

GENIUS NY AWARDS \$2.75 MILLION TO FINALISTS; \$5M ANNOUNCED FOR ROUND 2

GENIUS NY, a year-long business accelerator, hosted its capstone 315 Finals event awarding six finalist teams a total of \$2.75 million in investments. The high-energy event featured teams pitching their business plans to a panel of judges and live audience, as well as remarks from Empire State Development President, CEO and Commissioner Howard Zemsky.

“The GENIUS NY competition proves that Central New York is rising, creating well-paying jobs and generating economic opportunity across the region,” said Zemsky.

Following the pitches, all six teams were each awarded one of three grand prizes or one of three smaller investments.

The night’s top prize of \$1 million was awarded to AutoModality, of California, which offers comprehensive solutions for automated close-up inspection using drones for indoor and outdoor infrastructure assets. AutoModality’s patent pending Perceptive Navigation technology enables its drones to fly in situations that are not possible using manual control or commercially available autopilots.

Dan Hennage, CEO of AutoModality said, “We would like to congratulate the other companies on their great business plans and we are honored to be chosen first among so many talented and dedicated entrepreneurs. AutoModality looks forward to growing our business in Central New York and contributing to the world-class ecosystem in unmanned aerial systems that exists in the region.”

Ascent AeroSystems from Arizona was awarded the second place prize of \$600,000; OmniMesh was named third place, winning \$400,000, while three finalists, EZ3D, Akrobotix, LLC and SkyOp, all were awarded \$250,000. Additionally, Ascent AeroSystems was named the crowd favorite in a live poll taken during the event.



Dan Hannage, Jimmy Halliday and Ed Koch of AutoModality accept a check for \$1 million, the top prize in the GENIUS NY 315 Finals, the largest business accelerator for unmanned aircraft systems (UAS) industry in the world.

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CENTERSTATE CEO ANNUAL MEETING

Thursday, April 27, 2017

11:30 a.m. registration; 12 p.m. program

Nicholas J. Pirro Convention Center at Oncenter

Register at www.centerstateceo.com/events

PRESENTING SPONSORS:



Attendees at CenterState CEO's 2016 Annual Meeting and Business of the Year Awards.

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CenterState CEO Events

GOVERNMENT RELATIONS

Update: CenterState CEO's 2017 State Legislative Priorities

CenterState CEO sets key public policy priorities annually, reflecting the region's business and economic development positions on legislative topics and issues likely to affect its members.

Ridesharing

Enabling ridesharing in the rest of New York state, beyond New York City, has been a priority for three years. Beyond inclusion in our 2017 Legislative Agenda, CenterState CEO continues to lobby Gov. Andrew Cuomo and our delegation, and collaborate with the New Yorkers for Ridesharing Coalition. Gov. Cuomo introduced legislation in his 2017-18 Executive Budget. At the time of publication, the Senate has passed a bill and the Assembly introduced a bill that does not work for the industry. Mayors from nine Upstate cities, including Syracuse Mayor Stephanie Miner, wrote to the governor and leaders of both houses urging them to enact "sensible language to bring peer-to-peer ridesharing to Upstate New York."

Medicaid Drug Pricing

CenterState CEO issued a Memorandum of Opposition to a new proposed law that if enacted would require the pharmaceutical and biologics industry to disclose to New York state extensive and sensitive information on the research, testing, development and marketing of its products, set prices and impose a 60 percent surcharge on some drugs when they deviate from the set price. Nearly 75,000 New Yorkers are employed in the bioscience industry, supporting more than 200,000 jobs statewide. The consequences of this law would decrease industry and industry-related investment, negatively impact future local expansion; place highly sensitive, proprietary information at risk; create an unprecedented intrusion into the free marketplace and open concerns regarding existing federal laws.

Tax Credits for Nuclear Power

CenterState CEO submitted written testimony to a recent New York State Assembly public hearing on the Zero-Emissions Credit Program that provides necessary support to Upstate's nuclear energy facilities. Beyond being a critical economic engine in the

region, the nuclear industry produces carbon-free electricity to power more than 800,000 homes and represents about 10 percent of the current carbon savings for New York. Without Upstate nuclear, it is unlikely New York will achieve the state's goal of "50 percent renewables by 2030."

State UAS Legislation

The New York State Senate and Assembly have introduced more than a dozen drone-related bills this year. CenterState CEO sent a legislative memorandum opposing these bills and is instead calling for the creation of a New York State Unmanned Aerial Systems Policy Roundtable Initiative to develop the premier state unmanned systems policy in the nation. By convening national policy experts, Gov. Cuomo, the New York State Assembly and Senate and state agencies in cooperation with the commercial sector and other stakeholders, New York can forge a comprehensive policy that recognizes this economic opportunity, enables state agencies to use UAS technology, addresses public safety and privacy, conforms with FAA rules and regulations and furthers the region as a center for the growth of the unmanned systems sector.

Workers' Comp Reform

Employers in New York pay the fourth highest workers' compensation costs in the nation. Of the \$10 billion employers pay each year, nearly \$1 billion went to individuals who did not miss significant time from work. Benefit increases in the 2007 reform bill were quickly implemented, but cost saving reforms have moved at a glacial pace, resulting in a 9.3 percent increase as of October 2016. Business organizations and employers are unified in calling for immediate and substantial reforms to the state's excessively expensive workers' compensation system. CenterState CEO is actively supporting reform bills: S.4014 (DeFrancisco)/A.5977 (Woerner), S.4554 (Amadore)/A.6219 (McDonald) and S.4520 (Akshar)/(Assembly bill introduction pending by Sen. Woerner).

To learn more, contact CenterState CEO's Vice President of Public Policy and Government Relations Deb Warner at 315-470-1845 or dwarner@centerstateceo.com.

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“The GENIUS NY program provides real investments and programmatic resources to support these high potential UAS companies,” said Rob Simpson, president of CenterState CEO. “These teams will now take this investment and get right back to work growing their companies and building on their success over the next eight months here in Central New York. As they advance their technologies and platforms they are also supporting our goal to create a global hub for UAS in our region.”

GENIUS NY is funded by Empire State Development. The teams business plans and pitches were judged by Larry Brinker, president & interim CEO for the NUAIR Alliance; Colonel Anthony Basile, vice president of operations for the NUAIR Alliance; Somak Chattopadhyay, managing partner at Armory Square Ventures; Jim Fayle, regional director for Empire State Development Corporation; Craig Marcinkowski, director of business development for Gryphon Sensors; David Montanaro, president and founder of Strategic Advisory Associates; Mary Ann Tyszko, senior advisor at Brainview Technologies; Marc Viggiano, former head of Saab’s Traffic Management business and founder of Niteopark. Jeff Kulikowsky, NewsChannel 9’s senior reporter, emceed the night where more than 150 people were in attendance.

To learn more about GENIUS NY visit www.geniusny.com or contact Jonathan Parry, director of GENIUS NY at jparry@thetechgarden.com or 315-345-2448.

Watch the GENIUS NY Video https://youtu.be/jJ8c_RxmflY

THANK YOU SPONSORS:



Jonathan Meringer of Ascent AeroSystems, winner of the \$600,000 second place and Fan Favorite prizes, presents their small unmanned aerial vehicle.



Matt Snyder of OmniMesh presents during the GENIUS NY 315 Finals and is awarded the \$400,000 third place.

New York State Awards \$5M for GENIUS NY II

During the GENIUS NY finals, Empire State Development President, CEO and Commissioner Howard Zemsky announced \$5 million to fund a new round of the business accelerator for 2018.

“We believe in supporting successful economic development initiatives, so we’re launching a second round of the competition in 2018 to build on this momentum and attract more new waves of technological innovation and entrepreneurship,” said Zemsky.

Applications will open in May. GENIUS NY II will remain one of the largest business accelerator competitions for the UAS industry in the world.

GENIUS NY is funded by Empire State Development in a model similar to Buffalo’s highly successful 43North program. The advancement of the GENIUS NY program builds on the progress of CNY Rising, the region’s award-winning strategic plan to generate robust economic growth and community development.

Learn more at www.geniusny.com.



Empire State Development President, CEO and Commissioner Howard Zemsky announces the state will commit \$5 million to support a second round of the business accelerator in 2018.

NATIONAL CONVENING HIGHLIGHTING ECONOMIC DEVELOPMENT CONTRIBUTIONS OF IMMIGRANTS AND REFUGEES TO BE HELD IN SYRACUSE

CenterState CEO will host the fifth annual Welcoming Economies Global Network Convening October 23 to 25 at the Marriott Syracuse Downtown, bringing together more than 350 participants to share best practices on how to tap into the talents and skillsets of immigrant and refugee communities to catalyze economic growth.

In Syracuse during the past decade, CenterState CEO has recognized the substantial economic contributions immigrants and refugees make through population growth, workforce participation, taxes, entrepreneurship and spending power. In 2014, according to a study conducted by the New American Economy published in February, foreign-born residents in Syracuse contributed \$1.7 billion to the metro area's GDP, \$140.4 million in federal taxes and \$93.9 million in state and local taxes.

Immigrants and refugees have also helped offset regional population loss and reduce vacancy rates in neighborhoods and business districts, ultimately creating a stabilizing effect to the issues of urban and rural blight. While the U.S.-born population remained stagnant between 2000 and 2014, the foreign-born population grew by 42.5 percent. In 2014, 1,681 foreign-born entrepreneurs in Syracuse generated \$22.3 million in business income.

While the contributions of immigrants and refugees in Syracuse are robust, the region has yet to fully harness the potential of these communities to positively impact the local economy. Hosting the event provides CenterState CEO, its members and community partners with an opportunity to showcase how the foreign-born community spurs growth in the region, learn from experts and practitioners from other communities and lend prominence to Syracuse as a leader in the field.

The co-organizer for the Convening, The Welcoming Economies Global Network, seeks to maximize the impact and sustain the efforts of local initiatives across the country that welcome, retain and empower immigrant communities as valued contributors to local community and economic development initiatives. They selected CenterState CEO and Syracuse to host this year's event because of this community's success in harnessing the economic contributions of these often overlooked communities to further grow the region's economy.

To learn more about the Convening, subscribe at www.weglobalnetwork.org/subscribe.



Up Start entrepreneur Hari Bangaley Adhikari and his team serve up Bhutanese sweets at a festival on North Salina Street in Syracuse.

CONSENSUS: GOVERNMENT MODERNIZATION BILL COULD LEVERAGE 70% PROPERTY TAX SAVINGS

New legislation introduced by Assemblyman Al Stirpe could be a game changer if Syracuse and Onondaga County residents adopt comprehensive government modernization. Stirpe's bill proposes a pilot program to have New York state take over the required local match for Onondaga County's Medicaid expenses.

Consensus^{US}

By the people, for the future.

In the current Onondaga County budget, this mandate totals

\$98.9 million. New York is the only

state that passes on a substantial portion of its Medicaid expenses to local governments. Elimination of this expense offers the chance for historic property tax savings in addition to the service improvements and savings that are detailed in the report published by the Consensus commission in February.

To put the savings into context, the property tax levy in the current Onondaga County budget is \$141.1 million. If all \$98.9 million were

to be applied to property tax reductions, it would result in a 70.1 percent reduction on county property tax bills.

If his legislation is adopted, this is the outcome Stirpe hopes to see. His bill includes language that would require the county to cut its tax levy by an amount "comparable to the relief brought by state takeover of Medicaid expenses."

The Consensus commission has offered 50 recommendations to modernize local government in its final report to the community. If adopted, these reforms could produce savings of up to \$32.8 million per year, on their own. The report is available at www.consensuscny.com.

Consensus members and support staff are available for community presentations and discussions. To host a meeting or to find out more about Consensus, please contact Kevin Schwab, kschwab@centerstateceo.com or 315-470-1944.

CENTERSTATE CEO FORMS PARTNERSHIP WITH GREATER OSWEGO-FULTON CHAMBER

CenterState CEO and the Greater Oswego-Fulton Chamber of Commerce (GOFCC) have joined forces to establish the GOFCC as an integrated affiliate of CenterState CEO. This partnership enables a stronger chamber more dedicated to the needs of the local business community, while also bringing it more prominently into the overall growth and success of the region.

Under the new agreement, the GOFCC remains locally driven and its office will stay in Oswego, with a satellite office in Fulton, and will have a dedicated executive director to support and represent the business community's independent needs.

"By working together on a broader scale, we are in a better position to address our common challenges and pursue new opportunities," said CenterState CEO President Rob Simpson. "This affiliation also creates a new business model to add significant value to the chamber through financial stability, back office support and efficiencies, and most importantly, by creating a broader advocacy voice and stronger link to regional and state resources."

Even before this new partnership was formalized, CenterState CEO and the GOFCC actively worked together to support businesses in Oswego County, connecting small- and mid-sized companies to each other and the resources they need to grow. This includes recent projects at BioSpherix, Felix Schoeller, HealthWay, Hutamaki, Novelis and Teti Bakery. The impact of these projects, including new investments and jobs, are part of what makes the new formal partnership with the chamber so important.

The partnership was celebrated at the GOFCC's Annual Meeting at the Lake Ontario Conference Center in Oswego where more than 200 people attended to hear the GOFCC'S new executive director Katie Toomey share her 90-day plan for how the chamber can have a greater impact on its members' success. Members also voted on an 18-person advisory board to guide the strategic priorities of the chamber. The CenterState CEO Board, which now includes several members from Oswego County, will also serve as the GOFCC Board of Directors.

In addition, the event featured a panel discussion, moderated by Simpson, on the positive energy driving growth in Oswego County, with local community leaders: Hon. William Barlow, mayor of Oswego; Hon. Ronald Woodward, mayor of Fulton; and Kevin Gardner, chairman of the Oswego County Legislature.



Katie Toomey, executive director, Greater Oswego-Fulton Chamber of Commerce

Toomey grew up in Oswego and has extensive business experience supporting companies through collaborative relationships, both inside and outside the region. She can be reached at ktoomey@oswegofultonchamber.com.

PRESENTING SPONSORS:



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Greater Oswego-Fulton Chamber of Commerce Calendar of Events

- April 5 **Chamber Chat; Financial Wellness for Small Businesses**, 8 to 9:30 a.m., FitzGibbons Agency
- April 19 **Meet the Officials Roundtable**, 8 to 9:30 a.m., Location TBA
- April 26 **Speed Networking**, 8 to 10 a.m., Location TBA
- May 3 **National Small Business Week Breakfast**, 7:30 to 9:30 a.m., River Vista Center
- May 17 **Chamber Chat; Workplace Wellness**, 12 to 1 p.m., Oswego YMCA
- May 24 **Business After Hours with Showcase**, 5 to 6:30 p.m., Location TBA
- June 12 **Greater Oswego-Fulton Chamber of Commerce Golf Social**, full day, Oswego Country Club

Register at www.OswegoFultonChamber.com



Tech Garden Welcomes Women Entrepreneurs as New Members

Clarity Clinical Research, LLC

Lisa Sonneborn, MA LMHC worked with one of the largest clinical trial sites in the world. This experience and her training as a therapist led her to develop Clarity Clinical Research, using a clinical trial approach centered on patient care.

Sonneborn's focus is the study of memory loss and cognitive functioning. Her company engages physicians and patients/subjects in trials that range from healthy memory (prodromal Alzheimer's disease) studies, to severe Alzheimer's disease and end-of-life programs.

Recognizing the needs of the individual factors directly into Clarity's process. They partner with nonprofits and service organizations, combining clinical research with community education, on-site patient/caregiver support and physician collaboration. Clarity also explores pharmaceutical products aimed at preventing, slowing or stopping Alzheimer's disease.

Learn more at www.clarityclinicalresearch.com

The Alvina Group

The Alvina Group, which provides IT, continuous improvement and engineering professional services, was founded by Kristin Mannion, of Fayetteville, and is in the initial formulation stage. The Tech Garden is the perfect place for Mannion to develop and launch her company giving her access to support, mentoring and a network that can share experiences and introduce her to influencers.

Mannion, a graduate of Notre Dame with a degree in information technology management, spent the last four years working in corporate IT in Milwaukee. A desire to employ her experience and innovate in the Syracuse engineering market led her to start The Alvina Group. Mannion will focus on providing quality contracting as a Women's Business Enterprise (WBE) in the public sector.

As a woman entrepreneur Mannion recognizes the importance of keeping talented women engaged in the work force and is committed to hiring and promoting women in the IT and engineering fields.



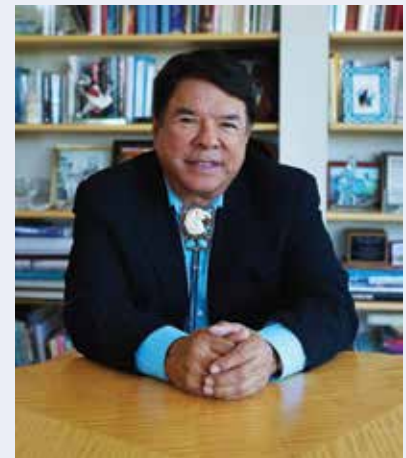
Kristin Mannion, founder, The Alvina Group.

CEO PRESENTS: RAY HALBRITTER ON JUNE 1

CenterState CEO kicks off its biannual speaker series, *CEO Presents*, with a presentation from Ray Halbritter, Oneida Indian Nation representative and CEO of Oneida Nation Enterprises.

Halbritter will share his insights on how vision, collaboration and cultural investment are critical to driving new opportunities in business and in a community. Hear firsthand how these values have shaped the growth of Oneida Nation Enterprises and its plans for future development in the region.

CEO Presents features compelling talks on diverse topics and an opportunity for members, partners and the public to engage in exciting discussions and meet notable business executives. The series is presented by VIP Structures and sponsored by News Radio 570 WSYR, Now on 106.9 FM. The 2017 series is hosted at the Holiday Inn in Liverpool.



Ray Halbritter, June 1

8 a.m. networking and continental breakfast;

8:30 to 9:30 a.m. program

Cost: \$30 for members;

\$45 for non-members.

For more information, contact Lisa Metot at 315-470-1870 or

lmotot@centerstateceo.com or

register at www.centerstateceo.com/events.



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INDUSTRY LEADERS TO VISIT CNY TO EXPLORE NUSTAR OPPORTUNITY

Academic, government and unmanned aerial systems (UAS) industry leaders from across the country will meet at the Syracuse Center of Excellence this month to discuss plans to construct the NUSTAR (National Unmanned Aerial System Standardized Testing and Rating) facility. The NUSTAR advisory committee will inform the NUAIR Alliance on elements and partnerships needed to build a state-of-the-art facility that will accommodate testing for rapidly changing drone technology.

NUSTAR calls for establishing a new testing center for drone safety, durability and cybersecurity based in Central New York and is part of a project to create a traffic control system for safe drone operation, known as Project U-SAFE (UAS Secure Autonomous Flight Environment). The center will offer independent performance and safety benchmark testing for drones and drone-related products, helping draw industries involved in the production and use of drones to Central New York.

As manufacturers continue to develop unmanned aircraft systems, the need for standardized safety tests will be vital to successful development and continual improvement of UAS products. NUSTAR will offer credible and comprehensive standardized tests and scenarios to assure UAS performance, and provide ratings that assess UAS ability to meet recognized performance standards. This will allow for industries using UAS technologies to work more safely and productively in applications such as agriculture, industrial inspection, natural resource management, and parcel delivery.

Companies interested in growing within the UAS or related sectors should contact Mike Novakowski, director of business development for CenterState CEO, at mnovakowski@centerstateceo.com. For more information on UAS testing being conducted in New York, Massachusetts and Michigan, visit www.nuairalliance.org.



An artist's rendering of the proposed NUSTAR facility.

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For more information, please contact CenterState CEO's Account Manager, Chris Murphy, at chris.murphy@staples.com or 315-741-3779.



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Downtown Living Tour, Saturday, May 20

11 a.m. to 4 p.m.

Tickets to the 2017 Downtown Living Tour go on sale April 17. Advance sale tickets are \$12; tickets purchased on event day at Icon Tower (tour headquarters) are \$15. Don't miss this exciting event as the Downtown Committee showcases eight of the coolest examples of urban living in downtown Syracuse.

Tour Headquarters:

Icon Tower, 344 S. Warren St. (formerly Excellus BlueCross BlueShield)

Additional Tour Stops:

- Herald Commons, 220 Herald Place
- 235 E. Water St.
- The Chimes Building, 500 S. Salina St.
- The Dietz Lantern Factory, 225 Wilkinson St.
- The State Tower Building, 109 S. Warren St.
- Jefferson Clinton Commons, 211 W. Jefferson St.

New this year, the Downtown Committee is showcasing the new D-Train Doggie Day Care project by Washington Street Partners at 530 S. Clinton St.

Reserve your ticket at www.downtownsyracuse.com/downtownlivingtour or call 315-422-8284.



Call for Downtown Living Tour Volunteers

The Downtown Committee will reward all volunteers with a ticket to enjoy the tour and an official Living Tour T-shirt. Email mail@downtownsyracuse.com to help.

Downtown Clean-Up for Earth Day

Saturday, April 22, 2017

Help give downtown Syracuse a spring cleaning for Earth Day! This year, the Downtown Committee is tackling five locations. To join them, contact mail@downtownsyracuse.com or 315-422-8284.

- 8:30 a.m. Clinton and Adams streets – meet at the parking lot behind 572 S. Salina St.
- 9 a.m. Onondaga Creekwalk – meet at the Walton St. extension near West St. (across from the Syracuse University Warehouse).
- 9:30 a.m. Armory Square – meet at Sugarman Park on the lawn at The MOST.
- 10:30 a.m. Downtown East – meet at 217 Montgomery St.
- 11 a.m. Clinton Square – meet at Water and Clinton streets. (home of the Downtown Farmers Market each summer.)

The Downtown Committee will supply all volunteers with gloves, trash bags, a green T-shirt and a complimentary lunch.

edr Companies was one of several organizations represented at the 2016 Earth Day Clean-Up.



Partners in Planting

Get involved in downtown Syracuse's beautification efforts with the Partners in Planting Program! The Downtown Committee wants to partner with companies to combine employee engagement and downtown beautification. For more information, please visit www.downtownsyracuse.com/flowers or call 315-422-8284.



Roundtable: Tourism MATTERS

Tourism industry leaders from Albany and Central New York met with state and local legislative representatives recently for a roundtable discussion on advancing the hospitality industry's local and statewide legislative agendas. It's a discussion critical to the area as Onondaga County makes up \$855 million of the overall \$1.4 billion in visitor spending across the five counties of Central New York.

More than 25,000 regional residents are employed in the tourism industry, but the benefits touch all households through the nearly \$600 in tax savings generated annually per household. The goal is in place to reach \$1 billion in visitor spending within Onondaga County by 2020. To accomplish this feat, the following issues were addressed during the roundtable discussions:

- Seasonal tax credit legislation
- AirBnB and short-term rental regulation
- Gateway signage to facilitate visitor flow and community appeal
- Policy for maintaining clean roads and gateway entrances
- Comprehensive tourism development plan
- Connecting continued lakefront development
- Immigration policies and effects of international tourism to the U.S.
- Support the need for ride-sharing transportation (Uber, Lyft)
- Transforming the Syracuse Convention District
- Adopting Syracuse Do Your Thing brand promise
- ILNY International Tourism Center in Destiny USA
- Competitiveness of Visit Syracuse vs. other destination marketing organizations
- I-81 Project
- Upstate Revitalization Initiative

Lawmakers in attendance included: John DeFrancisco, New York State Senate; Al Stirpe and Pamela Hunter, New York State Assembly; and Peggy Chase and Linda Ervin, Onondaga County Legislature.

David Valesky, New York State Senate, and William B. Magnarelli, New York State Assembly sent representatives.

Overall, the roundtable had an impressive turnout and engaging conversations. New York State Hospitality and Tourism Association President Mark Dorr also attended and congratulated the region on continued commitment to work together.

"When I talk to Syracuse-area tourism leaders, including the hotel general managers, I am always impressed with how well this region collaborates to promote the overall destination," Dorr said. "There is a clear understanding that the tourism industry, as a whole, has to continually work together to strengthen the tourism product, and the Syracuse area certainly knows how to do that."

The meeting was held during the annual Onondaga County Legislative Breakfast and sponsored by the New York State Hospitality & Tourism Association, Greater Syracuse Hospitality & Tourism Association and Visit Syracuse, at the Crowne Plaza Syracuse.



Tourism industry leaders from Albany and Central New York gather at the Crowne Plaza Syracuse hotel to address ways to boost tourism industry growth in the region.



New York State Senator John DeFrancisco attended the tourism industry roundtable in March.



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 ECONOMIC CHAMPION

Empire Brewing Co.

Empire Brewing Company is an award-winning brewer of handcrafted ales and lagers and a contemporary bar and grill in downtown Syracuse.

In 2014, David Katleski, founder and president of Empire Brewing Co., joined a CenterState CEO-led trade mission to China where he met and partnered with the Jing Wei Fu Tea Company to develop, create at the brewpub and export a beer, called Two Dragons, made with Chinese tea.

In just over 20 years, Empire has matured from a seven-barrel brewpub to one of the largest craft breweries in New York state. With the help of a \$500,000 CNY Regional Economic Development Council grant in 2016, Empire built the 40,000-square-foot Empire Farm Brewery in Cazenovia, the largest farm brewery on the East Coast. Empire can now keg and bottle for regional, national and international distribution.

The brewery system uses locally grown feedstock (hops, grains and other locally sourced products), providing a direct benefit to farmers while simultaneously decreasing the company's carbon footprint. The property also grows hops, lavender, vegetables, herbs and fruits for use in the brewing process and to support the needs of its downtown brewpub, as well as using ingredients from more than 60 Central New York farmers.

In addition, the farm brewery is a premier agritourism destination in Central New York where visitors can tour the facility, sample beer, grab a bite to eat and enjoy its hiking and biking trails. Learn more at www.empirebrew.com.

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.



Dave Katleski, Empire Brewing Co. founder and president, at the Empire Farm Brewery in Cazenovia.



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CENTERSTATE CEO ANNOUNCES BUSINESS OF THE YEAR FINALISTS

CenterState CEO congratulates 14 businesses and organizations for their outstanding achievement during the past year. CenterState CEO's Business of the Year finalists were selected from a competitive pool nominated for this honor. This high-caliber slate of nominees made for a very competitive process.

More Than 50 Employees

Mohawk Global Logistics
Saab Defense & Security USA LLC
TCGplayer.com

Less Than 50 Employees

CPS Recruitment
Digital Hyve
Roth Industries of North America

Community Involvement

Hotel Syracuse Restoration, LLC
M & T Bank
Pathfinder Bank

Not for Profit

Catholic Charities of Onondaga County
McMahon Ryan Child Advocacy Center

Minority-owned Business

(in partnership with the Upstate Minority Economic Alliance)

All Money Spends
Cueva Contract Inc. (dba Interior Innovations)
SGTR LLC & E. Smith Contractors LLC

"We are proud to recognize these member businesses for their outstanding success and for the role they play in strengthening our community," said Robert Simpson, president, CenterState CEO. "Over the last year, these companies have excelled in creating jobs, making new investments and engaging with the community."

A single company will be recognized in each category at CenterState CEO's 2017 Annual Meeting, on April 27, for their commitment to growth, improving our community and creating tangible impacts on our economy. This year's theme, "Break Through," will also explore how businesses and communities can surmount challenges and seize opportunities with a bolder vision for the future.

For more information on the CenterState CEO Annual Meeting, see page 14 or www.centerstateceo.com/annualmeeting.

CREATING A MAGNETIC BRAND WITH AREL MOODIE

Everybody talks. But some people talk better than others—and in business that can make a big difference. Professional speaker Arel Moodie shared his professional and business wisdom recently with more than 20 CenterState CEO members in a talk entitled "Creating a Magnetic Brand as a Professional Speaker."

Moodie, an established TEDx presenter and author, hosted the training and education at The Tech Garden. Moodie taught members how to get clients to want to work with them by positioning themselves as the perfect solution to their most pressing problems. Moodie addressed how speaking can be an incredibly powerful tool to gain new clients. He noted how many speakers are often too "I-centered" in how they speak, which can repel new clients and relationships. Moodie encouraged speakers to focus on service, results and to set their sights on booking new presentations sooner than later.

For more upcoming CenterState CEO events see page 14.



Professional speaker and author Arel Moodie presents "Creating a Magnetic Brand as a Professional Speaker" to CenterState CEO members at The Tech Garden.

SPEED NETWORKING

More than 50 CenterState CEO members meet for conversation and collaboration at TERACAI, in North Syracuse, where attendees build relationships during small group discussions. Special thanks to TERACAI for sponsoring and Peppino's Catering for breakfast.



SPONSORED BY



MEMBER ESSENTIALS

Atlantic Testing Laboratories, Limited will celebrate its 50th anniversary this year.

Fast Company magazine names **Chobani** one of the "World's Most Innovative Companies of 2017."



Morrisville State College partners with the Cazenovia Hampton Inn, recently constructed by Hueber-Breuer, to learn the hospitality industry.

Mohawk Valley Community College completes \$30 million renovation on new Rome campus. **MVCC** adds online degree program in Health Information Technology.

Food Bank of Central New York awarded grants totaling \$62,239.



Fleet Feet Sports, Syracuse celebrates 10th anniversary of No Boundaries training program for new runners, which has graduated thousands of local athletes.

Syracuse Small Business Association awards Excelsior Growth Fund \$750,000.

Cameron Group LLC, which owns the Township 5 residential and shopping center in Camillus announces four new tenants opening soon: Petco, The Vine & Barrel, Teriyaki Madness and Which Craft Bottle Shop.

Wegmans Food Markets is among 12 companies in the United States to be named to the "Great Place to Work Legends" list by *Fortune* magazine. **Wegmans** ranked No. 2 for corporate reputation among the 100 most visible companies, according to the 2017 Harris Poll Reputation Quotient study.



FuzeHub, a nonprofit that matches manufacturing companies in New York state with technical and business resources, awards innovation grants to **Cornell University** and **Clarkson University**.

Advanced Automation Corp. wins major contract for the production of sit-and-stand desks for a company that provides services to the Department of Defense and defense contractors.

Upstate Medical University opens a new high-risk psychiatry program to address the rising suicide rates among teens and young adults.

Rome Memorial Hospital and **St. Joseph's Health** finalize affiliation agreement for collaborative relationship to expand patient access and services to the community.

Delta Air Lines to bring back free meals on some economy routes in 2017.

Tourists from more than 20 countries visited **Destiny USA** in 2016, according to data collected by its motor coach welcome program.

Liberty Resources announces grand opening of Pathways Wellness Center.

PJ Green unveils its new logo; becomes certified as a Minority Women Business Enterprise (MWBE).



Share Member News with Us!

Submit your member news at www.centerstateceo.com/add-member-news

or share your stories with us at [membernews@centerstateceo.com!](mailto:membernews@centerstateceo.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.



CenterState CEO Ambassadors get a sneak preview at **Anytime Fitness** located at 314 Fayette St. in Manlius. The new business is planning its grand opening this month.



Cathy's Cookie Kitchen, 266 W. Jefferson St., Syracuse, celebrates its grand opening.

Anniversaries:

The Guardian Angel Society, 20th

Syracuse Jazz Fest, 35th annual festival in 2017

Atlantic Testing Laboratories, 50th

Grand Openings:

Sugar & Company, 121 W. Fayette St., Syracuse

BodyMind Float Center, 2949 Erie Blvd. E., Syracuse

Edwards Agency, LLC, 211 W. Jefferson St., Syracuse

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 Colette Powers, UBS Financial Services, Inc., The Austin & Alesandro Group. Stephanie Powers, Jefferson Clinton Hotel, is vice chair.

Abundant Life Christian Center



Abundant Life Christian Center is a non-denominational Christian church that holds a charismatic-evangelical theology. Our beliefs are firmly rooted in the theology of the Reformation, while fully embracing contemporary ministry of the Holy Spirit and all His gifts. Abundant Life's vision is to teach all people how to experience the abundant life through a personal relationship with Jesus Christ, and His Church. This is accomplished in three ways: 1) Make disciples 2) Reach our world (missions and outreach) 3) Develop churches and ministers. Baritta DeShields
7000 All Nations Blvd.
East Syracuse, NY 13057 315-463-7300
www.alclife.org

BME Company

Business Machines and Equipment, Inc. has been established as a local provider of office technology for more than 25 years. With world class technology from Canon, Xerox and HP. BME provides proactive service and supply shipment and has grown to be one of the largest independently owned office technology companies in Central New York. BME supports companies by empowering clients with document imaging solutions that optimize workflow, control costs and increase efficiencies by providing a world-class proactive customer experience with local offices in Syracuse and Utica. Andrew Bednar
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www.syracuseinvestigator.com

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www.cnytix.com

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Momentum Telecom is a premier provider of business voice, broadband management and unified communications solutions. Momentum's solutions offer smart, customizable cloud-based applications including voice, video and collaboration tools that enhance business productivity and efficiency for direct customers and more than 500 partners, nationwide. Elizabeth Hildreth
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Staples Business Advantage



As the business-to-business division of Staples, Staples Business Advantage® works with companies to develop customized programs with specialized pricing, dedicated account management and a complete assortment of products and services at the lowest total delivered cost. Staples' commitment to serving customers is embodied in the company's brand promise: "We make buying office products easy." Chris Murphy
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EVENTS

CenterState CEO Annual Meeting

BREAK THROUGH

Thursday, April 27, 2017

11:30 a.m. registration; 12 to 1:30 p.m. program
Nicholas J. Pirro Convention Center at Oncenter
800 S. State St., Syracuse

Register by April 20 at
www.centerstateceo.com/events
or contact Lisa Metot at 315-470-1870 or
lmetot@centerstateceo.com.

Join the region's largest annual gathering of business leaders and the prestigious Business of the Year awards, recognizing companies in the following categories:

Member Business with 1-50 Employees

Member Business with more than 50 Employees

Community Involvement

Nonprofit Agency

Minority Owned Business

Free parking courtesy: 

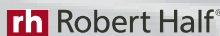
Cost: \$65/person for members; \$625/table of 10;
\$80/person for non-members; \$775/table of 10.

PRESENTING SPONSORS:



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Register online at www.centerstateceo.com/events

CNYIBA – Doing Business in Canada – Moving People and Product, April 12

Syracuse Center of Excellence, 727 E. Washington St., Syracuse
8:30 to 11 a.m.

This program helps U.S. companies strengthen skills to effectively do business in Canada. Topics include: finding qualified partners in Canada; the advantage of the non-resident importer program; goods and services tax; and sending your employees into Canada – requirements for temporary workers.

Cost: \$25 for CNYIBA members; \$45 for non-members. Both prices include continental breakfast. Contact Kathy Hallahan at 315-470-1948 or khallahan@centerstateceo.com.



The Chobani Way, April 12

5:30 to 8:30 p.m.

Marriott Downtown Syracuse, 110 E. Onondaga St., Syracuse

Please join the Upstate New York Chapter of the TMA and CenterState CEO for an informative discussion presented by our special guest Jason Blaisure, Vice President of Manufacturing and Engineering Operations of Chobani LLC. Jason will discuss the history and journey of Chobani and its future vision. A question and answer session will follow the presentation.

Cost: \$30 for members, academic/government; \$40 for non-members; \$25 for next gen/young professionals. For more information, contact 716-440-6615 or upstateNY@turnaround.org.

CHOBANI

Greater Oswego-Fulton Chamber of Commerce – Speed Networking, April 26

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

Location TBA

Bring your business cards and be prepared to engage in roundtable discussions while building relationships with other members. There is time for informal networking and sharing your one- to two-minute "pitch."

Cost: \$10 for members; \$20 non-members. Contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com.



Business After Hours and Member Showcase at the Chiefs, May 4

5 to 7 p.m.

NBT Bank Stadium, Hank Sauer Room, One Tex Simone Drive, Syracuse

Network with business leaders at NBT Bank Stadium's Hank Sauer Room, then stay for the Syracuse Chiefs game! Member tickets to this Business After Hours include a free Syracuse Chiefs Baseball cap and admission to the ballgame, starting at 6:35 p.m. against the Pawtucket Red Sox. Can't make it to the networking event but would like to attend the game? Use promo code: CENTERSTATE to receive \$2 off per game ticket and a free Syracuse Chiefs baseball cap.

Cost: \$15 for members; \$25 for non-members. For information on displaying your business at this event, contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com.



CEO Presents: Ray Halbritter, June 1

8 to 9:30 a.m.

Holiday Inn Liverpool, 441 Seventh North St., Liverpool

Ray Halbritter, Oneida Indian Nation representative and CEO of Oneida Nation Enterprises, will share his insights on how vision, collaboration and cultural investment are critical to driving new opportunities in business and in a community. Hear firsthand how these values have shaped the growth of Oneida Nation Enterprises and its plans for future development in the region.

Cost: \$30 for members; \$45 for non-members. Contact Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com.



CNYIBA – New York/New Jersey Port Tour, June 7

7 a.m. to 7:30 p.m.

Maher Terminal, 1210 Corbin St., Elizabeth, NJ

Join the Central New York International Business Alliance on a tour of Maher Terminal in the Port of New York & New Jersey, one of the busiest ports in the world. Learn how they manage thousands of ocean shipping containers daily; how they use X-ray to inspect shipments; how they trans-load to and from rail and truck; and how they cooperate with U.S. Customs and Border Protection to insure safety of supply chains. Also includes a presentation from Port Authority management. Sponsored by Mohawk Global Logistics.

Cost: \$95 for CNYIBA members; \$125 for non-members. Contact Kathleen Hallahan at 315-470-1948 or khallahan@centerstateceo.com.



EXPLORE SHADES OF IRELAND THIS SEPTEMBER

CenterState CEO presents Shades of Ireland, featuring Northern Ireland. This journey will take place September 5 to 17, 2017. Highlights include Dublin, Kilkenny, Waterford Crystal, Blarney Castle, Killarney, Ring of Kerry, Limerick, Cliffs of Moher, Galway, Donegal Town, Derry, Giant's Causeway, Glens of Antrim and Belfast. Per person rates: \$4,249 (double) and \$4,749 (single). Price includes round-trip airfare from Syracuse Hancock International Airport, air taxes, airport-hotel transfers, tour manager and 17 meals.



Killarney Muckross House, Ireland.

DISCOVER ICELAND'S MAGICAL NORTHERN LIGHTS IN 2018, INFO MEETING APRIL 13

Discover Iceland's Magical Northern Lights with CenterState CEO, February 20 to 26, 2018. Highlights include Reykjavik, Northern Lights Cruise, Golden Circle, Thingvellir National Park, Geysir, Gullfoss, Seljalandsfoss, Vik, Eyjafjallajokull Volcano Visitor Center, Skogar Museum, Skogafoss, Jokulsarlon Glacial Lagoon, Skaftafell National Park, Vatnajokull Glacier and Blue Lagoon. Per person rates: \$3,429 (double) and \$3,929 (single). Price includes a \$200 air booking bonus (if booked by August 20, 2017), round-trip airfare from Syracuse Hancock International Airport, air taxes, airport-hotel transfers, tour manager and 10 meals.



Rainbow at Gullfoss Waterfall, Iceland.



TRAVEL PRESENTATION: ICELAND – APRIL 13

Join CenterState CEO for a travel presentation on Iceland at 5:30 p.m. on April 13 at the Maplewood Suites Extended Stay, 400 Seventh North St., Liverpool, to learn more. RSVP to 315-701-2648 or jlombardi@nyaaa.com. The presentation is free to attend.

MEMBER MILESTONES

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

40 YEARS

L. & J.G. Stickley, Inc.

35 YEARS

Barnes & Cone, Inc.

30 YEARS

Diamond & Thiel Construction Co., Inc.

20 YEARS

AGB International Mgt. Corp.
PEACE, Inc.

15 YEARS

Franciscan Companies/Franciscan Health Support
Hunt Real Estate ERA

10 YEARS

DeStefano Development LLC
IMS, Inc.
Madison Planning Group, Inc.
NYSERNet, Inc.
SUNY Oswego Metro Center

5 YEARS

RedHouse Arts Center, Inc.
Stanley Steemer Carpet Cleaner
Tech Geekery Inc.

CEO ESSENTIALS

HOW WILL YOU TRANSFORM THIS YEAR?

ORGANIZATIONAL CHANGE

Customized services to create a holistic and transformative program to catalyze all aspects of an organization's performance.

LEADERSHIP DEVELOPMENT

Programs that inspire action, help transform thinking and decision-making, and tools to help leaders create lasting change.

TEAM PERFORMANCE

Training and insight to improve communication, build trust, create alignment and achieve lasting, improved performance and results.

PROFESSIONAL COACHING

Move to the next level. Discover and refine your core competencies with guidance from trusted, experienced advisors.

LEADING BY EXAMPLE

FREE ONLINE WEBINAR

**APRIL 6TH
2:00PM-3:00PM**

One-hour webinar discussing the areas of your life and the behaviors that can affect your leadership. Uncover how we can create one-on-one human impact through our behaviors, choices and actions.



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