

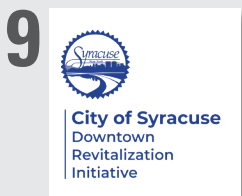
CENTERSTATE CEO ANNOUNCES BUSINESS OF THE YEAR FINALISTS



4 Partners Submit Multimillion Dollar Application to Compete in Build Back Better Regional Challenge



8 GENIUS NY Renewed Through Round 10, Now Accepting Applications



9 Syracuse DRI: Open Call for Project Proposals Deadline is April 15



18 CenterState CEO Events: Annual Meeting is Apr. 26

CenterState CEO congratulates its **2022 Business of the Year finalists**. The Business of the Year awards celebrate member companies and organizations for their outstanding success and the role they play in strengthening the region. These organizations have achieved significant growth, exemplified business leadership and have gone above and beyond in their commitment to the community. Finalists were selected from a highly competitive pool of nominations.

“Once again, we are inspired by the many companies and organizations that are achieving such impressive growth, be it through new investments, new jobs or expanding their operations. They are steadfast in their commitment to serving their customers and our community,” said Robert Simpson, president, CenterState CEO. “We are proud to honor these members for their outstanding success and the role they play in strengthening the region. We are also proud to partner with UMEA to present the Minority-owned Business of the Year award. We extend our sincere congratulations to all the finalists for their achievements.”

“The Upstate Minority Economic Alliance proudly recognizes these minority-owned businesses for their outstanding success,” said Me’Shae Rolling, executive director, Upstate Minority Economic Alliance. “These companies have shown tremendous fortitude during the continuance of the COVID-19 pandemic and have driven impact to help strengthen our community.”

A single company or organization will be recognized in each Business of the Year category at CenterState CEO’s 2022 Annual Meeting, taking place April 26.



COMMUNITY INVOLVEMENT

- CH Insurance
- Drive Research
- Kinney Drugs, Inc.

NONPROFIT

- Food Bank of Central New York
- Liberty Resources, Inc.
- Rescue Mission Alliance of Syracuse

FEWER THAN 50 EMPLOYEES

- It Takes a Village Family Daycare
- Scientific Tool Co.
- Wireless Business Group, LLC

MORE THAN 50 EMPLOYEES

- JMA Wireless
- Oneida Nation Enterprises, LLC
- Raymour & Flanigan Furniture

MINORITY-OWNED BUSINESS

in partnership with the Upstate Minority Economic Alliance

- ACCESS Dental Laboratories
- Gwen, Inc.

continued on page 3

CenterState CEO Annual Meeting

April 26, 2022 | 9:30 to 11 a.m.

Join CenterState CEO members, business leaders and executives for CEO’s Annual Meeting featuring the prestigious **Business of the Year** awards, recognizing companies in five categories:

- Member Business with fewer than 50 Employees
- Member Business with more than 50 Employees
- Community Involvement
- Nonprofit
- Minority-owned Business

See page 18 for more information.

PRESENTED BY



TOMORROW'S HEALTHCARE TODAY



DENSITY EXPANDS MANUFACTURING CENTER DOWNTOWN

Density, a people counting startup at CenterState CEO's Tech Garden, has opened a 21,000-square-foot manufacturing center in the Whitlock Building on South Salina Street, in Syracuse. Density creates devices that anonymously counts how many people are in a space. The demand for its product has increased rapidly since the onset of COVID-19 and has been a driving force in its expansion.

The new facility will support Density's continued growth by enabling it to increase its production capabilities to seven times its current output, to nearly 400,000 sensors a year. Those sensors will be shipped to customers all over the world.

In addition to the new manufacturing center, Density will maintain its space of eight years at The Tech Garden where it has grown into a 200-person high-tech startup valued at \$1.05 billion – making it The Tech Garden's first "unicorn" (a privately held startup valued at more than \$1 billion).

"Starting in Syracuse has been a wonderful thing for us, and having partners like CenterState CEO and The Tech Garden that are dedicated to supporting and incubating companies like Density is incredibly valuable," said Garrett Bastable, vice president of operations at Density. "We took advantage of this to get off the ground. I'd like to believe Density is just one example of what's possible through this type of partnership."

"Collaboration will always be a driver of the region's transformation and growth, and Density's announcement is just part of the story of a new accelerated trajectory for the regional economy," said Rob Simpson, president of CenterState CEO. "This progress is one that leaders across this community are sharing with the world as part of our coordinated business attraction efforts; stories like this have a ripple effect that help drive other new opportunities for Central New York."

Learn more about Density. To learn more about business development opportunities, contact **Andrew Fish, CenterState CEO senior vice president of Business Development.**



Density executives and local business leaders cut the ribbon at Density's new manufacturing facility in downtown Syracuse.



A Density employee assembles a people-counting sensor.

FEATURE STORIES

Density Expands Manufacturing Center Downtown.....	2
Work Train Partners Tour Hanford Pharmaceuticals, Support Surge Training Programs	3
Partners Submit Multimillion Dollar Applications to Compete in Build Back Better Regional Challenge.....	4
Government Relations: CenterState CEO Connects Centro, Members to Find Transportation Solutions for Growing Employers.....	6
Breeze Airways to Launch Service at SYR....	7
COVID-19 Business Funding Resources.....	7
GENIUS NY Renewed Through Round 10, Now Accepting Applications	8

CenterState CEO is One of the 2022 Best Companies to Work for in NY.....	8
Kingston-Syracuse Partnership Strengthens Innovation Corridor Across Borders.....	9
Syracuse DRI: Open Call for Project Proposals Deadline is April 15.....	9
Racial Equity and Social Impact: Welcoming LGBTQIA+ Workplaces Matters for Business	10
GOFCC: Sponsor a Basket, Planter or Banner for Project Bloom	11

MEMBER NEWS

Member Essentials.....	12
Member Milestones	12
Economic Champion, presented by Solvay Bank: Hueber-Breuer Construction.....	13

CenterState CEO Ambassadors, presented by VISIONS Federal Credit Union.....	14
New Partners	15

PARTNER NEWS

NUAIR to Test Detect and Avoid Technology in New York's 50-Mile Drone Corridor	16
Downtown Committee: Progress Breakfast: Downtown's Re-Emergence.....	17

EVENTS

Discover Northern Italy and its Lakes	16
Upcoming Events	18
Buy Local Bash Returns May 19 – Vendors Wanted.....	19
CenterState CEO Virtual Events Educate & Inform Members	20

BUSINESS OF THE YEAR FINALISTS continued from front page

As the region continues to emerge from the pandemic, it is experiencing positive momentum, with new opportunities on the horizon. This year's event theme, *Transcend*, focuses on Central New York's ability to exceed what some once thought was possible for the region, and the chance to accelerate that trajectory.

Purchase tickets for CenterState CEO's Annual Meeting or contact Lisa Metot. The in-person program begins at 9:30 a.m.

PRESENTING SPONSORS



EQUITABLE



CORPORATE SPONSORS



TECHNOLOGY SPONSOR



SUPPORTING SPONSOR



MEDIA SPONSOR



WORK TRAIN PARTNERS TOUR HANFORD PHARMACEUTICALS, SUPPORT SURGE TRAINING PROGRAMS

CenterState CEO's Work Train was joined by a group of community partners for a tour of Hanford Pharmaceuticals, a pharmaceutical manufacturer on Syracuse's south side. **Hanford, with eight other local employers, partners with Work Train to address the talent challenges faced by the high-tech manufacturing industry.** To meet its goals to recruit and hire more workers from the neighborhood, Hanford will be a key partner in the next cohorts of Surge Advanced Manufacturing and Electrical Mechanical Technician trainings this spring and summer. It is also one of six employers participating in the Surge Industry Open House events that kicked off March 29.

For more information on the Advanced Manufacturing Industry Partnership, contact Meghan Durso senior manager of Industry Partnerships for Work Train.



Work Train collaborators tour Hanford Pharmaceuticals. From left: Cainaan Webb, CenterState CEO Surge career navigator; Brian Fay, executive director, Syracuse Northeast Community Center; Maribel Arce, director of Strategic Initiatives, Syracuse Community Center Collaborative and Greater Syracuse Works; Javell Smith, supported employment specialist, Westcott Community Center; Carol Hill, director of workforce development, SUNY EOC; Donna More, director of workforce development, Syracuse Northeast Community Center; Carolon Dunlap, employment specialist, Huntington Family Center; and George Hanford, owner, Hanford Pharmaceuticals.

PARTNERS SUBMIT MULTIMILLION DOLLAR BUILD BACK BETTER REGIONAL CHALLENGE APPLICATION

CenterState CEO and a coalition of 57 public, private, nonprofit, academic and for-profit entities across Central New York and the Mohawk Valley joined together to submit a phase two application for the Build Back Better Regional Challenge (BBBRC), a central component of the U.S. Economic Development Administration’s American Rescue Plan.

The coalition partners proposed nine distinct and interconnected projects that would leverage more than \$143 million against a federal investment of \$92 million to advance opportunities in the region’s emerging “smart systems” cluster.

The collaborative application highlights the region’s unique strengths and assets that will enable it to help America innovate, re-shore, and develop critical advanced manufacturing and supply chain networks. The development of shovel-ready real estate and infrastructure will support and attract a wide range of advanced manufacturing companies and accompanying supply chain firms. Based on the high potential of existing assets to meet specific industry needs, particular emphasis is placed on the semiconductor computer chip sector, which aligns with federal efforts to re-shore advanced manufacturing supply chains critical to ensuring national security and resilience.

Furthermore, the region’s proposal includes workforce development programs to ensure that regional growth is inclusive and equitable. A diverse leadership table will facilitate decision-making and investments that are designed intentionally and inclusively to ensure economic benefits flow to all residents.

Projects include:

- 1. White Pine Commerce Park** - Invest \$25 million in infrastructure improvements to accommodate the needs of a large-scale semiconductor manufacturer or a group of smaller advanced manufacturing companies and supply companies, building infrastructure necessary to grow the cluster.
- 2. Marcy Nanocenter Supply Chain Flex Space** – Invest \$7.75 million to build a flex-space facility for lease to supply chain firms looking to co-locate with Wolfspeed and Danfoss Silicon Power, strengthening the corridor of semiconductor investments between Capital Region and Central New York.
- 3. Oswego County Supply Chain Site Readiness** – Invest \$7.5 million to build 10 shovel ready sites supporting a minimum of 700,000 square feet of new industrial facilities for employers that would create up to 1,200 new jobs. The site is strategically located within 10 miles of White Pine Commerce Park and with jobs accessible to disconnected rural populations.
- 4. Advanced Manufacturing Training Consortium** – Invest \$9.5 million to create a consortium of education/training providers and industry employers that will engage and train 3,500 residents, focused on women and people of color.

CenterState Smart Systems Cluster

Build Back Better Regional Challenge



BUILD BACK BETTER REGIONAL CHALLENGE continued from page 4

- 5. Regional STEAM School. Focus: Education/Talent** – Invest \$10 million to renovate a historic school building located in a historically disinvested Syracuse neighborhood within the Syracuse City School District (enrollment 20,000) into a regional “STEAM” high school.
- 6. Center City Innovation Hub** – Invest \$8.3 million to support construction of two floors and renovations to CenterState CEO’s Tech Garden, creating a new “Center City Innovation Hub.” The project would also include the launch of the NYS Center for Smart Cities and a new XBE focused accelerator program.
- 7. UAS Health Care Commercialization** – Invest \$12 million in testing the safe and reliable commercial use of drones in partnership with SUNY Upstate Medical University and Hospital using NUAIR’s FAA Certificate of Authorization to fly beyond visual line of sight (BVLOS).
- 8. Smart Systems Quantum Runways** – Invest \$10 million to accelerate quantum science and technologies, critical for advancing smart systems components, technologies, and product development.
- 9. CenterState NY Smart Systems Cluster Governance** – Invest \$2 million to build the coalition’s capacity to design, implement, and iterate critical cluster enabler strategies around governance; diversity, equity and inclusion (DEI); equitable benefits and cluster growth sustainability.

This phase two application follows the region’s successful phase one application that was announced in October 2021. The region’s proposal was selected as one of 60 finalists from more than 500 nationwide applications.

“The Build Back Better program creates opportunity to scale support of existing industries and those looking to find growth within the region, while aligning strategies with a vision of equitable progress,” said Rob Simpson, president, CenterState CEO. “I am immensely proud of how our region has come together to make us competitive for this large-scale award, which validates that the region is poised for smart systems industry growth. Through partnerships, sound strategies and regional expertise — and now, with the potential of game-changing Build Back Better investments — the CenterState New York region stands ready to accelerate its already strong growth trajectory, while connecting those opportunities to the resources and talent needed to succeed.”

[Read the full press release.](#)

CenterState Smart Systems Project Impact

- ▶ Create upward of 23,060 new jobs;
- ▶ Leverage over \$11.3 billion in private investment;
- ▶ Increase the region’s gross domestic product by 3.5%;
- ▶ Create 588 new startups in 12 years;
- ▶ Invest \$80 million in startups over the next four years;
- ▶ Train 3,500 through the workforce consortium;
- ▶ Graduate 250 per year from the STEAM School; and
- ▶ Invest \$8 million in four years in XBE startups.

Coalition Members

The Central New York Regional Planning and Development Board

CenterState Corporation for Economic Opportunity

The City of Syracuse

County of Oswego Industrial Development Agency (COIDA)

Density

Griffiss Institute

Helen Hudson, President-Syracuse Common Council

Le Moyne College

Mohawk Valley Community College

Mohawk Valley EDGE

New York State Empire State Development

NexGen Power Systems

Northeast UAS Airspace Integration Research Alliance, Inc. (NUAIR)

Oneida County

Onondaga Community College

Onondaga-Cortland-Madison Board of Cooperative Education Services (OCM BOCES)

Onondaga County

Onondaga County Industrial Development Authority

Operation Oswego County

Oswego County

Refugee Center (“The Center”)

Saab

South Side Innovation Center

SUNY Educational Opportunity Center (SUNY EOC)

SUNY Morrisville

SUNY Polytechnic Institute

SUNY Upstate Medical University

Syracuse City School District

Syracuse University.

GOVERNMENT RELATIONS

CenterState CEO Connects Centro, Members to Find Transportation Solutions for Growing Employers

CenterState CEO was pleased to work with Assemblyman Al Stirpe to convene executives from the Central New York Regional Transit Authority (Centro) to meet with leaders from businesses experiencing strong growth in the Baldwinsville area.

As these firms are adding positions and seeking new talent for a range of job opportunities, they were finding access to transportation a challenge for some current and prospective employees. Initially, these employers requested a new bus route.

Centro executives noted that overall passenger volume wouldn't support an additional route however, they listened and gathered information. Following the meeting, Centro developed a creative solution to **adjust the existing SY-82 route**, bringing bus service within a reasonable walking distance to these firms.

"We are seeing increased demand for transportation services that bring workers from the Syracuse city area to suburban locations," said Centro Vice President Steven Koegel. "We were able to respond quickly in this situation to alter an existing bus route to serve the Radisson Business Park location. That's not always the case, but we appreciate hearing from businesses, as we did in this instance, and we try to be as responsive as possible."

For CenterState CEO members in Radisson, the new bus service is making a difference. "I'm so pleased there is now a bus stop less than a mile from our plant," said Lou DeMent, CEO of Giovanni Foods. "The teams at CenterState CEO and Centro made this happen. I love seeing partnership and collaboration come to fruition. We need to celebrate these achievements and use them to help continue momentum to bolster our region's manufacturing."

Centro notes that this is not the only time that input from CenterState CEO members has made a difference. "We also recently added new bus services to Hancock Air Park, in Cicero, and adjusted existing service to meet what will be growing demand at the new Amazon location, in Clay," said Koegel.



Senator Gillibrand Visits Syracuse to Promote the Made in America Manufacturing Communities Act

U.S. Senator Kirsten Gillibrand is sponsoring an initiative, with bi-partisan support, to provide additional support for American manufacturing. This bill aims to support community partnerships and strategies to increase domestic manufacturing and re-build disrupted supply chains.

If enacted, this legislation would authorize the Commerce Department to use existing funding to create a new "Manufacturing Communities" program. Under the program, the department would select communities that create public-private groups to build and deploy strategies to grow manufacturing in their region. Gillibrand says Central New York, with its diverse manufacturing base, is well suited for this type of competitive opportunity.

- Eligible consortiums include but are not limited to **partnerships between commercial industry, state and local government organizations**, and academic or workforce training organizations to convene community stakeholders and set the foundation for long-term investments in manufacturing communities.
- Eligible consortiums **can be designated as a Manufacturing Community for a 5-year period, after which they can apply for re-designation for two additional 2-year periods.**
- **Approved Manufacturing Communities will receive assistance and investments** in equipment or facility upgrades; workforce training, retraining, or recruitment and retention; business



Flanked by Central New York supporters, U.S. Senator Kirsten Gillibrand (center) announces plans for the Made in America Manufacturing Communities Act of 2022, in Syracuse.

incubators; advanced research and commercialization; supply chain development; assistance for small business concerns; and strategic planning assistance for consortiums that lack experience applying for federal assistance.

Gillibrand's bill has attracted five Senate co-sponsors, three Republicans and two Democrats. The legislation has also been introduced in the House of Representatives, where it also has a bi-partisan group of co-sponsors.

To learn more, **contact Kevin Schwab, vice president, Public Policy and Government Relations.**

BREEZE AIRWAYS TO LAUNCH SERVICE AT SYR

The Syracuse Regional Airport Authority (SRAA) and Breeze Airways announced that Breeze will launch its first ever regularly scheduled service at Syracuse Hancock International Airport (SYR) early this summer. The low-cost carrier will launch twice-weekly, year-round, nonstop service to Charleston, South Carolina, and Las Vegas, Nevada starting June 10. This announcement increases the number of nonstop destinations available to SYR travelers to 29.



Competitive and expanded air service is among the most consistent priorities identified by CenterState CEO members; it's also a vital factor in economic development as frequent service to a variety of destinations attracts firms.

"We are fortunate to have strong partners at the airport, including Executive Director Jason Terreri, who has done an incredible job telling our community's story and highlighting why Syracuse should be the first city in upstate and second in the state serviced by Breeze Airways," said Rob Simpson, president of CenterState CEO.

Both the Charleston and Las Vegas routes will be served by the airline's new Airbus A220 aircraft. The flights will have 120 to 140 seats available depending on the configuration of the aircraft.



CenterState CEO President Rob Simpson (left) and Syracuse Mayor Ben Walsh join Breeze Airways Director of Marketing Gina Nykaza during its announcement to launch service in the Syracuse market.

COVID-19 BUSINESS FUNDING RESOURCES

New programs and updates are available to support businesses and nonprofit organizations affected by the COVID-19 pandemic. Visit www.centerstateceo.com/covid19resources to determine whether your business or nonprofit is eligible to apply.

FEDERAL

SBA COVID-19 Economic Injury Disaster Loans (EIDL) - Update

The SBA will provide additional deferment of principal and interest payments for existing COVID Economic Injury Disaster Loan (EIDL) program borrowers for a total of 30 months deferment from inception on all approved COVID EIDL loans. The extended deferment period will provide additional flexibility to small business owners impacted by the pandemic, especially those in hard-hit sectors managing disruption with recent variants, as well as recent supply chain and inflation challenges amid a growing economic recovery. Borrowers with questions can call SBA's COVID EIDL Customer Service Center toll-free at 1-833-853-5638 or email DisasterCustomerService@sba.gov. Small business owners may also contact **SBA's Resource Partners**. **More information.**

STATE

NYS Tourism Return-to-Work Grant Program - New

Grants are available to help support employment growth among for-profit businesses and not-for-profit organizations that attract and support tourism and suffered economic hardship due to the COVID-19 pandemic, providing a financial incentive and financial assistance to hire workers. Businesses and organizations will be eligible for grants of up to \$5,000 per net new full-time employee increase, and up to \$2,500 per net new part-time employee increase during 2022. Employment increases will be based on total employment and not specific individual employees. Return-to-Work applicants must check eligibility for participation by completing the required eligibility screening tool. Applicants that meet the requirements will be sent an email in the upcoming weeks inviting them to submit a preliminary application that will include base period employment information through an online application portal. **Required eligibility screening tool. More information.**

New York Forward Loan Fund (NYFLF) - Update

Phase 1 funding has been exhausted. **Check the website for a next phase of funding.**



GENIUS NY RENEWED THROUGH ROUND 10, NOW ACCEPTING APPLICATIONS

GENIUS NY — the world’s largest business accelerator focused on uncrewed systems — is now accepting applications for the sixth round of the year-long program. The in-residence accelerator operated out of CenterState CEO’s Tech Garden will invest more than \$3 million in five finalist companies, including a \$1 million grand prize.



GENIUS NY

Applications are open and being accepted at www.geniusny.com through May 31, 2022, from tech startups focused on uncrewed systems, IoT, big data, and robotics, as well as precision and remote sensing, smart city applications, data collection and analytics, guidance or communication systems and sensors.

“We are excited to begin our search for the next cohort of companies that will join our region’s growing UAS and UTM ecosystem,” said Kara Jones, director of GENIUS NY. “GENIUS NY provides support these companies need to grow and contribute to the region’s expertise and diversity. Through five rounds, we have seen the impact and advancement of this sector within our economy, which is a proven jobs creator. We are extremely grateful to Empire State Development for renewing the program through round 10, which is validation of the program’s success to date.”

Applications are evaluated by a panel of judges; semi-finalists will be selected to present demos and pitches this summer. Five companies will advance to participate in the competition and enter the in-residence accelerator at The Tech Garden this year. Finalists will be immersed in the incubator’s events, resource pool, and mentoring. Participants are required to operate their business in Central New York for one year during the competition. Applicants should be prepared to relocate to Central New York to participate in the program starting in August.

The program, which is funded by Empire State Development (ESD) and administered by CenterState CEO, has been renewed through round ten by ESD. GENIUS NY has attracted more than 26 startups to Central New York since its inception in 2017. To date, teams have raised more than \$90 million in venture capital and created more than 60 upstate New York jobs.

Apply or learn more about GENIUS NY, or contact Kara Jones, director of GENIUS NY, or 315-470-1959.



Round five winner, Airtonomy received the top prize of \$1 million in October 2021. The company has seen significant growth in Central New York and has partnered with several local providers and customers. In 2022, the company plans to secure its Series A at \$15 million. They continue to hire in Syracuse and work with other local UAS companies like NUAIR and Aerial Robotics.

CENTERSTATE CEO IS ONE OF THE 2022 BEST COMPANIES TO WORK FOR IN NY

CenterState CEO is pleased to announce that it is one of the top small employers in the state, according to the New York State Society for Human Resource Management and Best Companies Group annual Best Companies to Work for in New York awards program.



The program evaluates and ranks the best places of employment in the state based on employee satisfaction and engagement, as well as workplace practices and policies.

“We are so proud to once again receive this statewide award for the fifth year in a row,” said Monifa A. Wilcox, vice president of human resources at CenterState CEO. “Our staff is our greatest asset, and this recognition is a testament to the contributions of our entire team that works every day to support the work of our organization, our members and each other. We extend our congratulations to all of this year’s awardees, especially those within our membership joining us in making Central New York a great place to work”

The official ranking and recognition will be bestowed at The Best Companies to Work for in New York awards celebration April 13.

CenterState CEO member award winners:

Small Companies

- BME Associates
- Cooley Group, Inc.
- DUMAC Business Systems, Inc.

Medium Companies

- Hancock Estabrook LLP
- SWBR
- The Hayner Hoyt Corporation

Large Companies

- AmeriCU Credit Unnion
- Empower Federal Credit Union
- Nascentia Health
- Terakeet

KINGSTON-SYRACUSE PARTNERSHIP STRENGTHENS INNOVATION CORRIDOR ACROSS BORDERS

CenterState CEO is leading efforts to align Central New York economic development opportunities with partners in Kingston, Ontario, Canada. **The Kingston-Syracuse Pathway**



KINGSTON ECONOMIC
Development Corporation



CENTERSTATE
CORPORATION FOR
ECONOMIC OPPORTUNITY

Partnership is a cross border partnership that provides companies with innovative and easy solutions to help them grow into international markets. The effort aims to enhance connectivity and strengthen the regions' unique economies by creating a collaborative and leading global innovation corridor.

The cities of Kingston and Syracuse share economic advantages and interests. Both are home to world-class academic and research institutions, innovation ecosystems in key market sectors, including health innovation, biotech and advanced manufacturing. The cities also enjoy close access to major economic hubs including Ottawa, Toronto, Montreal and New York City.

"With our similar size, industries and close proximity, Kingston is a natural partner for Syracuse," said Robert Simpson, president of CenterState CEO. "We are hopeful that this partnership — with its opportunities to build cross border collaboration in research and development, supplier networks and entrepreneurial ecosystems — can help businesses within Central New York expand to new markets. We look forward to building this relationship further, and the opportunities it will create."

The collaboration will help facilitate market entry into the U.S. or Canada for entrepreneurs and innovators through the Soft-Landings Program. With world class institutions engaged in the initiative, it encourages cross-border strategic partnerships focused on strategic sectors, including health innovation. Partners include: Kingston Economic Development, Queen's University, Kingston

Health Sciences Centre, CenterState CEO, SUNY Upstate Medical University and SUNY's Research Foundation and SUNY Upstate's Central New York Biotech Accelerator.

To date, Syracuse businesses have benefited by taking advantages of some of the unique research centers at Queen's University to improve their products. Additionally, a Kingston-based entrepreneurial firm has located in Central New York, and medical research meetings have been held to work on collaborative research proposals. Both communities have reached out to the other to identify supplier networks to support their local businesses.

Established in 2018, the Kingston-Syracuse Pathway is the fourth cross border collaboration in Canada between business, government, and academic leaders from both sides of the border. By facilitating formal cross-border collaboration on cutting edge research and development, unlocking new global markets for entrepreneurs, startups, small- and medium-sized enterprises, and improving connectivity between governments, the Kingston-Syracuse Pathway will maximize the competitive advantages of Kingston and Northern and Central New York state.

CenterState CEO members are invited to attend a summit being planned for June 7, in Kingston, to advance the partnership. For more information, contact David Mankiewicz, senior vice president, Research, Policy & Planning, or 315-470-1942.

SYRACUSE DRI: OPEN CALL FOR PROJECT PROPOSALS DEADLINE IS APRIL 15

The **City of Syracuse Local Planning Committee is seeking project proposals** for consideration in the city's Strategic Investment Plan for the Downtown Revitalization Initiative (DRI) by April 15.

In late 2021, Governor Kathy Hochul announced Syracuse as one of Central New York's latest Downtown Revitalization Initiative recipients. The DRI is part of the state's Regional Economic Development Council Initiative, which makes \$10 million available to selected cities in each council region to boost their post-pandemic economies by transforming downtowns into vibrant neighborhoods.

The Syracuse DRI initiative is focused on the Southwest Gateway District, seeking to expand the vibrancy of downtown to the south and west of the Central Business District into an urban, walkable part of the city. Projects submitted as part of the city's Strategic Investment Plan for this area (see [map for boundaries](#)) may be

eligible for (but are not guaranteed) funding through this program. Projects will be considered for how well they achieve the goals of making the Southwest Gateway a more walkable, accessible, mixed use, and vibrant area; proposals should enhance the physical, social, environmental, and economic climate of the Southwest Gateway community.

The focus of the DRI award aligns with CenterState CEO's efforts to support the Southeast Gateway Initiative, an effort to advance catalytic investments and projects that contribute to new economic opportunities within the neighborhood.

Learn more at www.syracusedri.com/call-for-projects, or **download the project form**, which includes more detail on eligibility requirements and instructions on the submission process.

The deadline for submissions is 5 p.m., April 15, 2022.

WELCOMING LGBTQIA+ WORKPLACES MATTERS FOR BUSINESS

At CenterState CEO, the Racial Equity and Social Impact portfolio is dedicated to highlighting the significance of diversity, equity and inclusion (DEI) within workplaces and beyond. Diversity and inclusion encompass representation from all backgrounds, experiences and identities. In honor of Lesbian, Gay, Bisexual, Transgender, Queer/Questioning, Intersex, and Asexual (LGBTQIA+) month, we are recognizing the importance of workplace equality and equity for the LGBTQIA+ community.

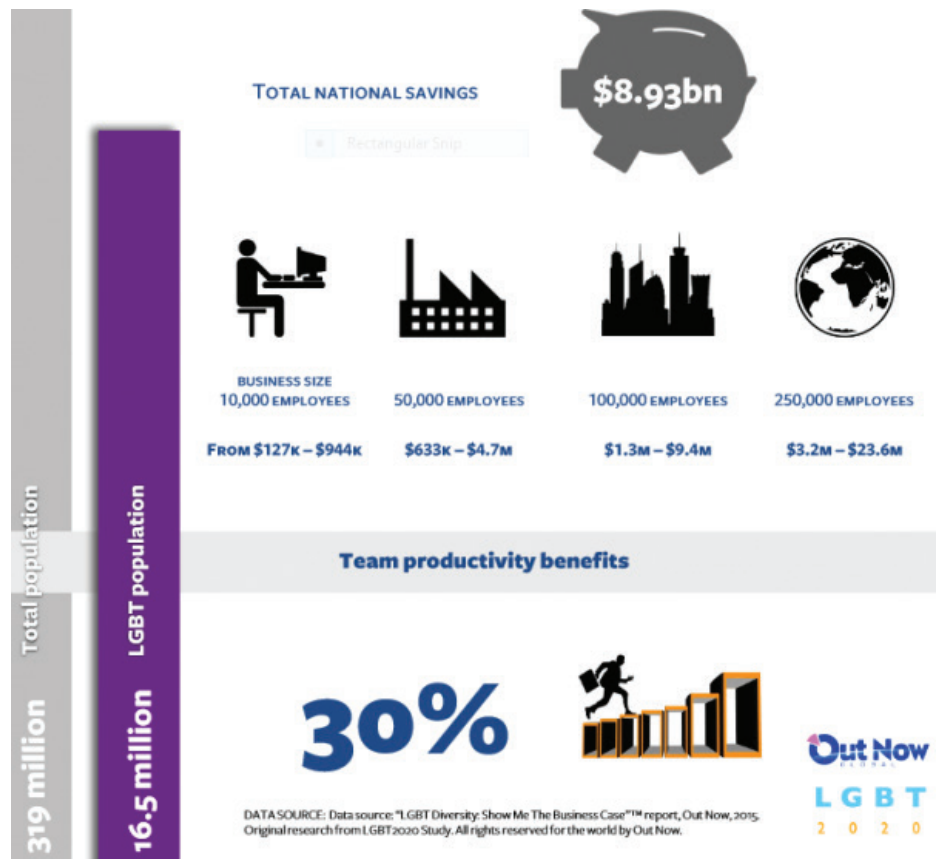
Did you know research shows more than 40% of lesbian, gay, and bisexual people and almost 90% of transgender people have experienced employment discrimination, harassment or mistreatment? Why are these statistics so high? One reason is there are no federal laws that protect LGBTQIA+ employees from employment discrimination. This is unfortunate for the LGBTQIA+ community, but also is not a good look for businesses. A 2020 study by **LGBT Diversity Show Me the Business Case** found that the U.S. economy could save more than \$9 billion annually if companies implemented effective policies for LGBTQIA+ staff.

It is essential to look at the benefits of effective inclusive and equitable policies for the individuals affected, which will affect the organization's outcomes in the business world. By implementing policies aimed at tackling discrimination, LGBTQIA+ staff will feel more supported, empowered and safe, which gives them the freedom to do the best they can at their job, and mental health factors like anxiety and stress would be lessened.

From a business standpoint, a welcoming and inclusive workplace for LGBTQIA+ staff would financially benefit a business due to lower legal costs related to discrimination lawsuits and lower health care insurance costs due to improved health of employees. In addition, a positive public image attracts customers who are more likely to do business with socially responsible companies along with gaining brand loyalty from the LGBTQIA+ community.

An LGBTQIA+ friendly workplace leads to increased job satisfaction, improved health, better relationships with co-workers and supervisors, enhanced creativity of innovation and innovative ideas, and a greater work commitment among LGBTQIA+ employees. As we continue to experience a shift in the landscape and societal climate in the U.S., it is critical to move that shift to a more acceptable, understanding and inclusive workplace environment, not only for businesses but for society as well.

Additional Reading: [The Value of LGBT Equality in the Workplace | GLAAD](#); [Why Representation Matters: A Conversation with Jen Henderson | Out & Equal](#).



Save the Date

Racial Equity and Social Impact Leadership Sessions

Inclusive Workspaces: the LGBTQIA+ Experience

April 21 | 9 to 10:30 a.m. | Virtual

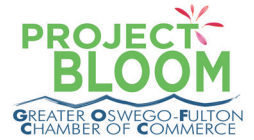
See page 18 for details.

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

Sponsor a Basket, Planter or Banner for Project Bloom

As a part of the GOFCC's citywide beautification program, Project Bloom, presented by Constellation, will continue to bring large, colorful flowers to Oswego County's downtown areas, businesses and city parks, and sponsorship banners displayed throughout the county.

The campaign maintains Oswego County as an attractive and welcoming place for visitors and as a hometown to be proud of. Project Bloom is presented by Constellation and is supported through sponsorships provided by local businesses, and the cities of Oswego and Fulton. **The public can show its commitment to the communities by sponsoring a basket, planter or banner for the 2022-2023 season. Contact Brenna Sherman, GOFCC member engagement & operations coordinator for details.**



Oswego County Restaurant Week Returns in June

The GOFCC is excited to announce the fourth annual Oswego County Restaurant Week, presented by Eagle Beverage, returns June 6 to 12. The week-long program is designed to drive business into Oswego County restaurants and is an exciting way to sample the area's many unique menus at a discounted price. Explore what new restaurants have to offer or visit old favorites.

How to participate:

Restaurants - offer designated Oswego County Restaurant Week specials.

Sponsors - opportunities are available to help non-restaurants promote this exciting program.

Diners - go out to eat (or grab take out) to show support.

Contact **Sara Broadwell, GOFCC events and membership manager** or 315-591-5491.

The Oswego-Fulton Farmers Markets: Call for Vendors

What better way to shop local than to enjoy farm fresh, local seasonal products, meat and eggs or sumptuous baked goods? The Oswego-Fulton Farmers Markets, presented by Oswego Health has something for everyone. Starting June 9, stroll through the Oswego Market on Thursday evenings from 4 to 7:45 p.m. or kick off your weekend on June 11 by strolling through the Fulton Market from 8 a.m. to 12 p.m. on Saturdays. Interested in becoming a vendor at the Oswego-Fulton Farmers Markets? Contact **Brenna Sherman** to apply.



Member Milestones

GOFCC thanks the following members for reaching membership renewal milestones in April and for supporting GOFCC for many years to enrich and improve the business community.

Southern Fare, located at 189 West 1st St., Oswego, celebrates its first anniversary.

Man in the Moon, at 192 West 1st St., Oswego, celebrates 15 years of business.

New Members

GOFCC welcomes **Xpress Auto Care**, a full-service preventative auto maintenance company with store locations in Oswego and Cortland, and a new Baldwinsville location opening in June. Xpress Auto Care's team of industry professionals takes great pride in the customer experience and believes strongly in providing a standard of excellence or the Xpress Auto Care Advantage. With 20 years in business, it's a simple philosophy that ensures a visit to Xpress Auto Care is one that benefits the individual and the automobile investment.



Ambassadors

GOFCC Ambassadors welcome new members and provide recognition to businesses celebrating grand openings, reopening, company anniversaries, and other important milestones. GOFCC wants to recognize and celebrate members' special events. Please contact **Brenna Sherman** to share news or join the Ambassador committee.

Reed Law, PLLC, located at 218 Syracuse Ave., Oswego, opens its doors to the public.



MEMBER ESSENTIALS

M&T Bank earns top national honors for outstanding business customer experience.



SUNY Upstate University Hospital to takeover of Hutchings building for new kids' psychiatric hospital.



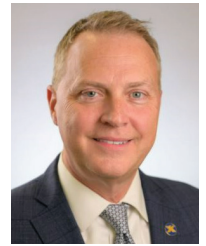
Kristen Nelson has been appointed plant manager of **Novelis Inc.'s** aluminum fabrication facility in Scriba.



The Bonadio Group launches new Consulting and Advisory Practice to help clients drive optimum performance.

SMV Recruiting, LLC, has launched a new division, Brew Recruit, a boutique recruiting firm focused on permanent placements in the beer industry.

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



Pathfinder Bank is transforming a 110-year-old mansion into a bank branch.

Wegmans to expand into Connecticut with new 2-story store.

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

MEMBER MILESTONES

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

30 YEARS

WestRock, Camillus NY Box Plant

20 YEARS

Felix Schoeller North America, Inc.

5 YEARS

Embassy Suites Syracuse

25 YEARS

Friends of the Rosamond Gifford Zoo at Burnet Park

ONEGROUP

Delmonico Insurance Agency

10 YEARS

Syracuse Time & Alarm Co., Inc.

BUSINESS TACTICS

Small Business Toolbox Series

Six-Part Virtual Series, starting May 5

- Executing Your Business Plan
- Digital Marketing Essentials
- Developing Banking Relationships
- Creating a Great Place to Work
- Making the Best Decisions for Your Business and Family
- Surviving Disaster

CLICK FOR DETAILS

CEO CENTERSTATE CORPORATION FOR ECONOMIC OPPORTUNITY
www.centerstateceo.com/events

SPONSORED BY:
SOLVAY BANK
 MAKE MORE POSSIBLE.™

CENTERSTATE CEO ECONOMIC CHAMPION

Hueber-Breuer Construction

Hueber-Breuer Construction is celebrating 150 years — an impressive milestone! Founded in 1872 and currently managed by the 5th and 6th generations, Hueber-Breuer has developed, grown and prospered in Central New York while becoming an integral part of the community. From humble beginnings on the east side of Syracuse, its portfolio now includes myriad projects that shape the skyline of the city. Guided by its founders' principles, Hueber-Breuer is proud of the company's growth in Central New York and beyond and is determined to maintain a reputation for quality. Hueber-Breuer believes its success would not be possible without the contribution of many; it currently has a team of more than 75 employees. Hueber-Breuer applauds the tremendous effort of staff, dedicated subcontractors, suppliers, and professionals with whom they work every day.

Bricks and mortar are not the only foundation upon which Hueber-Breuer defines itself. It is also the commitment to being good corporate citizens within the community it has chosen to call home. Hueber-Breuer supports countless programs through engagement, mentorship, outreach, volunteering, donations of goods and services, and participation in numerous civic activities, subscribing to the notion that it is important to give back to the community that has sustained them for 150 years. Hueber-Breuer lives by its corporate statement: *We are legacy builders guided by our core values of excellence in action and integrity in mind as we seek to transform communities.*

HUEBER BREUER
I B 1872
 CELEBRATING 150 YEARS



Hueber-Breuer Construction Co., Inc. is located at 148 Berwyn Ave., in Syracuse.

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



A Legacy of Commercial
& Business Banking



Flexible



Experienced



Responsive



Decisions Made in Central NY

[solvaybank.com/biz](https://www.solvaybank.com/biz) • 315-484-2209

CENTERSTATE CEO AMBASSADORS

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



Adopted Roots, located at 410 S Franklin St., Syracuse, celebrates its new location.



The Noise Source, located at 306 W. Jefferson St., Syracuse, celebrates its grand opening.



Fleet Feet Syracuse, located at 5800 Bridge St., East Syracuse, celebrates being recognized as one of the Top 50 Running Stores in the U.S. for the 16th consecutive year.



Lemon Grass Restaurant, located at 113 Walton Street, Syracuse, celebrates its relocation and 30th anniversary.



Eastwood Rotary Club, located in Syracuse, celebrates its 60th anniversary.

NEW PARTNERS

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

Coral Real Estate LLC



CONSTRUCTION • BROKERAGE • MANAGEMENT

Coral Real Estate is a locally owned and managed Real Estate Company in Syracuse. It owns and manages a large variety of rental properties as well as operates a full-service brokerage, property management and a construction team.

Nimo Almog
312 Hawley Ave., Apt. 2
Syracuse, NY 13203
www.cuserealty.com

315-403-0800

Van Duyn Center for Rehabilitation and Nursing



Van Duyn Center for Rehabilitation and Nursing is a 513-bed Skilled Nursing Facility, atop Onondaga Hill in Syracuse, that offers the best views of Syracuse and lovely walking paths, decks and ample green spaces, all accessible to its residents and guests. Adjacent to Upstate University Hospital Community Campus, Van Duyn is dedicated to providing quality care and diversified services with a professional team of caregivers who focus on each resident as a whole person, encompassing their physical, social, emotional and spiritual needs. The staff strives to create a homelike environment for all its residents whether their stay is short or long-term, taking pride in delivering excellent customer service.

MaryPat Cahart
5075 W. Seneca Turnpike
Syracuse, NY 13215
<https://vanduyncenter.com>

315-449-6068

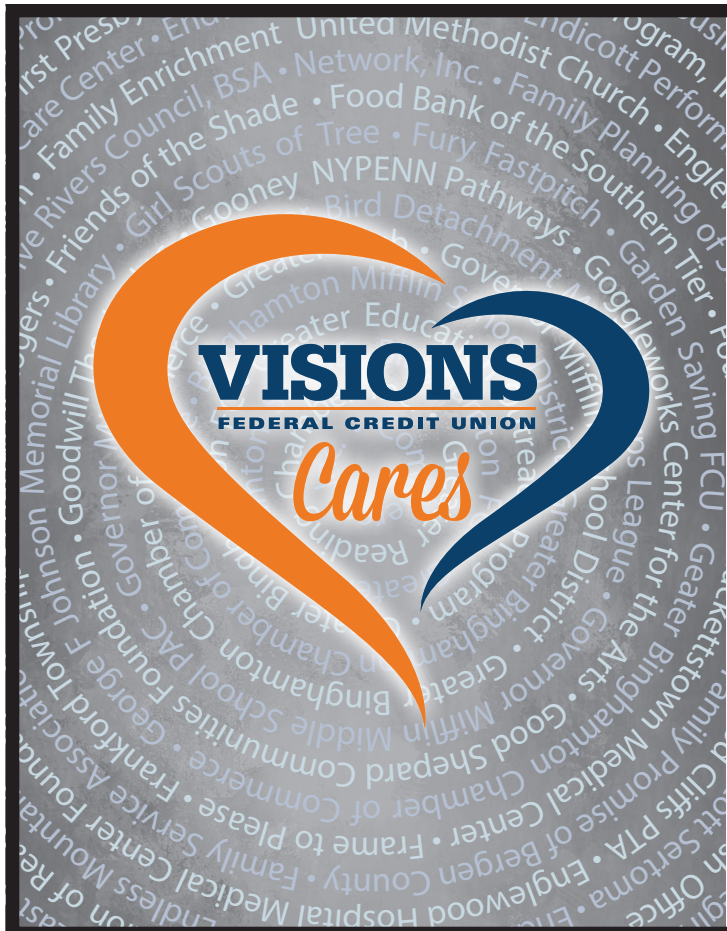
Operations Excellence, LLC



Operations Excellence partners with its clients to help them determine where they want to go (the results they want to achieve) and how they're going to get there (the actions necessary to make that happen). Operations Excellence helps its clients develop and manage strategic, cultural, and structural change in their organizations specifically targeted to achieve the results they want. Operations Excellence also works with its clients to help them define and achieve the results they want by helping them change attitudes and actions aligned with their specific goals.

Mark O'Donnell
5745 Boullia Drive
Clay, NY 13042
<https://operationsxcellence.com>

315-480-5515



COMMITTED TO COMMUNITY

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

We are proud to support CenterState CEO!



Come visit us!

Cicero Office
5788 E Circle Dr.

Syracuse Office
500 Erie Blvd W

800.242.2120

Federally insured by NCUA

NUAIR to Test Detect and Avoid Technology in New York's 50-Mile Drone Corridor

Detect and avoid technology is a key aspect in enabling safe, commercial, beyond visual line of sight drone operations. Sagetech Avionics Inc., a United States aerospace technology company providing industry-leading situational awareness solutions for crewed and uncrewed aerial systems (UAS), and NUAIR have partnered to test detect and avoid (DAA) solutions and automatic dependent surveillance–broadcast (ADS-B) transponders, both developed by Sagetech.

The testing will be for various concepts of operations including drone package delivery, lateral infrastructure inspection, and other advanced operations where crewed and uncrewed aviation (drones) must safely share the same airspace.

Testing will take place in and around Syracuse early this year, within New York's 50-mile Drone Corridor, managed by NUAIR. The partnership will also focus on the integration of various detect and avoid technologies and non-cooperative sensors, utilizing the robust LTE network at the New York UAS Test Site and within New York's 50-mile UAS Corridor that was developed specifically for a wide variety of UAS operations.

Safety is paramount when using DAA technology, and NUAIR is excited to help test and further develop the Sagetech DAA system to advance the reality of routine commercial drone operations.



NUAIR drones at Griffiss International Airport in Rome, New York.



Discover
Northern Italy
and its Lakes

September 14-22, 2022

Highlights: Padua, Venice, a glassblowing demonstration, St. Mark's Square, Lake Garda, Sirmione, Lake Maggiore, Lake Lugano, Lake Como and Bellagio

Includes 10 meals and round-trip air fare from Syracuse Hancock International Airport
Per person prices if booked by April 15, 2022: Single \$4,449; Double \$3,849; Triple \$3,819

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

Progress Breakfast: Downtown's Re-Emergence

Tuesday, April 19 | 8 to 9:30 a.m. | SKY Armory

The Good Morning Downtown Syracuse Progress Breakfast Series is returning to an in-person event! Learn about exciting activities underway in downtown Syracuse, and how they relate to culture, Downtown Syracuse as a destination, and the role of cultural institutions. Tickets are \$35/seat and \$280/table; [register here](#). The 2022 Progress Breakfast Series is presented by Mower and the Downtown Committee of Syracuse, Inc. and receives corporate support from SWBR.



Featured presenters and topics include:

- **Gregg Tripoli, executive director of the Onondaga Historical Association (OHA)** will discuss downtown Syracuse's history of being a place where people come together, and the important role that downtown has played in our community's history.
- **Natalie Stetson, executive director of the Erie Canal Museum**, will demonstrate the ways that the museum is modernizing programming and collaborating with other arts and cultural institutions in the community to introduce the Erie Canal to new audiences, as the Canal continues to celebrate its bicentennial.
- **Elizabeth Dunbar, executive director at the Everson Museum of Art**, will introduce attendees to the significance of the Rosenfield Collection, and explain the connection between the collection and the museum's new eatery, Café Louise, slated to open this spring.
- **Lauren Kochian, president of the Museum of Science and Technology (The MOST)**, will walk attendees through exciting renovation plans at the museum, including National Grid's ExploraDome.

Keeping with tradition, unique to the Progress Breakfast Series, attendees will have an opportunity to network with presenters in a personal setting following the event.



Downtown Clean-Up for Earth Day

Saturday, April 23 | 8:30 to 11:30 a.m.

Happy Spring! Roll up your sleeves to brighten the gateway entrances to downtown Syracuse and help give it a spring cleaning. The Downtown Committee looks forward to presenting Earth Day in its traditional format. Downtown Committee staff will meet volunteers at five downtown locations. Interested individuals, families, companies, and groups of friends, should contact mail@downtownsyracuse.com or 315-422-8284. The Downtown Committee will supply gloves, trash bags, green T-shirts, and a voucher to enjoy lunch at a downtown Syracuse eatery. In previous years, the Downtown Committee's Earth Day Clean-Up has attracted as many as 400 volunteers.



In 2021, more than 100 volunteers, including representatives from Centro, organized clean-ups through downtown Syracuse neighborhoods. Organizations worked with the Downtown Committee to select a location and the Downtown Committee provided supplies.

Support Beautification Blooming Throughout Downtown Syracuse



Downtown Syracuse will soon bloom in purple petunias to welcome the warm season as 350 baskets will be installed throughout Cathedral, Clinton, Hanover and Armory squares and the Heart of Downtown neighborhoods. Support the Downtown Syracuse Foundation by sponsoring a flower basket to dress streets throughout downtown. Each tax-deductible donation of \$55/basket helps to foster a vibrant, thriving downtown. Those interested may mail a check to the Downtown Syracuse Foundation, Inc. at 115 West Fayette St., Syracuse, NY 13202, or access a link for credit card payments on the [Downtown Committee website](#).

EVENTS

CenterState CEO Annual Meeting Tuesday, April 26

8:30 to 9:30 a.m. Networking
9:30 to 11 p.m. Program

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

Register by April 21

or contact [Lisa Metot](#) at 315-470-1870.

Don't miss the region's premier gathering of business leaders. The event theme, *Transcend*, will explore Central New York's chance to accelerate its current positive trajectory, and new opportunities on the horizon.

Also featuring the presentation of the prestigious Business of the Year awards, recognizing companies in five categories:

Community Involvement

Nonprofit

Business with fewer than 50 Employees

Business with more than 50 Employees

**Minority-owned Business, in partnership with the
Upstate Minority Economic Alliance**

Cost: \$55/person for CenterState CEO members;
\$65/person for non-members.

PRESENTED BY

Nascentia
Health

TOMORROW'S HEALTHCARE TODAY

TOMPKINS
Trust Company

EQUITABLE

CORPORATE SPONSORS



TECHNOLOGY SPONSOR



SUPPORTING SPONSOR



MEDIA SPONSOR



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

Good Morning Downtown Syracuse Progress Breakfast, April 19

8 to 9:30 a.m.

SKY Armory, 351 S. Clinton St., Syracuse

Connect with colleagues and friends to highlight downtown's Re-Emergence. There will be an overview of activities underway in downtown Syracuse, plus four exciting presenters:

- **Gregg Tripoli**, Onondaga Historical Association
- **Natalie Stetson**, Erie Canal Museum
- **Elizabeth Dunbar**, Everson Museum of Art
- **Lauren Kochian**, The MOST

Presented by the Downtown Committee of Syracuse and Mower.

Cost: \$35/person; \$280/table of eight. [Register](#).



"The Formula" for Achieving Improved Results, April 21

9 to 10 a.m.

OneGroup, 706 N. Clinton St., Syracuse

Learn how strategies focused on positive behavioral changes, developing new thought habits, and thinking differently at the subconscious level can lead to improved outcomes — personally, professionally and for your organization. Mark O'Donnell, owner, Operations Excellence, LLC, will explain the "Formula" that has been used for decades to achieve improved results. Learn why some individuals and organizations are successful in driving the positive behavior changes necessary to achieve desired outcomes, and why some fall short. Q&A will follow.

Cost: \$10 for members; \$20 for non-members. [Register](#).

Racial Equity and Social Impact Leadership Sessions

Inclusive Workspaces: the LGBTQIA+ Experience, April 21

9 to 10:30 a.m. | Virtual

Discover what it means to create an inclusive and welcoming workplace for individuals of all identities, and understand challenges faced by the LGBTQIA+ community, such as discrimination, stigma and bias. Panelist to be announced. Sponsored by Berkshire Bank.

Cost: \$15 for members; \$20 for non-members. Proceeds support the development of future equity programs for the benefit of members and the community.



Business Before Hours, featuring Click, May 5

8:30 to 9:30 a.m.

Salt City Market, Community Room, 484 S. Salina St., Syracuse

Join us during Small Business Week for the first in-person Business Before Hours in more than two years! Connect with colleagues from the business community for networking and new opportunities. Hear firsthand about Click, CenterState CEO's new digital chamber of commerce solution for members. Find out how this new interactive portal connects members to a community of peers and puts resources and expert level support at one's fingertips. Sponsored by Solvay Bank.

Cost: Free. [Register](#).

Small Business Toolbox Series, Starts May 5

9 to 10 a.m. | Virtual

Whether you're just starting a small business or expanding your current one, this six-part virtual series has the tools, resources and expert advice you need to educate yourself on entrepreneurial best practices and keys to success.

- **May 5 - Executing Your Business Plan.** The key to a great new business is a solid business plan. Once your business is up and running, make sure the plan is executed to achieve your goals. Presented by John Liddy, The Tech Garden.

[See website for series details.](#) Sponsored by Solvay Bank.

Cost: \$10 per session or \$49 for all sessions (members); \$20 per session or \$59 for all sessions (non-members). [Register](#).



Business After Hours, featuring Click, May 5

4:30 to 6:30 p.m.

Salt City Market, Community Room, 484 S. Salina St., Syracuse

Join us during Small Business Week for an in-person Business After Hours, sponsored by Spectrum Reach! Network with colleagues from the business community and connect on new opportunities. Hear firsthand about Click, CenterState CEO's new digital chamber of commerce solution for members. Find out how this new interactive portal connects members to a community of peers, and puts resources and expert level support at one's fingertips.

Cost: \$5 for members; \$10 for non-members. [Register](#).



BUY LOCAL BASH RETURNS MAY 19 – VENDORS WANTED!

BUY *Local* BASH

The Buy Local Bash, presented by AmeriCU, is back – live and in person, May 19 at the F Shed at the Central New York Regional Market. This fun and festive, one-of-a-kind, social, shopping and tasting event features local merchants and vendors for a unique shopping experience.

Being a vendor at the Buy Local Bash is an incredible opportunity to join other local retailers, restaurants and businesses and promote your products and services to the community. [Sign up here!](#)

The Bash is seeking food, beverage and retail vendors to be part of this year's event. Vendors have the opportunity to reach 700+ potential customers that will attend the event. They will receive two tickets for admission to the Bash, and inclusion in CenterState CEO/SyracuseFirst social media campaign, reaching 8,000+ people through Facebook and 9,100+ people through Twitter.

The Buy Local Bash is an initiative of CenterState CEO's SyracuseFirst programming. SyracuseFirst encourages citizens to "Think Local First" by supporting locally owned, independent businesses and organizations.

For more information on the Buy Local Bash or to become a sponsor, contact Beth Savicki or 315-657-0423.

PRESENTING SPONSOR



MEDIA SPONSOR



SUPPORTING SPONSOR



SAVE THE DATES!

GOFCC Business After Hours & Ribbon Cutting, May 12

5 to 7 p.m.

Raby's Kitchen & Bath, 249 Washington Blvd., Oswego

Join the GOFCC for a chance to connect with other businesses and view the Kitchen & Bath showroom expansion at Raby's Ace Home Center. A formal ribbon cutting to celebrate the expansion will be held at 5 p.m. More details to follow soon.

GOFCC Annual Golf Social, presented by Novelis, June 13

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

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

This four-person captain and crew tournament brings together business and community members for a relaxing day of golf and fun. Registration begins at 9:15 a.m. with a grab-and-go breakfast. A shotgun start at 10 a.m. follows, with lunch provided at the turn. After the 18-hole round, there will be a grab-and-go or dine-in dinner available while prizes and awards are announced. Presented by Novelis. (Please note change of date.)



Novelis

Not just aluminum. Novelis Aluminum.™



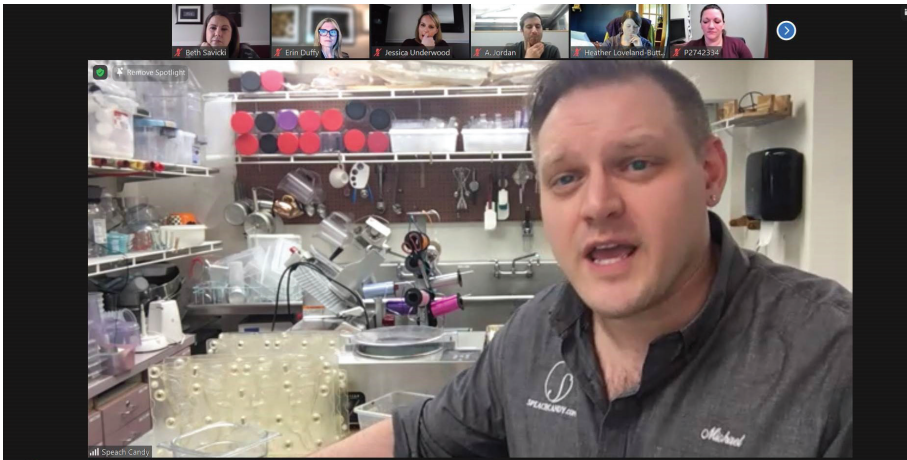
Is there a topic you would like to see presented at an upcoming webinar?

Let us know!

Contact Lisa Metot at lmotot@centerstateceo.com

CENTERSTATE CEO VIRTUAL EVENTS EDUCATE & CONNECT MEMBERS

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



CEO | NETWORKING - Business After Hours with a Virtual Twist

More than 25 people attended the Business After Hours with a Virtual Twist featuring Michael Speach, president and head chocolatier of Speach Family Candy Shoppe, Inc. After connecting with colleagues from the business community, attendees were treated to a behind the scenes peak at the Speach family's process of making delicious chocolate for more than 100 years! Sponsored by Spectrum Reach.



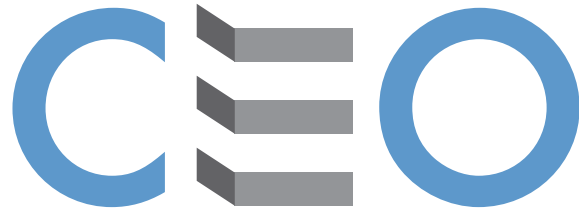
CEO | PROFESSIONAL DEVELOPMENT - Racial Equity & Social Impact Leadership Session - Advancing Female Leaders: The Power of Mentorship

Nearly 50 participants focused on the experiences of female leaders in corporate spaces, the challenges they face and why mentorship is key to growth. The dynamic panel explored the intersection of gender in the workplace and the gradual emergence of professional women in leadership positions in Central New York and beyond. Take aways included how to further advance one's leadership trajectory and help foster growth opportunities for others in their organization. Sponsored by Berkshire Bank. Pictured: Monifa Wilcox, CenterState CEO (top left), moderated the session. She was joined by Erin Horne McKinney, Association for Enterprise Opportunity (top right); Angela Dixon, Berkshire Bank (bottom left); and Dana Zanders, Phill Financial, Inc.



CEO | SPEAKER SERIES - Tech & Culture Speaker Series, Featuring Daniel Scott

Daniel Scott, a young dynamic tech professional who is a program manager at Microsoft, talked about how he is developing AI driven products and services. He also discussed finding his purpose at Syracuse University where he attended the School of Information Studies, and earned a B.S. in Information Management and Technology, and an M.S. in Applied Data Science. Scott also spoke about serving as president of BLISTS, partnering with local organizations and entrepreneurs to improve technology accessibility and computer literacy. Hosted by Generation Next; sponsored by JPMorgan Chase & Co.



**CENTERSTATE
CORPORATION FOR ECONOMIC OPPORTUNITY**