLAMBAKE

Nearly 1,000 CenterState CEO members enjoyed great food, music and fun at CEO's annual clambake at Hinerwadel's Grove in North Syracuse. This summer tradition is a great opportunity for members to enjoy a fun night with their colleagues and CenterState CEO leadership and staff.

CenterState CEO member Simplified Entertainment, of Skaneateles, provided a Cash Cube and a DJ for the event, while Usherwood Office Technology sponsored a hockey shoot-out with Syracuse Crunch Defenseman Joey Mormina. Special thanks to Delta Air Lines for sponsoring the grand prize raffle of two, round-trip airline tickets.



Laura Bea Lamb (center), The Bonadio Group, wins two round-trip tickets on Delta Air Lines. Lamb is joined by Delta Regional Representative Jim Van Woert (center), members of the Delta Syracuse Hancock International Airport team and CenterState CEO staff.



CenterState CEO members enjoys endless clams at Hinerwadel's Grove in North Syracuse.



A member grabs fists full of money in the Cash Cube sponsored by Simplified Entertainment during CenterState CEO's Annual Clambake.



Joey Mormina, a Syracuse Crunch defenseman, connects with Tom Jurkiewicz of the Tom Jurkiewicz Agency, in the hockey area sponsored by Usherwood Office Technology.

To see more photos, visit <http://tinyurl.com/qzs5tjk>

## Thank You Sponsors

Presenting Sponsor: **First Niagara Bank.**

Corporate Sponsors: **Kreative Solutions; Constellation Energy Services, Inc.; Delta Air Lines.**

Table Sponsors: **ACC Technical Services, Inc.; Usherwood Office Technology; Dave and Buster's.**

Money Machine Sponsor: **AXA.**

Media Sponsors: **Business Journal News Network; Syracuse Media Group; News Radio 570 WSYR Now on 106.9 FM.**

# MEMBER ESSENTIALS

The **Oneida Nation** is adding slot machines the Sav-On convenience store/gas station in Canastota, which is the third location to have slots in it.

Bloomberg Philanthropies announced it will donate \$100 million to Cornell Tech, the applied sciences graduate school of **Cornell University**.

**Mohawk Valley Community College** breaks ground on Rome campus. **MVCC** awarded a Science and Technology Entry Program and a Collegiate Science and Technology Entry Program grant. **MVCC** announces new Mechatronics Certificate program.

**Anheuser-Busch** will invest \$4.5 million at its Baldwinsville brewery to produce new products.



**Housing Visions** receives the 2015 Charles L. Edson Tax Credit Excellence Award for Best Special Needs Housing for VanKeuren Square.

**Welch Allyn** wins \$43 million Department of Defense contract.

**Onondaga Community College** partners with Achieving the Dream for student success.

Sen. Kirsten Gillibrand discusses new legislation to address skills gap, enhance job training with apprenticeship programs at **Onondaga Community College**.

Federal Aviation Administration commits to \$720,000 in funding to replace **Hancock International Airport's** snow broom/sweeper.

**Metro Fitness** announces fifth club/expansion and renovation, bringing the club to 13,000 square feet.

**Hotel Syracuse** developers say hotel will keep its original name with new Marriott branding. **Hotel Syracuse** construction crews dismantle pedestrian bridge. **Hotel Syracuse** asks community to share memories through restoration website.

**Lockheed Martin** lands \$59 million ship defense contract for the United States Navy. **Lockheed Martin** to buy Sikorsky Aircraft for more than \$8 billion. **Lockheed Martin** wins \$154 Navy contract.

U.S. Department of Agriculture selects Upstate New York-based **Chobani Greek Yogurt** as main nationwide supplier for its school lunch program.

**First Niagara** Mentoring Matters Grant provided mentors for 80 kids at the Booker T. Washington Community Center in Auburn this summer.

Association for Talent Development honors **Crouse Hospital** with an Excellence in Practice Citation winner for its practice, A Unique Collaborative Learning Partnership in the Performance Improvement category. **Crouse** gets \$400,000 to combat local heroin, opiate crisis.

**POMCO**, of Eastwood, ranked among the top 50 call centers in North America for 2015 by BenchmarkPortal.

**St. Joseph's Hospital Health Center** ranked as the "Best Regional Hospital" in New York state by U.S. News. **St. Joseph's** also joins Trinity Health, one of the largest Catholic health care delivery systems in the country. **St. Joseph's Hospital Health Center** named one of the 100 Great Community Hospitals by Becker's Hospital Review.

**Syracuse Orthopedic Specialists** to open a new location in Camillus.

**Greater Watertown-North Country Chamber of Commerce** names legislator Philip Reed as new president.

**Right Coast Inc.** helps pump \$13 million into local economy during Syracuse Nationals car show, which it owns and operates. Right Coast awards **Ronald McDonald House Charities of Central New York** \$67,000 for charity art auction during Syracuse Nationals.



**Milton J. Rubenstein Museum of Science and Technology** raises \$86,000 at annual Savoring Science Gala.

New York State Publishers Association contest gives eight first-place awards to **Syracuse Media Group**. **Syracuse.com**, the online partner of The Post-Standard, which is owned by **Syracuse Media Group**, retained top ranking among national newspaper websites for market reader penetration.

## 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!](mailto:membernews@centerstateceo.com)



**Greater Utica Chamber of Commerce** names Meghan Fraser as executive director.



**CADimensions** president Peter DiLaura discusses the future of 3D printing technology.

**Dinosaur Bar-B-Que** opens ninth location in Chicago and plans additional restaurant in Baltimore.

**Wegmans** will open a multi-level store in Massachusetts mall.

**Upstate University Hospital** receives \$1.5 million state grant to expand programs for HIV-positive individuals.

**Syracuse Connective Corridor** wins a 2015 Environmental Excellence Award for Collaboration and Partnership.

**Community Bank** opens new wealth management office in Plattsburgh.

**Colgate University** names Brian Casey, current president of DePauw University, as its 17th president.

**AmeriCU** wins statewide financial education award.

Gala screening of "The Undersigned" by the **Syracuse International Film Festival** to benefit Vera House.

New stores at Destiny USA: **Mrs. Fields Cookies**, **Changegroup** and **Christopher & Banks**.

Skä\*noñh Great Law of Peace Center, formerly Sainte Marie Among the Iroquois, will open this year, with fundraising help by the **Onondaga Historical Association**.

**Cayuga Community College** to offer certificate in event management.



# 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.

## 911 Restoration of CNY

Water, fire and mold remediation company. Providing our customers a fresh start!

Patrick LaPage  
5746 South Bay Road  
Cicero, NY 13039 315-447-6111  
www.911restorationcentralnewyork.com

## Ashley McGraw Architects, DPC



Ashley McGraw Architects, located in downtown Syracuse for more than 30 years, designs award-winning schools and college/university buildings. Ashley McGraw is committed to green, or sustainable, building design and have formed a new studio, the Advanced Building Studio, which is committed to the creation of zero carbon footprint, zero fossil fuel energy buildings, combined with the use of environmentally responsible materials and construction methods.

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

## Brackens Financial Solutions Network, LLC



BFSN is a boutique financial services firm focused on strategic financial planning for individuals concerned with the creation of sustainable retirement income. BFSN believes that the creation of sustainable retirement income requires an understanding of the overlapping disciplines of risk management, investment management and estate preservation. The company's goal is to control risk without inhibiting investment flexibility. Through the collaborative use of tools, technology and talent BFSN acts as an advocate for the unique financial needs of every client relationship. For a quarter of a century the company's mission has been and continues to be: advocate, advise, monitor and motivate every client as they work to fulfill their financial destiny.

Vicki Brackens  
100 Madison St., 18th floor  
Syracuse, NY 13202 315-428-8448  
www.brackensfsn.com

## Cognos Performance Consulting, Inc.



Cognos Performance Consulting helps organizations to improve business outcomes with organization development, learning and technology. Cognos is an authorized sales agent for NexVisionIX, an in-store intelligence solution that leverages data from POS, in-store sensors and video cameras to drive operational effectiveness, increased sales and greater loyalty in customer-facing environments.

Kathryn Bragg-Adams  
P.O. Box 179  
Marietta, NY 13110 607-761-0892  
www.nexvisionix.com

## Costco Wholesale #1176

Costco is a membership warehouse club, dedicated to bringing members the best possible prices on quality, brand-name merchandise. With hundreds of locations worldwide, Costco provides a wide selection of merchandise, all designed to make your shopping experience a pleasurable one.

Kourtney McKutcheon  
120 Township Blvd.  
Camillus, NY 13031 315-883-2369  
www.costco.com

## Dot Publishing Inc.

We look to establish close relationships with our clients by offering personal, friendly consultations on how their business can effectively market through web design and digital in-store advertising.

Fred Reed  
117 Cayuga St.  
Fulton, NY 13069 315-593-2510  
www.dotpublishinginc.com

## Hampton Inn & Suites by Hilton



Welcome to the newest Hilton hotel! Hampton Inn & Suites is conveniently located off the New York State Thruway and close to downtown Syracuse. For guest convenience, all overnight rooms have refrigerators. Enjoy a complimentary hot breakfast each morning. Hilton is confident that all guests will be pleased with the 92-room hotel's new, modern, professionally trained and welcoming staff. Make Hampton Inn & Suites by Hilton your next overnight when in Syracuse.

Paula Detran  
6377 Court St. Road  
East Syracuse, NY 13057 315-437-1061

## Her HeartBeat

Her HeartBeat is a private consulting firm for women that offers custom success strategies through marketing, media and branding services, coaching and counseling, education and training as well as technology.

Leisha Doherty  
201 W. Genesee St. #192  
Fayetteville, NY 13066 315-663-1712  
www.herheartbeat.com

## HighPoint Advisors

HighPoint Advisors, LLC is a comprehensive financial services firm comprised of like-minded independent financial advisors. From wealth management, asset allocation, life insurance, estate planning and beyond, advisors are "Taking financial planning to new heights."

Kristopher Wadsworth  
5900 N. Burdick St., Suite 100  
East Syracuse, NY 13057 315-627-0474  
www.highpointadv.com

## Infinity Payroll Services Inc.

Infinity Payroll Services, Inc. is headquartered in the village of Baldwinsville. A family owned company, Infinity Payroll prides itself on providing a level of personalized service that is unparalleled in the industry. Consider Infinity for outsourced payroll, offering superior service at an economical cost. Offering chamber members their first month of payroll services with Infinity at no charge.

Michael Russo  
P.O. Box 270  
Baldwinsville, NY 13027 315-828-7400  
www.infinitypayrollservices.com

## JWA Construction Management



JWA, a Woman Business Enterprise (WBE), is a construction management firm that encompasses commercial/municipal program and construction management and consulting. JWA's pool of construction managers have an average of 25 years of experience. As CMs throughout the construction process, the primary role is that of client representative. JWA's project team communicates the clients' expectations effectively ensuring the materials and quality of work coincide with the specifications of the project.

Joy Weatherup Anthis  
6838 E. Genesee St.  
Fayetteville, NY 13066 315-445-4886  
www.jwastructures.com

### Learning Disabilities Association of CNY

The Learning Disabilities Association of Central New York provides services for individuals and families affected by learning disabilities, as well as professionals who work with them. The association's mission is to empower individuals with learning disabilities and ADHD to achieve success.

Melissa Wrobel  
722 W. Manlius St.  
East Syracuse, NY 13057 315-432-0665  
www.ldacny.org

### Manlius Pebble Hill School

Manlius Pebble Hill is Central New York's only independent, non-sectarian, college preparatory day school for grades Pre-K through 12. MPH's mission is to inspire students to think critically, act responsibly and discover a passion for lifelong learning.

Jennifer Neuner  
5300 Jamesville Road  
DeWitt, NY 13214 315-446-2452  
www.mph.net

### Phil Petti Cleaning

Phil Petti  
P.O. Box 121  
Syracuse, NY 13021

### Pinnacle Human Resources LLC



Pinnacle Human Resources, LLC provides expert human resource consulting with a reputation for integrity and competence. Pinnacle's staff services clients in matters of labor law compliance, employee relations, policies and procedures, handbooks, training, mentoring and coaching, talent acquisition, compensation, HR risk analysis, performance, and HRIS systems. Consultants deliver flexible HR services including on-site, virtual support and assistance with special projects.

Amy Pietrafesa  
118 Wendell Terrace  
Syracuse, NY 13203 315-760-6626  
www.pinnaclehrllc.com

### SageMyLife

SageMyLife™ has designed online mapping tools to help people visualize and manage their personal networks. Products benefiting a wide range of audiences: children, adults, businesses and even pets!

Nancy Bloeser  
The Tech Garden  
Syracuse, NY 13202 315-382-8171  
www.SageMyLife.com

### Strada Mia, LLC



Strada Mia's main floor boasts a large bar bordered by high-top tables to comfortably seat 50 or more guests, which creates an atmosphere that fits the time of year. The dining room has three distinct areas: the first room, which can accommodate parties of up to 22 at one table, the mid section is more family oriented consisting of nine booths, and finally, a more private, intimate room that consists of four private booths. Having a large party or event? The upstairs offers plenty of space to seat 100 or more guests, plus a full-service bar. There is also a smaller private dining space upstairs for parties of up to 12 guests.

Lori Ranalli  
313 N. Geddes St.  
Syracuse, NY 13204 315-883-5995  
www.stradamia313.com

### Technical Workplace Consulting



Technical Workplace Consulting provides IT infrastructure design and installation, network support, PC and server troubleshooting and repair, network security and other IT related services. TWC specializes in servicing small to medium-sized companies in the Central New York area. TWC prides itself on being responsive, reliable and reasonably priced.

Thomas Carlin  
P.O. Box 11651  
Syracuse, NY 13218 315-243-5586  
www.technicalworkplace.net

### United Auto Supply



Established in 1946, United Auto Supply is a leader in the wholesale distribution of original equipment, aftermarket automotive parts and accessories. UAS sells exclusively to independent installers, new car dealers and auto parts stores. Family owned and operated, United Auto Supply prides itself on quality, price and service. This simple business ethic along with the basic practice of building a partnership with our customers, has kept UAS strong in the automotive aftermarket for almost 70 years. UAS is proud to represent more than 100 manufacturers' product lines including ACDelco, Motorcraft, Timken Bearings, Remy, A1 Cardone, Tenneco, General Motors, Dura International, Standard Motor Products and Goodyear. Sit with a UAS representative and review all of the "UAS Advantages." United Auto Supply is confident it can offer business solutions that will add profits to your company's bottom line.

Jim Ranalli  
460 Tracy St.  
Syracuse, NY 13204 315-478-4242  
www.unitedautosupply.com

### Virtucom Group



Virtucom Group is a leader in content creation and content management solutions for multichannel retailers and their supplier community. Virtucom Group designs smarter content programs in support of more successful, strategic, efficient, scalable and profitable enterprise-wide digital content initiatives. Virtucom's core services focus on product and category content creation, taxonomy and product attribution modeling, source asset acquisition and digital asset processing/management.

Scott Matukas  
120 E. Washington St., Suite 714  
Syracuse, NY 13202 315-422-3100  
www.virtucomgroup.com

### WTM Accounting Services



Your second business... bookkeeping, accounting, QuickBooks... is WTM Accounting Services' business for more than 20 years, from small businesses to large corporations. Contact WTM Accounting Services for a free one-hour consult, at your location.

Pauline Majchrzak  
P.O. Box 173  
Baldwinsville, NY 13027 315-296-1318  
www.wtmaccounting.com

# 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](mailto:sabert@centerstateceo.com).



**Blown Away Beauty & Blowout Bar**, celebrates its first anniversary at 266 W. Jefferson St. in downtown Syracuse.



**Creole Soul Café** celebrates its grand opening at 128 E. Jefferson St., Syracuse.



**Farmers Insurance** celebrates its new offices at 7085 Manlius Center Road in East Syracuse.



**Fleet Feet** celebrates its 15th anniversary! The store is located at 5800 Bridge St. in East Syracuse.



CenterState CEO Ambassadors tour the new **YMCA** located in Baldwinsville at 8040 River Road as it celebrates the Y's grand opening.



**Indie Kids**, 264 ½ W. Jefferson St., celebrates its first anniversary.



Supporting the healthy growth of industrial companies since 1994

Market Research • Acquisition Support & Deal Sourcing  
Growth Capital • Succession Planning

Clarity identifies unmet market needs, market trends, and other market dynamics to inform the optimal use of company resources for organic growth initiatives.

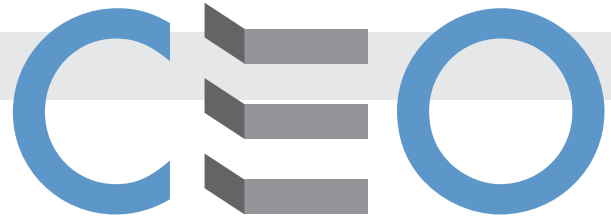
Clarity develops synergy driven acquisition strategies. We cultivate proprietary dialog with targeted acquisition prospects and support the process through completed transactions and proper integration.

Clarity grooms companies for maximum value according to ownership's preferred deal structure and runs the sale process.

Learn how we can support your company's growth and planning

Contact: Rich Sheiman, President  
421 N Aurora St | Ithaca, NY 14850

607.272.1830 x 212 | sheiman@claritycorporategrowth.com  
www.claritycorporategrowth.com



**MEMBER  
ADVANTAGE**  
NEW YORK

**Employee Services**  
**Benefit Services**  
**Operational Services**

Run a Better Business for Less  
Learn more at  
[www.memberadvantageny.com](http://www.memberadvantageny.com)

2015

SUCCESSFUL  
BUSINESS  
WOMEN  
*Awards*

Presented By:



*Register Now!*

**September 24, 2015**

7:30 AM - 10:30 AM  
Oncenter, Syracuse

**7:30- 8:30am:** Networking & Breakfast Reception

**8:30-10:00am:** Program & Awards

**10:00-10:30 am:** Networking & Photos (optional)

Join the Business Journal News Network & Presenting Sponsor, Her HeartBeat, September 24 for the 1st annual Successful Business Women Awards! We're "Igniting the Success In Women!" This breakfast event will feature guest speakers, networking, giveaways, awards program & more!

**Honorees Announced!**  
**Visit [bizeventz.com](http://bizeventz.com) to view  
this year's honorees!**

Supporting Sponsors:



Proud Partner: **BJ NN Business Journal News Network**

Produced By: **BizEventz**

Register to attend at [bizeventz.com](http://bizeventz.com)

# CENTERSTATE CEO ECONOMIC CHAMPION

## VNA Homecare

In 1890, three women established the Visiting Nurse Association, which changed the face of health care in the region and beyond. More than 120 years later, the Visiting Nurse Association of Central New York (VNA), a division of VNA Homecare, has expanded into 48 counties across New York state. VNA Homecare is comprised of a team of more than 500 professionals caring for more than 1,700 patients, which equated to more than 333,000 hours of support in 2014 alone.

Today, VNA Homecare continues to emphasize its adaptability and commitment to patient-centered care with a multi-million dollar capital campaign to fund the rehabilitation and renovation of its headquarters at 1050 W. Genesee St., Syracuse. The campaign, Re-imagining Our Home: So We Can Bring Care to Yours, will distance VNA Homecare from its competitors, creating a system that is at the forefront of home care and wellness for those across the region. The transformation of VNA's operational headquarters will allow for efficient and effective changes to service delivery, enabling the facility to be a stronger community asset.

The VNA now operates as one of eight entities under VNA Homecare's corporate umbrella, with a reputation as one of the most trusted, respected and widely known home care systems in this region. Its other entities include the VNA Foundation of Central New York Inc.; CCH Home Care & Palliative Services, Inc.; Independent Health Care Services, Inc.; Home Aides of Central New York, Inc; Eldercare Social Day Program; the Eldercare Foundation, Inc.; and VNA Homecare Options, LLC, a Medicaid Managed Long Term Care Plan that provides services to 48 counties in New York state.

To celebrate the organization's 125th anniversary, VNA Homecare will hold a Barn "Raise"ing event 1 to 4 p.m. Sunday, October 4 at the Mandana Barn in Skaneateles. Call 315-477-9301 or visit [www.reimaginevna.org](http://www.reimaginevna.org) for more information.

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.



VNA has provided care for more than 100 years.

## 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.

### 25 YEARS

Town & Country Hospital for Pets, PC

### 20 YEARS

James Flowers

### 15 YEARS

Keuka College - Accelerated Studies for Adults Program (ASAP)

University College of Syracuse University

### 10 YEARS

AHR Mechanical, Inc.

Edible Arrangements

M.A. Polce Consulting, Inc.

Jeff Musil Construction

### 5 YEARS

Blue Electron Technology Solutions International LLC

Dunn Tire LLC

HPMile, Inc.

Matrix Communications

Nationwide Insurance

STAT Communications

Upstate Drug Testing

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





## Are You Looking For Staffing Solutions?

C.R. Fletcher Associates is equipped to provide the complete spectrum of staffing solutions. We are a full service firm, offering recruitment in a wide variety of disciplines.

**Contact Us Today.**

### Staffing Solutions

- Executive Search
- Direct Hire Positions
- Temporary Placements
- Temp to Hire Placements
- Contract Staffing
- Payrolling
- Vendor-on-Premise



**Achieve Great Results  
With Great People**

### Recruitment

- Accounting & Finance
- Sales & Marketing
- Information Technology
- Administrative & Clerical
- Human Resources
- Light Industrial

126 North Salina Street | Suite 107 | Syracuse, NY 13202 | P: 315.471.1000 | crfletcher.com



## #1 in Syracuse Printing

Locally owned since 1946.

Keeping jobs local for nearly 70 years.

Offering quality offset and digital printing

FSC certified and 100% Wind Powered.

www.eastwoodlitho.com • 315-437-2626  
4020 New Court Ave. Syracuse, NY 13206

## Let's plan your perfect meeting or event - Together!



If it requires AV (audio-visual) equipment & technical support, Visual Technologies (VTC) is the company to call. VTC will stage your event from concept to completion.

- Corporate Event
- Awards Dinner/Gala
- Fundraiser
- Training-Presentations
- Trade Show
- Celebration

**VISUAL  
TECHNOLOGIES**



VIDEO PRODUCTION



VIDEO CONFERENCING



SALES / RENTAL



EVENT STAGING

315.423.2000

1620 Burnet Avenue • Syracuse, NY 13206 www.visualtec.com

# EVENTS

## 7 Habits of Highly Successful People

September 18

Everson Museum of Art, 401 Harrison St., Syracuse

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

Through wisdom, expertise and candor, take away 49 approaches to be more effective in your personal and professional life from seven influential executives and community leaders.



**Tim Kennedy**  
President, Syracuse Media Group



**Jason Smorol**  
General Manager, Syracuse Chiefs



**Dr. Linda LeMura**  
President, Le Moyne College



**Tim Penix**  
Director, SUNY Syracuse  
Educational Opportunity Center



**Maryann Roefaro, M.S., FACMPE**  
CEO, Hematology-Oncology  
Associates of CNY



**Aminy Audi**  
CEO & Chairman, L. & J.G.  
Stickley

Complimentary parking is available in the museum lot on Harrison Street. Additional parking is available for a reduced fee (discount of \$2.50) at the Oncenter open lot and garage, located on Harrison and State streets. Metered parking is also available along Harrison and State streets.

Cost: \$25 for members; \$35 for non-members. For further details contact Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com.

PRESENTED BY:  
**D'Arcangelo & Co.**  
CERTIFIED PUBLIC ACCOUNTANTS & CONSULTANTS  
*powered by excellence. proven by results.*

IN PARTNERSHIP WITH:  
**syracuse**  
MEDIA GROUP  
syracuse.com | THE POST-STANDARD

Register online at [www.centerstateceo.com/events](http://www.centerstateceo.com/events)

### Business After Hours at Courtyard by Marriott, September 10

5 to 6:30 p.m.

Courtyard by Marriott, 300 W. Fayette St., Syracuse

Tour two hotels under one roof, enter raffles for overnight stays and make new connections at downtown's newest properties. Sponsored by: Courtyard by Marriott and Residence Inn by Marriott.

Cost: \$10 for members; \$20 for non-members. For more information contact Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com.



### Speed Networking, September 24

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.



### Syracuse Tomorrow Fall Candidate Reception, September 30

4:30 to 6:30 p.m.

Landmark Theatre, 362 S. Salina St., Syracuse

Walk the red carpet and meet the candidates. Invited guests include candidates for the offices of Onondaga County Executive, Onondaga County Legislature, Syracuse Common Council and town supervisors.

Cost: \$25 for members; \$40 for non-members. Sponsorship packages are available. For more information contact Deb Warner at 315-470-1845 or dwarner@centerstateceo.com.



### Business After Hours and Member Showcase, October 1

5 to 7 p.m.

Time Warner Cable Business Class, 3179 Erie Blvd. E., Syracuse

Don't miss this great night of food and networking. A limited number of tabletop displays are available for purchase by CenterState CEO Members. Attendees also have a chance to win two round-trip tickets on Delta Air Lines.

Cost: \$15 for members; \$25 for non-members. For more information contact Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com. Tabletops cost \$300; contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com for details.



### B2B Marketplace, October 14

8 a.m. to 4 p.m.

Nicholas J. Pirro Convention Center at 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 include: training and education programs, networking events and visibility opportunities. Visit [www.centerstateb2bmarketplace.com](http://www.centerstateb2bmarketplace.com) to book your exhibit space and appointments today. For additional information, contact Yvonne Shaw at 315-234-1421 or yshaw@btitravel.com.



### Economic Champions Luncheon, October 14

11:30 a.m. Registration; Noon Luncheon

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

Nominate your company to be an Economic Champion by September 25; see page 3 for details. Then join us to celebrate at our annual recognition luncheon.

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



### Art of Likeability, October 28

8:30 to 10:00 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.

# CENTERSTATE CEO MEMBER DISCOUNTS

One of the benefits of CenterState CEO membership is being listed on the CenterState CEO website at [www.centerstateceo.com](http://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:**

## Visual Technologies

1620 Burnet Ave.  
Syracuse, NY 13206  
315-423-2000

[visualtec.businesscatalyst.com](http://visualtec.businesscatalyst.com)

Visual Technologies sales/system installations, videoconferencing, video production and rental departments are proud to represent many fine manufacturers of audio, video, videoconferencing and projection equipment. Computer rentals specialize in IBM compatible notebooks and desktops, laser printers and a variety of peripherals for daily, weekly or monthly rental periods.

**Discount:** CenterState CEO members receive a 10 percent discount. Offer expires September 30, 2015. Contact [dfoor@visualtec.com](mailto:dfoor@visualtec.com) to redeem.

## Pinnacle Human Resources LLC

118 Wendell Terrace  
Syracuse, NY 13203  
315-760-6626

[www.pinnaclehrllc.com](http://www.pinnaclehrllc.com)

Pinnacle Human Resources, LLC provides expert human resource consulting with a reputation for integrity and competence. Pinnacle services clients in matters of labor law compliance, employee relations, policies and procedures, handbooks, training, mentoring and coaching, talent acquisition, compensation, HR risk analysis, performance, and HRIS systems. Consultants deliver flexible HR services including on-site, virtual support and assistance with special projects.

**Discount:** CenterState CEO members receive a 10 percent discount on services. Offer expires December 31, 2015.

## Syracuse International Film Festival

5655 Thompson Road  
DeWitt, NY 13214

[www.filmsyracuse.com](http://www.filmsyracuse.com)

On September 25, the Syracuse International Film Festival and WSYR-TV (NewsChannel 9) are holding a premiere for the pilot of "The Undersigned," a new television show shot in Syracuse. Proceeds from the event will benefit Vera House. The nonprofit Syracuse International Film Festival is a local nonprofit organization that hosts an annual festival each October showcasing world-class talent and films.

**Discount:** CenterState CEO members receive a discount on tickets purchased to the premiere on September 25 at the Landmark Theatre. Visit <http://tinyurl.com/kefvq3y> and enter the code: BURGUNDY

**Increase Your Company's Visibility...Offer a Member Discount! Contact Sharon Abert at [sabert@centerstateceo.com](mailto:sabert@centerstateceo.com) or 315-470-1810 today!**

## VISIT THE SOUTH PACIFIC, STOPS IN SYDNEY AND FIJI

CenterState CEO's next exciting adventure invites travelers to A Taste of the South Pacific, scheduled for **November 29 to December 13, 2015**. The 15-day trip includes tours of: Cairns, the Great Barrier Reef, Tjapukai Aboriginal Cultural Park, Hartley's Crocodile Farm, Sydney, Sydney Opera House, Sydney Harbor Cruise and Fiji. The trip includes first class and deluxe hotel accommodations, 16 meals (10 breakfasts, one lunch and five dinners) as well as roundtrip airfare from Hancock International Airport in Syracuse. Rates are: \$5,399 for a double; \$6,479 for a single; and \$5,349 for a triple.

For additional information on the trip please contact Shannon Fults at 315-470-1884 or [sfults@centerstateceo.com](mailto:sfults@centerstateceo.com).



Sydney Harbour Bridge, Australia

## 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](mailto:sfults@centerstateceo.com)



Kinderdijk Windmills, Holland

**CEO ESSENTIALS**



CENTERSTATE CORPORATION FOR ECONOMIC OPPORTUNITY

# 2015 B2B MARKETPLACE

## GREAT CONNECTIONS. NEW POSSIBILITIES. ALL BUSINESS.

WEDNESDAY,  
**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](http://www.CenterStateB2BMarketplace.com)

