

## ECONOMIC FORECASTERS PREDICT CONTINUED PROGRESS THROUGH 2019

CenterState CEO's 2019 Economic Forecast for Central New York predicts measured, steady economic progress will continue this year. The report was released at CEO's 2019 Economic Forecast Breakfast last month to a sold-out crowd of more than 650 business and community leaders.

The report includes the perspectives and projections of CenterState CEO members and business leaders from 18 industry sectors, and includes data on exporting, industry and employment trends.

Through a survey and focus groups conducted by third-party research firm Research & Marketing Strategies, Inc., forecasters reflected on the growth they experienced in 2018 and shared their predictions for 2019:

- 74% described their business in 2018 as being strong or very strong.
- 75% described their outlook for the strength of their business in 2019 as strong or very strong.
- 75% anticipate increased sales or revenue in 2019; down 1% from 2018 projections.
- 60% expect to expand product and services in 2019, up 7% from 2018 projections.
- 49% expect to increase capital investments, up 5% from 2018 projections.
- 55% expect an increase in jobs and hiring in 2019, down 3% from 2018 projections.

Forecasters contributing to the 2019 Economic Forecast for Central New York acknowledged several opportunities that impacted their projections for their business and the regional economy, including: expanding exporting opportunities; embracing technology to attract new clients, as well as skilled and younger workers; opportunities to better manage big data, track analytics, and increase process improvement

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CenterState CEO President Rob Simpson challenges the audience to embrace a civic leadership role and work collaboratively toward innovative solutions to expand the labor pool. Read his remarks at <http://bit.ly/RSRemarks>.

ECONOMIC FORECAST BREAKFAST WAS PRESENTED BY:



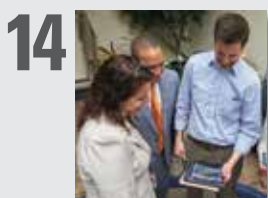
Work Train Receives National Award to Address Economic Mobility for Low-Wage Workers



All 2018 GENIUS NY Teams to Remain in Syracuse



After a Stellar Career, Warner Prepares to Retire



CenterState CEO Events

### CenterState CEO Annual Meeting

Wednesday, April 24

11:30 a.m. Registration; 12 to 1:30 p.m. Program

The Oncenter

Join the region's largest annual gathering of business leaders; featuring the prestigious Business of the Year awards.

Register by April 17 at [centerstateceo.com/events](http://centerstateceo.com/events)

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# GOVERNMENT RELATIONS

## 2019 CenterState CEO Legislative Agenda

The Annual CenterState CEO Legislative Agenda sets CEO's key legislative and policy priorities for the year. It is aligned with regional priorities and projects, input from members and expected legislative initiatives at the local/regional, state and federal levels.

### Federal



Key federal issues include infrastructure, unmanned systems and improving global competitiveness for products and services produced in the region. Tariff issues have become a major priority as many members around the region are reporting significant increases in imported materials and elements of their supply chains. These costly increases are creating a competitive disadvantage that threatens profitability, expansion plans and staffing. CenterState CEO supports reduced tariffs and agreement on fair trade rules to benefit local companies that export, and facilitating more companies to enter export markets. Infrastructure priorities include Interstate 81 and increased funding for water and sewer infrastructure. For the unmanned systems industry, swifter approvals by the FAA combined with moving past one-off waivers to timely rule-making will provide meaningful progress for the unmanned systems industry in the U.S., especially the regional unmanned systems ecosystem.

### State

Priority policies at the state level include full implementation of the Governor's Workforce Development Initiative; making the property tax cap permanent; passage of state legislation codifying federal preemption to control unmanned systems operations and clarifying state authority; enhancing the New York State Historic Preservation Tax Credit to increase transferability and increased credit for smaller projects; another round of funding for the Regional Economic Development Councils; and a permanent funding solution for Upstate public transit. For infrastructure, Interstate 81 is a prime concern. Priorities include release of the Draft Environmental Impact Statement; selecting a configuration; and moving the project forward.

### Regional and Local

This year's main regional and local priority is government modernization and collaboration. This comes at a time when city of Syracuse and Onondaga County leaders are actively pursuing a range of proposals and initiatives in this arena. CenterState CEO stands ready to contribute to this effort and support the encouraging efforts already underway.

The Legislative Agenda is available at [www.centerstateceo.com](http://www.centerstateceo.com) and [www.syracusetomorrow.com](http://www.syracusetomorrow.com). To learn more, contact Kevin Schwab 315-470-1944 or [kschwab@centerstateceo.com](mailto:kschwab@centerstateceo.com).

## 2019 Regional Lobbying Directory – Available Soon!

The 2019 Lobbying Directory listing regional, state and federal offices, elected representatives and staffs across the 12-county CenterState New York region will soon be available. To reference this handy compendium, an electronic and downloadable copy will be posted at [www.centerstateceo.com](http://www.centerstateceo.com) and [www.syracusetomorrow.com](http://www.syracusetomorrow.com) by the end of this month.

For free copies of the popular printed version, contact CenterState CEO at 315-470-1800 or [receptionist@centerstateceo.com](mailto:receptionist@centerstateceo.com). Requested directories can be mailed or picked up at the CenterState CEO office.

### Thank You Lobbying Directory Sponsors:

C & S Companies  
Covanta Energy  
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INFICON, Inc.  
Spectrum  
Syracuse Tomorrow Political Action Committee

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# ECONOMIC PROGRESS IN 2019

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to stay relevant in the marketplace; targeting support for the unmanned aircraft systems industry and artificial intelligence as a driver of significant growth and jobs; capitalizing on new markets created by a strong economy; diversifying products and revenue streams; and making investments to improve performance, efficiency and profitability.

Forecasters also noted several challenges including: attracting and retaining skilled talent, a top pressure for businesses and organizations; navigating an increasingly complex local, state and national regulatory environment; managing the increasing costs of benefits, minimum wage increases and new technologies; and dealing with tariffs that are expected to result in increasing consumer prices across industries, from the price of the product to the cost of shipping. Of special concern is Central New York's high poverty rate. Forecasters believe businesses need to do more to address the issue, including creating opportunities for training and employing the impoverished, and focusing on transportation and child care barriers to create greater participation in the labor force.

The event's keynote speaker, M&T Bank Regional Economist Gary Keith, provided an analytic assessment of national and regional economic trends from the past year, and an outlook into 2019. According to Keith, the Central New York region can expect another year of modest but steady growth relative to the national norm.

"Although the U.S. economy is expected to slow from 2018's robust performance, growth should remain positive in the coming year, helping to propel the region forward once again in 2019," said Keith. "However, with local and national unemployment rates dipping toward generational lows, competition for talent will continue to intensify. Expanding the pool of productive, well-trained workers available to meet employer needs will be critically important. Collaborative public and private sector efforts to address labor supply shortages and workforce skills gaps is essential to continuing the region's economic progress."

CenterState CEO President Rob Simpson challenged the audience to embrace a civic leadership role to help ensure continued growth in the year ahead.

"A robust year of growth and investments in 2018 has set the stage for a strong 2019," said Simpson. "The challenge now is how we react to and maximize this opportunity, while bringing more people in our community into the workforce to be part of our economy's growth. It will require a collaborative, multi-dimensional approach, and acknowledgement that attracting and retaining talent is as critical to our economic success as attracting and retaining business. It will also require us to deploy innovative solutions to expand our existing labor pool. With a shared vision there is much reason for optimism in 2019."

The CenterState CEO Economic Forecast is presented by M&T Bank and St. Joseph's Health. Corporate Sponsors include: Dermody, Burke & Brown, CPAs, LLC; Exelon Generation; C&S Companies; Novelis, Inc.; and Research & Marketing Strategies. Media Sponsors are: News Radio 570 WSYR Now on 106.9 FM; Business Journal News Network; and Visual Technologies.



Economic Forecast keynote speaker M&T Regional Economist Gary Keith said the Central New York economy looks solid and should remain positive in the coming year, but increasing the number of well-trained workers is critical. **See Keith's presentation at <https://youtu.be/kPbtwH1sck>.**



Download the 2019 Economic Forecast report at [www.centerstateceo.com/Economic-Forecast-Report](http://www.centerstateceo.com/Economic-Forecast-Report).



## Be an Ambassador of Progress in 2019



When you have or hear of job postings, share them using **#CNYJobs**. When you are enjoying our vibrant quality of life, share those messages with **#CNYLife**.



# WORK TRAIN RECEIVES NATIONAL AWARD TO ADDRESS ECONOMIC MOBILITY FOR LOW-WAGE WORKERS

CenterState CEO's Work Train initiative has been awarded \$600,000 from the National Fund for Workforce Solutions to advance systems that lead to career mobility for low-income workers, while building a stronger talent pool for employers in construction and tech-related industries. The three-year investment, made possible by the Ballmer Group, will drive broad-based community efforts to increase employment and advancement opportunities through improved workforce development policies, educational and training outcomes, and employer practices. Work Train is one of four initiatives nationally to receive this award.



With these funds, Work Train will partner with the city of Syracuse Mayor's Office to build talent strategies for two mayoral initiatives: Syracuse Surge and Syracuse Build. Within both initiatives, **Work Train will conduct industry research to determine companies' intermediate and long-term training needs, while also partnering with community groups to identify workers with the potential to fulfill emerging jobs.** Beyond research, Work Train will support the city of Syracuse in convening business, community and workforce partners to ensure that talented Syracuse residents from marginalized communities are able to access the opportunities that come from the public investments related to Syracuse Build and Surge.

Work Train fosters shared prosperity in Central New York by connecting individuals that are unemployed or underemployed to career opportunities, while helping companies grow strong workforces. The initiative is lead by CenterState CEO and supported by a regional funder collaborative, which includes the United Way of CNY, Allyn Foundation, CNY Community Foundation, Reissman Foundation, Gifford Foundation, the City of Syracuse and Onondaga County.

To learn more about Work Train, contact Director of Work Train Karen Kaplan at 315-420-8122 or [kkaplan@centerstateceo.com](mailto:kkaplan@centerstateceo.com). To learn more about the National Fund for Workforce Solutions, visit <https://nationalfund.org>.

# NYS TEST SITE SHEPHERDS NEW UAS TECHNOLOGY BREAKTHROUGH

A strenuous testing procedure at the New York UAS Test Site in Rome, New York and managed by the Northeast UAS Airspace Integration Research (NUAIR) Alliance, has led to validation of the Indemnis Nexus parachute system for the DJI Inspire 2 drone as compliant with the new international standard for drone parachutes.

This breakthrough in reliable parachute technology for small drones opens a wide range of new possibilities for professional drone operators intending to demonstrate they can safely and reliably fly over people as well as sensitive locations.

The NUAIR Alliance put the Indemnis Nexus through 45 functionality tests across five different failure scenarios during four days of testing. Those tests validated that the Nexus on the Inspire 2 complies with the American Society for Testing and Materials (ASTM) F3322-18 standard testing matrix for small unmanned aircraft system parachutes. DJI, Indemnis, the FAA and other industry stakeholders collaborated on developing the ASTM consensus standard, which was finalized late last year after more than a year of work.

"The NUAIR Alliance is proud to have been a part of helping Indemnis' transformative technology enter real-world deployment into the National Airspace System on a leading DJI drone platform," said retired Air Force Major General Marke "Hoot" Gibson, president and CEO of NUAIR, who was previously the FAA's senior adviser on drones.

A testing breakthrough at the New York UAS Test Site in Rome, New York, validates the Indemnis Nexus parachute system for DJI drones over people and sensitive locations.



# ALL 2018 GENIUS NY TEAMS TO REMAIN IN SYRACUSE

All six GENIUS NY 2.0 companies have committed to staying in Syracuse to continue expanding their businesses and contributing to the unmanned systems ecosystem in Central New York and the Mohawk Valley.

**Dropcopter**, an aerial pollination drone company, made a buzz in Central New York as the first UAS company in the world to pollinate apple orchards via drones at Beak & Skiff Apple Orchards, in LaFayette, New York. Dropcopter plans to continue the relationship with Beak & Skiff as well as other orchards and farms across New York state. They've also begun training new pilots and look forward to hiring additional operators this year.

Dropcopter is now a full-scale industry-changing business. The company recently received its Part 137 Exemption from the Federal Aviation Administration to operate unmanned aircraft for spray operations in the United States; the first in New York state. Future crop trials include pollinating avocados, walnut and stone fruit. [www.dropcopter.com](http://www.dropcopter.com)

**Fotokite**, the \$1 million grand prize winner, combines aerial and ground-based robotics with flight control algorithms to create a kite-like tethered drone system that can fly fully autonomously for 24 hours. This year, Fotokite wants to get its systems on fire trucks and being used by fire teams to help them solve real-world problems. It has expanded its office at The Tech Garden and plans to hire eight positions this year; see details at [www.fotokite.com](http://www.fotokite.com).

**Quantify** uses aerial imagery, computer vision and analytics to automate the observation, measurement and analysis of change in cities. Its cofounders said GENIUS NY took them from zero to product. Now they are ready for marketing and customer discovery. Quantify's headquarters is at The Tech Garden with three full-time employees; three more are located out of state. [www.quantify.io](http://www.quantify.io)

**TruWeather Solutions** is building a service to improve the precision, accuracy and communication of weather intelligence. It has committed to moving its weather operation center to Syracuse this year. TruWeather is also working with UAS partners like the NUAIR Alliance and Thales in hopes of becoming the weather supplemental data service provider and set the benchmark for the UAS industry. [www.truweathersolutions.com](http://www.truweathersolutions.com)

**Prevision** (formerly Precision Vision) creates image-processing technology that makes real-time precision imaging affordable. It will keep its technology and manufacturing in New Mexico, but its sales, business development and marketing will remain at The Tech Garden.

**UsPLM** provides a collaborative environment to develop, test, deploy and safely operate a single or a fleet of unmanned aerial systems. This year, UsPLM plans to launch its first beta product and improve its website. The company has three full-time employees and uses interns from Syracuse University. [www.usplm.net](http://www.usplm.net)

Since 2017, GENIUS NY has retained more than 80 percent of its finalist companies in Central New York. Learn more about the program at [www.geniusny.com](http://www.geniusny.com).



GENIUS NY



All GENIUS NY 2.0 teams commit to staying in Syracuse to expand their businesses and contribute to the regional unmanned systems ecosystem.

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# CENTERSTATE CEO ECONOMIC CHAMPION

## Cathedral Candle Company

Founded by German immigrant Jacob Steigerwald in 1897, Cathedral Candle Company has manufactured liturgical candles for more than 120 years on the north side of Syracuse. Owned and operated by the fourth and fifth generations of the Steigerwald family, the company has a network of distributors across the United States, Canada and the United Kingdom who supply candles to churches of all denominations around the world. More than 93 percent of sales come from outside of New York state and the company has previously made candles for several popes, saints and U.S. presidents.

Cathedral Candle recently celebrated the opening of a new three-story, 14,700-square-foot expansion on the feast day of Saint Ambrose, patron saint of candlemakers. Bishop Robert J. Cunningham of the Roman Catholic Diocese of Syracuse provided a ceremonial blessing followed by a ribbon cutting with Syracuse Mayor Ben Walsh. The new addition connects the company's existing office building to the original factory, creating more functional space to meet Cathedral Candle's need for increased shipping and storage space. The \$2.5 million investment was privately funded and is part of a multiphase master development plan.

Since 2003, Cathedral Candle has invested more than \$7.1 million in its facilities and added more than 46,000 square feet of infrastructure. Over the years, the company has grown to more than 80 employees, most of whom live within walking distance of its facilities.

Cathedral Candle Company is also the longest continuous member of the Greater Syracuse Chamber of Commerce, now CenterState CEO.

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.



Cathedral Candle Company, on the north side of Syracuse, undergoes a \$2.5 million expansion.

## AFTER A STELLAR CAREER, WARNER PREPARES FOR RETIREMENT

It is with mixed emotions CenterState CEO announces Deb Warner's transition into retirement. After 38 years of working in the areas of economic development, administration, programs, training and education, and government relations, Deb will transition away from full-time employment on February 15.

Deb started at the Greater Syracuse Chamber of Commerce in 1981. Her tenure includes initiating the Ambassador Committee; leading the Buy Local Committee and Total Quality Management training program; and leading the Government Relations Committee for more than 30 years. Deb was also instrumental in the creation of the Syracuse Tomorrow Political Action Committee.

Among the significant initiatives she's been involved with was the effort to apply for and win designation as an FAA UAS Test Site, and the creation of the NUAIR Alliance, which are accelerating the growth of the unmanned aerial systems industry in the region.

Deb's love for issue and policy research helped her effectively advocate on behalf of members, and also helped local, state and federal elected representatives understand the potential impacts of their policy choices. She has provided testimony on behalf of the organization at public hearings, and lobby days in Albany and Washington, D.C.; managed countless Chamber and CEO events; and created the annual Legislative Agenda and Lobbying Directory.

"My favorite part of the job has always been meeting and getting to know our members and helping them grow their businesses," said Warner. "Equally enjoyable was getting to know and working with

elected officials and their staffs, and public sector agency staff. Our region has been blessed with so many good representatives in local government, Albany and Washington. They made my work a pleasure, and a very satisfying and rewarding experience."

In the coming months, Deb will continue on a part-time basis to work on a variety of CenterState CEO projects. **CenterState CEO is deeply grateful to Deb, and thanks her for her outstanding dedication, commitment and leadership to the organization, its members and the community, and wishes her all the best in the future.**

Government relations and targeted business advocacy remain an integral part of CenterState CEO's efforts to address issues that impact its members and the region's business climate. For questions about the Government Relations Committee, contact Kevin Schwab, VP of member and community engagement, at [kschwab@centerstateceo.com](mailto:kschwab@centerstateceo.com) or 315-470-1800.



## Density Expands into The Tech Garden's New Hardware Center

The Tech Garden has nearly completed construction of its 2,227-square-foot Hardware Center. Density, a member of The Tech Garden since 2014, is its first tenant as it expands and brings its manufacturing unit to Syracuse from Texas. Density has had many offers to leave Syracuse for other areas. Instead, it has attracted nearly \$20 million of venture capital money to fund its work at The Tech Garden.

Density makes discreet, anonymous data collectors for counting people. Its algorithm delivers accurate people count with object recognition that filters out false positives: door swings, stationary objects, carts, etc.



Density's new digs at the Hardware Center in The Tech Garden are nearly complete.



Density is currently in the acceleration phase on The Tech Garden's Road Map.

## The Clean Tech Center Welcomes Two New Companies; Applications Remain Open

The two newest Clean Tech companies are Ducted Turbine International (DTI) and Function + Form. DTI is a wind turbine company focusing to provide the lowest cost per kWh in the small turbine market. Function + Form reduces the energy consumption of existing buildings through an integrated systems approach to building retrofit designs and delivery.



The Clean Tech Center (CTC) program at The Tech Garden is designed to enable companies to graduate within two years through the deliberate alignment of programs, resources and events. Using the Road Map model, the program meets the individualized needs of each company on its journey from ideation to expansion. (See Road Map graphic above.) CTC is a NYSERDA-funded initiative focused on developing clean technology companies in Upstate New York.

Applications for The Clean Tech Center are still open. Companies can earn up to \$6,000 in the first phase of the program and up to \$9,000 in the second phase. To apply, companies must first join The Tech Garden as members. Learn more at [www.thetechgarden.com/cleantechcenter](http://www.thetechgarden.com/cleantechcenter).

## 2019 Marketing Mavens Workshop Series is Geared for Early Stage Startups

The Tech Garden is holding a marketing workshop the first Monday of every month through 2019 to help startups in any industry. The first event was held last month as participants learned the seven basic elements of marketing according to The Tech Garden's Integrated Business Plan: logo, tagline, differentiator, unique value proposition, features/benefits, credibility and emotion.

Other workshop topics this year will include marketing budgets, a social media deep dive, SEO and analytic tools, and pay-per-click marketing. Companies interested in teaching a workshop should contact Lynn Hughes at [lynn@thetechgarden.com](mailto:lynn@thetechgarden.com).

### SAVE THE DATE

**GENIUS NY Finals Night,  
April 9**

Marriott Syracuse  
Downtown



See additional Tech Garden events at  
[www.thetechgarden.com/events](http://www.thetechgarden.com/events).

## Downtown Dining Weeks

**Monday, February 18 through Sunday, March 3**

The most popular winter dining event in downtown Syracuse kicks off on Monday, February 18. Presented by the Downtown Committee and Visions Federal Credit Union, dozens of downtown Syracuse restaurants will participate in the once-a-year promotion by serving three dinner courses (or more!) for \$30 or less. Building off a new addition introduced last year, participating restaurants will also serve courses for lunch at \$10 or less.



Check [www.DowntownSyracuse.com](http://www.DowntownSyracuse.com) often – the Downtown Committee will post menus from participating restaurants as they come in. Dining Weeks continue through Sunday, March 3.

**Social Media Contest:** While dining, patrons are encouraged to look out for the return of the Downtown Committee's interactive "Spot the Chef's Hat" contest. Each participating restaurant will hide a chef's hat somewhere in their dining area(s). When customers see it, they may take a picture of it and email it – or email a thorough description – to [mail@downtownsyracuse.com](mailto:mail@downtownsyracuse.com), explaining where in the restaurant they saw the chef's hat. All correct guesses will be entered into multiple drawings held during Downtown Dining Weeks. Winners will receive a gift certificate to a participating restaurant.



Dining Weeks, now in its 15th year, draws an estimated 50,000 diners from across Central New York. The Mission, located at 304 E. Onondaga St., is an annual participant.

## Save the Date

**Downtown Clean-Up for Earth Day  
Saturday, April 27, 2019**

This Earth Day, join the Downtown Committee to make sure the gateways to downtown Syracuse are clean and attractive to welcome the new season! Downtown Committee staff will meet volunteers at five locations in downtown Syracuse 8:30 to 11:30 a.m., Saturday, April 27. The Downtown Committee will supply volunteers with trash bags and gloves and outfit them with green T-shirts. There will be an opportunity to have lunch following the cleanup. Anyone who is interested in volunteering with their family, friends or colleagues, is encouraged to contact 315-422-8284 or [mail@downtownsyracuse.com](mailto:mail@downtownsyracuse.com). Last year's Clean-Up generated 375 volunteers. More information can be found at <https://downtownsyracuse.com/get-involved/earth-day-clean-up>.



The Downtown Committee's Earth Day Clean-Up regularly draws families, groups of friends and colleagues. In 2018, The Central New York Community Foundation, pictured here, was among nine downtown companies that assembled crews to participate.

## Support Beautification Blooming Throughout Downtown Syracuse

In less than three months, downtown Syracuse will be blooming to welcome the spring and summer seasons. Support the Downtown Syracuse Foundation by sponsoring a flower basket to dress the streets. Last year, more than 330 baskets were installed throughout Cathedral, Clinton, Hanover and Armory squares and the heart of downtown. Each tax-deductible donation of \$50 per basket helps foster a vibrant, thriving downtown. Those who are interested may mail a check to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or access a link for credit card payments on the Downtown Committee website at <http://DowntownSyracuse.com/Flowers>.





## Visit Syracuse Shares Travel Trends for 2019

As Onondaga County's official marketing organization for tourism-related economic development, the Visit Syracuse team is always thinking about travel. Calendars are out and trips are being booked; how will you travel in 2019? Check out some travel trends as reported by Booking.com, The National and Forbes.

### The Micro Trip

More than 50 percent of global travelers plan to take more weekend trips compared to committing more time to one destination. With strides being made in flight routes, more affordable flights and the home rental market gaining popularity, it's easier than ever to build more frequent weekend trips into your schedule. Drumming up business for more local economies, the micro trip is much welcomed by destinations alike.

### Conscious Travel

Travelers have an increasing desire to travel sustainably, as well as experience destinations in a sustainable manner. The deepened global awareness on environmental, social and political issues that destinations may face, travelers are closely considering their safety and possible impact on the destination before making a decision.

### Wellness Travel

With wellness and fitness on the rise, it's no surprise that well-being trips are becoming more popular. Geared to rejuvenating oneself, these trips tend to focus on healthy experiences with less of the daily distractions of life. These trips are unique in that they aim to provide a shift in lifestyle long after the trip has ended.

### Trips with a Purpose

Trips that include skills-based exchanges and volunteering opportunities will be a huge draw this year with travelers. Vacations are a chance to feel more fulfilled and these activities are a way to do just that. Most can agree that travel teaches what a classroom cannot.

### Curated Experiences:

Playful touches will be added into the destination experience as more adults are seeking a way to ease the stresses of life with that "feel like a kid again" feeling. With travelers valuing experiences over possessions more now than ever, out of the box, authentic experiences will be seen more. "Doing" will be more important than just "going."



Visitors love Skaneateles for a micro trip!



Nothing says nostalgia like an ice cream cone. Visitors love experiencing the local trail of unique ice cream shops!



## There's a New App in Town

Discover all your favorite activities in Central New York with the **Stamped Syracuse App!** Explore the Passport section to discover local trails, such as Sip on Syracuse or Haunted History; find out what's happening this weekend in the Events section; read about breathtaking waterfalls in the area; or plan a trip with local lodging and dining suggestions. Don't forget to actively participate by using the Passport portion to check-in at favorite spots on the trails and earn prizes!



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](http://www.VisitSyracuse.com).

# MEMBER ESSENTIALS

Denmark firm to acquire Syracuse's **OBG** engineering company.

**Upstate Medical University** appoints Dr. Robert Corona as chief executive officer.



Berkshire Hills, parent company of **Berkshire Bank**, to acquire SI Financial Group.

Caesars and **Turning Stone** to offer sports betting in New York.



**Mower** named a top agency by Chief Marketer.

**Wegmans** prepare to open first New York City store.

**Haylor, Freyer & Coon** announces move to revitalized One Park Place in downtown Syracuse.

**ABC Creative Group** moves main office to Armory Square.



**SRC** launches new Canadian company, SRC Can Ltd.



**Lockheed Martin's** Salina plant wins \$184 million contract for electronic warfare system.



SUNY Schenectady and **Cazenovia College** sign new transfer agreement.

**Byrne Dairy** launches \$125 million plan to expand facilities and create nearly 250 jobs.



Photo courtesy of Gov. Andrew Cuomo's Office

**Wellnow Urgent Care** (formerly Five Star Urgent Care) opens office in Oneida.



## Share Member News with Us!

Submit your member news at [www.centerstateceo.com/add-member-news](http://www.centerstateceo.com/add-member-news) or share your stories with us at [membernews@centerstateceo.com](mailto:membernews@centerstateceo.com)!

# MEMBER MILESTONES

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

### 40 YEARS

J.W. Burns & Company Investment Counsel

### 25 YEARS

INFICON, Inc.

### 10 YEARS

JAS Recruitment

### 35 YEARS

Everson Museum of Art of Syracuse and Onondaga County

### 20 YEARS

Gerharz Restaurant Equipment, Inc.

### 5 YEARS

SBB, Inc.

Spinland Studios, LLC

### 30 YEARS

C.T. Male Associates

### 15 YEARS

Potter Heating & AC/Perrone Plumbing - NYS - WBE & Federal - 8A

Maplewood Suites Extended Stay - Syracuse/ Airport



Get incentives for energy upgrades, cultivate a space for innovation.

Connect with experts at [ngrid.com/business](http://ngrid.com/business)



# CENTERSTATE CEO AMBASSADORS

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



**The Craftsman Wood Grille & Tap House** celebrates its grand opening at 7300 E. Genesee St. in Fayetteville.



The Polished Cleaning Company opens its new business. Learn more at [www.polishedcleaningco.com](http://www.polishedcleaningco.com).



**TownePlace Suites Syracuse Liverpool** celebrates its grand opening at 8505 Pepperridge Way in Liverpool.



**JDRF** celebrates its new office located at 6320 Fly Road in East Syracuse.

## TOUR CANYON COUNTRY IN SEPTEMBER

Join a travel presentation about the upcoming journey to Canyon Country featuring Arizona & Utah! This presentation will take place at 5:30 p.m., Thursday, February 7 at AAA Camillus, 5103 W. Genesee St.

The Canyon Country journey will take place September 11 to 18, 2019. Highlights include Scottsdale, Oak Creek Canyon, Kaibab National Forest, Grand Canyon, Lake Powell, Bryce Canyon National Park, Zion National Park, Las Vegas and more. Price includes round-trip air from Syracuse Hancock International, air taxes and fees/surcharges and hotel transfers. \$3,299 for double and \$4,199 for single. For bookings after March 11 please call for updated rates. AAA Members receive an additional \$50 off per person.

To attend the FREE travel presentation on February 7, please RSVP to Jennine Lombardi at 315-701-2648 or [jlombardi@nyaaa.com](mailto:jlombardi@nyaaa.com).



The Grand Canyon is one stop among many on the Canyon Country tour in September 2019.

# 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, co-chaired by Danielle Mensing, Foundation of the Roman Catholic Diocese of Syracuse, and Rita Marble, Pinnacle Employee Services.

## Cellular Sales Verizon Wireless



Headquartered in Knoxville, Tennessee, Cellular Sales was founded in 1993 and has been named to Inc. Magazine's 5000 as one of the nation's fastest-growing privately owned retailers for nine of the past 10 years, something only 0.5 percent of companies on that list achieve. The company employs 7,200 people and operates more than 700 stores nationwide across 41 states. Job seekers may visit [jobs.cellularsales.com](http://jobs.cellularsales.com). For more information on the company, visit [cellularsales.com](http://cellularsales.com).

Katie Jungjohann  
6511 Thompson Road  
Syracuse, NY 13206 315-802-4438  
[www.cellularsales.com](http://www.cellularsales.com)

## Coleman's Authentic Irish Pub

Coleman's Irish Pub, located on historic Tipperary Hill in Syracuse, is a stone's throw from the world-famous green-on-top traffic light. Drop by for a little Irish hospitality and enjoy lunch, dinner, pub food or drinks at the bar. Free entertainment Thursday through Sunday. Free parking.

Dennis Coleman  
100 S. Lowell Ave.  
Syracuse, NY 13204 315-476-1933  
[www.colemansirishpub.com](http://www.colemansirishpub.com)

## Fotokite

Combines aerial and ground-based robotics with patented flight control algorithms to create a kite-like tethered drone system, which actively uses the tether to fly for 24 hours fully autonomously.

Chris McCall  
The Tech Garden  
Syracuse, NY 13202 315-470-1959  
[www.fotokite.com](http://www.fotokite.com)

## Foundation of the Roman Catholic Diocese of Syracuse

The Foundation of the Roman Catholic Diocese of Syracuse is a tax-exempt, nonprofit charitable corporation established to provide endowment and other funds for parishes, schools and agencies for the Diocese of Syracuse, to solicit those funds, to invest funds and to distribute earnings according to donor designations and the purposes of the foundation.

The Foundation of the Roman Catholic Diocese of Syracuse was established to foster philanthropy throughout the seven-county diocese. To meet this goal the staff of the foundation strives to increase the funding and endowments to support the spiritual, physical and educational needs of the church.

Timothy Mahar  
240 E. Onondaga St.  
Syracuse, NY 13202 315-422-7203  
[www.syrдио.org](http://www.syrдио.org)

## LawnStarter

Jay Betts  
Syracuse, NY 315-870-1967  
[www.lawnstarter.com/syracuse-ny-lawn-care](http://www.lawnstarter.com/syracuse-ny-lawn-care)

## Little Lukes Childcare Center



The five Little Lukes Preschool and Childcare Center locations in Syracuse and Oswego provide services that include preschool, childcare, early intervention, speech therapy, pediatric physical therapy, occupational therapy and special teacher services.

Ed Alberts  
5820 Heritage Landing Drive  
East Syracuse, NY 13057 315-701-1107  
[www.littlelukes.com](http://www.littlelukes.com)

## Optanix, Inc.



Optanix is the leader in intelligent business service assurance. The Optanix platform delivers predictive and proactive performance and availability management across hybrid infrastructures, with a focus on real-time communications use cases. It is available as a standalone solution or as the engine behind Optanix's managed service offerings. Optanix (formerly ShoreGroup) was founded in 1999 and has operated its development and support center in Syracuse since then, employing hundreds of local residents.

Olesh Iwachiv  
251 Salina Meadows Parkway, Suite 200  
Syracuse, NY 13212 315-414-2467  
[www.optanix.com](http://www.optanix.com)

## Rehab Resources



Rehab Resources is a leading provider of therapy care throughout Upstate New York. It provides physical therapy, occupational therapy, speech therapy and therapy staffing for leading healthcare facilities in the region.

Ed Alberts  
159 W. 1st St.  
Oswego, NY 13126 315-342-9575  
[www.rehabresources.org](http://www.rehabresources.org)

## RELAX The Spa - Rochester



The luxury spa in Victor, NY features services ranging from facials and body treatments to nail and waxing services. Specialties include HydraFacial, pregnancy massage and the popular couples massage in the duet massage room, followed by pedicures together.

Ed Alberts  
235 High St. Extension  
Victor, NY 14564 585-412-4994  
[www.relaxthespa.com](http://www.relaxthespa.com)

## Westlake Development



## WESTLAKE DEVELOPMENT, LLC

Westlake is a full service real estate developer, general contractor, property manager and real estate broker with more than 20 years of experience. Westlake is a preferred developer and builder for national retailers and commercial clients throughout the United States. Westlake has developed and managed real estate and construction for its own portfolio and third-party clients alike. Westlake remains committed to professionalism as the company continues to grow.

Erannan Shattuck  
753 James St. Suite B-1  
Syracuse, NY 13203 315-471-5462  
[www.westlakedev.com](http://www.westlakedev.com)

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or contact Beth Savicki at [bsavicki@centerstateceo.com](mailto:bsavicki@centerstateceo.com) or 315-470-1833

# EVENTS

## CenterState CEO Annual Meeting

Wednesday, April 24

Noon to 1:30 p.m.

The Oncenter

800 St. State St., Syracuse

Register by April 17 at

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

or contact Lisa Metot at 315-470-1870 or

[lmotot@centerstateceo.com](mailto:lmotot@centerstateceo.com).

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

Member Business  
with less than 50 Employees

Member Business  
with more than 50 Employees

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Member cost: \$70 per person; \$700 for a table of 10; \$85 for non-members or \$850 for a table of 10.

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Register online at [www.centerstateceo.com/events](http://www.centerstateceo.com/events) or call 315-470-1800.

### Travel Presentation: Canyon Country, February 7

5:30 to 7 p.m.

AAA Camillus, 5103 W. Genesee St., Camillus

Learn more about CenterState CEO's upcoming trip to Canyon Country at this travel presentation at AAA Camillus. The trip, September 11 to 18, 2019 includes Scottsdale, Oak Creek Canyon, Kaibab National Forest, Grand Canyon, Lake Powell, Bryce Canyon National Park, Zion National Park, Las Vegas and more. Price includes round-trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges and hotel transfers. \$3,299 for double and \$4,199 for single. For bookings after March 11, please call for updated rates. AAA Members receive an additional \$50 off per person. Cost: Free. RSVP to Jennine Lombardi at 315-701-2648 or [jlombardi@nyaaa.com](mailto:jlombardi@nyaaa.com).

### LinkedIn Makeover: Updating Your Brand, February 7

8:30 to 10 a.m.

The Tech Garden, 235 Harrison St., Syracuse

Struggling to get results for your business? Not sure how to network your way to a new job? Don't miss this powerful workshop on how to use LinkedIn to get the results you need. Michael Sgro, business owner and leadership coach, will share insights on developing your business and professional brand in seven steps using LinkedIn.

Cost: \$15 for members; \$25 for non-members.



### 2019 Speed Networking, March 7

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

TERACAI, 217 Lawrence Road E., North Syracuse

Bring your business cards and be prepared to engage in small group dialogue while building relationships with other CenterState CEO members. There is time for informal networking and sharing your one- to two-minute "pitch." Space is limited. Please pre-register. Refreshments provided by Salt City Coffee.

Cost: \$15 for members; \$25 for non-members.

**TERACAI**



## GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

For more information and to register for GOFCC events, visit [www.oswegofultonchamber.com](http://www.oswegofultonchamber.com).

### 2019 GOFCC Annual Meeting, presented by Exelon Generation, February 13

Noon to 1:30 p.m.

Lake Ontario Event & Conference Center, 26 E. First St., Oswego

Join the Greater Oswego-Fulton Chamber of Commerce for its premier gathering of business and community leaders at its 2019 Annual Meeting. This year's theme is Inspire. Invest. Achieve. Keynote speaker is Arel Moodie, founder of The Art of Likability. There will also be several awards for deserving members. Presenting Sponsor is Exelon Generation.

Cost: \$39 for members, \$300 for a table of eight; \$49 for non-members, \$380 for a table of eight.

**Exelon Generation**

## GOFCC ALL ACCESS EVENT PASS

Earn entry into any/all networking and training and education events that are valued at \$20 per person or below. Save money and take advantage of networking and training and education events throughout the year. For more information, contact Shannon Fults at [sfults@centerstateceo.com](mailto:sfults@centerstateceo.com).

Exclusive Member Program: \$49 per pass.

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For more information contact  
Lisa Metot at [lmotot@centerstateceo.com](mailto:lmotot@centerstateceo.com).

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