

UAS CENTRAL: CNY & MOHAWK VALLEY UNIFY TO TAKE REGION TO NEW HEIGHTS



4
CNY Regional Council
Receives Largest
Award Across State

Partners in Central New York and the Mohawk Valley are making significant progress creating a hub for unmanned systems innovations in Upstate New York. Most recently, and in partnership with Empire State Development, partners



UAS CENTRAL
UNMANNED AERIAL SYSTEMS

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launched a new brand and communications plan around these collective efforts: UAS Central.

UAS Central creates a strong, unified identify for the Central New York and Mohawk Valley regions to drive awareness of the complete unmanned aircraft systems (UAS) ecosystem located here, and to compete for jobs in the industry that will grow the economy.

The UAS ecosystem includes unmatched public-private partnerships, resources for startups and businesses, and initiatives fueled by *CNY Rising*. Central New York and the Mohawk Valley are also among the leading regions driving the development of a corridor of innovation and testing that will take the unmanned systems industry to new heights.

UAS Central encompasses the leading assets, incentives, infrastructure, initiatives and partners that have put Central New York and the Mohawk Valley on the map for this industry and make it a prime location to grow a UAS-related business. These include:

- **Project U-SAFE:** The Unmanned Secure Autonomous Flight Environment project fueled by *CNY Rising*
 - **Unmanned Traffic Management (UTM) Corridor:** \$35 million has been committed for the world's first 50-mile UTM corridor between Syracuse and Rome for beyond visual line of sight (BVLOS) operations. The first five miles of this corridor are live now.
 - **The National UAS Standardized Testing and Rating Facility (NUSTAR),** the first of its kind UAS testing and certification facility that will create standards for drone testing.
 - **Drone Zones:** Geographic areas in Central New York and the Mohawk Valley where UAS, precision sensing, and other unmanned systems companies, anchor institutions, and other assets cluster and connect with startups, business incubators and accelerators.
 - **Policy Institute:** A leading think tank and policy research institute for unmanned systems public policy at national, state and local levels.

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GENIUS NY 2.0
Announces Six Finalists
Competing for \$3
Million



8
Nominate 2018
Business of the Year



22
CenterState CEO Events

Economic Forecast Breakfast

Wednesday, January 10, 2018

7:30 to 9:30 a.m. • Holiday Inn Syracuse/Liverpool

Keynote Speaker: Gary Keith,
chief economist for M&T Bank, will present an overview of trends in the national and state economies and their impact on the region.

Register by January 5

at centerstateceo.com/events

or contact Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com.

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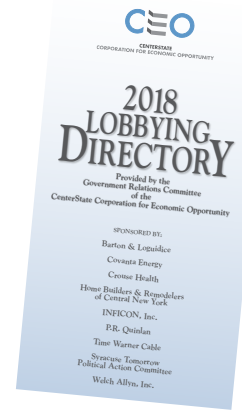


GOVERNMENT RELATIONS

2018 Lobbying Directory - Be a Sponsor!

Each sponsor's company name, logo and contact information are featured on hundreds of copies of the 2018 Lobbying Directory and on the CenterState CEO and Syracuse Tomorrow websites for an entire year. For \$425, CEO members gain visibility on this unique directory of all federal, state, regional/local elected officials and staff that is widely circulated and used by members and nearly every office of public sector officials. The 2018 issue will be printed in February. In the meantime, the 2017 directory is available at www.centerstateceo.com. Sponsors also receive extra copies for distribution.

For a complimentary copy, contact Kathleen Hallahan at 315-470-1948 or khallahan@centerstateceo.com.



Syracuse Tomorrow Gets a New Website

Syracuse Tomorrow, the non-partisan state and local political action committee of CenterState CEO, is proud to showcase its new website, <http://syracusetomorrow.com>, produced in partnership with Cowley Associates. The new site is an easy to navigate and up-to date resource for information and connections to the public sector, as well as issue-based news. A handy "look up your representatives" feature, listings of election and campaign information, interesting election information and helpful links facilitate members' connection to the public sector and the election process.

The website also features information on the Syracuse Tomorrow mission, activities and events, in addition to CenterState CEO issues, testimony and position papers.



Announcing New Syracuse Tomorrow Board Members

Syracuse Tomorrow is pleased to welcome two new board members: Maureen McCarthy-Tracy, director of community relations, Northland Communications, and Matt Geitner, business development and government affairs, C&S Companies. The Syracuse Tomorrow volunteer member board of directors oversees activities, contributions and fundraising. Funds given voluntarily magnify the voice of business, providing increased visibility in the region and Albany, and support local representatives' work to advance economic prosperity and the needs of the business community.

Syracuse Tomorrow's mission is accomplished through:

- Lobbying state and local elected officials throughout the CenterState New York 12-county region
- Developing and advocating for state and local pro-business, pro-growth public policies
- Opportunities to inform on state level policies and issues of local and regional importance
- Supporting government modernization at the city, county, town and village levels
- Participation in voter turn-out initiatives
- Support for the non-partisan Central New York Political Leadership Institute, preparing interested citizens to participate in local campaigns and elections

To learn more, contact Deb Warner, VP for public policy and government relations, at 315-470-1845 or dwarner@centerstateceo.com.

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- **Griffiss International Airport:** Griffiss Business and Technology Park is now home to more than 75 businesses and 5,700 employees, and includes development districts focused on technology, manufacturing, aviation, office, education and recreation. Griffiss serves as the eastern anchor of the UTM Corridor and is home to world-class radar instrumentation for BVLOS flight.
- **The NUAIR Alliance:** A New York-based nonprofit coalition of more than 200 private and public entities and academic institutions working together to operate and oversee UAS test ranges in New York, Massachusetts and Michigan. Headquartered at Griffiss International Airport, in Rome, NUAIR manages one of just seven FAA-designated UAS test sites in the United States and is a leading implementer of Project U-SAFE. The current president of NUAIR, Marke "Hoot" Gibson, was previously senior adviser UAS Integration for the FAA.
- **GENIUS NY:** GENIUS NY is a year-long, in-residence program that awards six finalist teams a total of \$3 million in investments. Finalists are selected from a competitive pool of submissions from across the globe. The program also provides UAS startups all the tools they need for success, including stipends, resources, programming and connections.

New York state is also committed to growing the UAS industry over the next five years to accelerate commercial UAS development in the state, and is making industry-defining investments. The state also has an extensive pool of experienced talent and the workforce of tomorrow to support the industry: 415,000+ people work in UAS supply-chain industries throughout the state at 29,000+ UAS supply-chain firms; and New York state is No. 1 in the Northeast in total number of STEM graduates, annually, with more than 300,000 students and 81 colleges and universities within 100 miles of the UAS Central region.



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Dedicated to support the start up economy in Central New York



In investment and incentives for UAS businesses to build and grow

UAS Central's 3 Focus Areas:



Startups

Our startup ecosystem includes university research, incubators, and the world's largest accelerator for unmanned systems.



Businesses

Some of the world's best companies in UAS are already doing business here, join them and be at the center of a revolution.



Partnerships

Join public and private partnerships with universities, NGOs, and governments, that influence standards and policy for airspace.

Visit UASCentral.com to learn more.



The NUAIR Alliance tests unmanned aircraft systems focused on beyond visual line-of-sight operations in preparation for a flight test demonstration in conjunction with NASA earlier this year. *Photo credit: NUAIR Alliance*



GrYPHON Sensors utilizes a mobile UTM unit to demonstrate phase 1 of Project U-SAFE, which makes beyond visual line of sight technology available in a 5-mile loop around Griffiss Air Force Base, in Rome.

CNY REGIONAL COUNCIL RECEIVES LARGEST AWARD ACROSS STATE

The Central New York (CNY) region was awarded the most investment of any region across the state in the seventh round of the Regional Economic Development Councils (REDC) last month, receiving \$86.4 million for 112 projects. The latest investment brings the region's seven-year total to more than \$1 billion awarded through the state's competitive funding process, the most out of all 10 council regions.

"The projects supported by this round's awards will further our progress by creating jobs, encouraging innovative business growth, and driving greater opportunity across all segments of our community," said Rob Simpson, president of CenterState CEO and former CNYREDC co-chair. "We are incredibly proud to have been awarded the largest total investment of any region throughout all seven years of this process, which we believe is validation of our strong track record of advocating for projects that align with the region's assets and strengths while leveraging investments for the greatest ROI and chance for project success."

This latest round of funding allows for further implementation of the CNYREDC's strategic plan for growth and continues the region's forward momentum for the long term.

Also in Round 7, downtown Cortland was selected as CNY's Downtown Revitalization Initiative (DRI) recipient, receiving \$10 million for its strategic investment and revitalization plan, part of an effort to improve the urban vitality of city centers across New York state. Cortland's DRI vision is for a downtown that thrives as the economic and cultural center of Cortland County through three strategies: embracing and expanding the creative economy; building a complete downtown neighborhood; and reimagining infrastructure for the 21st century.

As of January 2018, Randy Wolken, president and CEO of the Manufacturers Association of Central New York, joins Dr. Danielle Laraque-Arena, president of SUNY Upstate Medical University, as co-chair to the CNYREDC. Simpson served in the appointed co-chair role since the council's inception in 2011.

"I know that Randy, along with Dr. Laraque-Arena, will continue the work we've started to bring jobs, investment and revitalization to our region," said Simpson. "I look forward to continuing to work to advance the kinds of projects that create economic opportunities for our community through my new role as a member of the CNYREDC."



Members and supporters of the CNY Regional Economic Development Council celebrate its big win of \$86.4 million to assist 112 projects. Photo credit: Office of Governor Andrew Cuomo

2018 CNY Political Leadership Institute, Register Now

Every political party is in need of qualified campaign volunteers and candidates. The Central New York Political Leadership Institute (PLI) is designed for anyone interested in learning more about or participating in the local election and campaign process in the community. During its eight-year history, dozens of PLI graduates have run for office, are active in the community and hold offices in Central New York. A joint project between Leadership Greater Syracuse and CenterState CEO, PLI is a nuts-and-bolts, non-partisan "how-to" approach to getting involved in a campaign and/or running for office. The eight-session series covers the following topics at weekly evening sessions:



February 7: Program Overview

February 15: Being on a Team/Team Building

February 21: Fundraising and Campaign Finance

February 28: Getting on the Ballot

March 7: Messaging

March 14: Media/Social Media

March 21: GOTV (Get Out the Vote)

March 28: Wrap Up Celebration and Reunion

The cost for the program including all materials and meals is \$125.

There is a free informational session 5:30 to 7 p.m. with the program starting at 6 p.m. on January 24 at Dominick's Restaurant's private banquet facility, next to 1370 Burnet Ave. To make reservations for this session or to register for the program, contact Leadership Greater Syracuse at 315-422-5471 or visit www.cnypolitics.org.

CNY REDC ROUND 7 PROJECT HIGHLIGHTS continued from page 4



Photo credit: Currier Plastics, Inc.

Currier Plastics, Inc. - Medical Market Expansion (Cayuga County)

Currier Plastics, Inc., a designer and manufacturer of custom plastic molded products using injection and blow molding technologies, will purchase and equip an existing building in Auburn. The project includes renovation of warehouse space and office areas as required to aggressively expand into manufacturing of packaging and product delivery items for the medical industry.

Award: \$1.8 million ESD grant; \$180,000 Excelsior Jobs Program tax credits
Total Project Cost: \$9.9 million
Jobs: 20 direct new; 150 retained



Photo credit: Martens Companies

Martens Companies, LLC - Refrigerating and Packing Facility (Cayuga County)

Martens Companies, LLC will create a commercial food processing, packaging, and distribution center in Cayuga County, focusing primarily on health-conscious foods. The project includes purchasing the land and constructing and equipping a new facility.

Award: \$940,000 ESD grant; \$240,000 Excelsior Jobs Program tax credits
Total Project Cost: \$4.7 million
Jobs: 100 direct new; 50 construction; 100 retained



Marquardt Switches Inc. - Global Technology Center Phase II (Madison County)

Marquardt Switches Inc., a manufacturer of electromechanical switches and control systems at its North American Headquarters in Cazenovia, will complete Phase II of its Global Technology Center, including expanding the workspace for engineering and professional services; investing in high-tech manufacturing and testing equipment, and upgrading employee technical skills as required to remain competitive in the global marketplace.

Award: \$600,000 ESD grant
Total Project Cost: \$3.1 million
Jobs: 15 direct new; 435 retained



Photo credit: Home HeadQuarters, Inc.

Home HeadQuarters, Inc. - Neighborhood Place-based Economic Development and Revitalization (Onondaga County)

Project will transform six under-used properties in three distressed neighborhoods in the city of Syracuse. The project will include development of a North Side food hub, including warehousing, catering space, and a kitchen co-op; commercial spaces, including a full-service restaurant; and residential units.

Award: \$314,000 ESD grant
Total Project Cost: \$3.14 million
Jobs: 20 construction; 25 indirect



Photo credit: Fulton Companies

Fulton Group NA, Inc. & Affiliates - Implementation of World Class Manufacturing Process (Oswego County)

Project will purchase a facility in East Syracuse; make renovations to facilities in Pulaski, East Syracuse and Syracuse; purchase and install machinery and equipment; and invest in research and development activities to develop new product offerings.

Award: \$1.5 million ESD grant; \$1 million Excelsior Jobs Program tax credits
Total Project Cost: \$11.25 million
Jobs: 27 direct new; 343 retained

GENIUS NY 2.0 ANNOUNCES SIX FINALISTS COMPETING FOR \$3 MILLION

GENIUS NY has announced the six finalists for round two of the business competition and accelerator. They will move into The Tech Garden this month to compete for \$3 million in prizes. The companies, which are developing innovations in unmanned aircraft systems (UAS), were selected from a pool of more than 250 submissions.

Throughout the program, teams will engage with community leaders, mentors, and advisers from leading companies in Central New York while also participating in tourism activities in the region. The goal is to encourage all participants to establish roots and continue to grow their business here.

“We will take the lessons learned from the first round of GENIUS NY and apply them to this second round to enhance and support these companies,” said Rick Clonan, vice president of entrepreneurship and innovation at CenterState CEO.

The round two teams will begin the program by enhancing their business plans. All six teams will pitch their technologies to a panel of judges and audience of more than 200 people in April. The teams are competing for one of three grand prize investments: \$1 million, \$600,000 and \$400,000. The remaining three runner-up teams will each receive a \$250,000 investment.

Beyond the grand prize investments, participants have access to the region’s premier startup programming, including business planning, industry specific mentorship and access to vetted service providers offering startup friendly terms. As part of this effort, participants will be integrated into the larger regional effort to grow UAS in Central New York and the Mohawk Valley and will have access to world-leading infrastructure and testing assets. Participants also receive stipends for operating capital and subsidized rent, and will have opportunities to connect with investors for follow on funding.

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



GENIUS NY

Meet the Finalists:

Dropcopter (California) is an agriculture technology startup that has developed patent pending technology to allow farmers to pollinate orchards via drones. The recent decline of bee populations has raised pollination prices significantly, creating a compelling market for alternative technologies such as Dropcopter.

Fotokite (Switzerland) 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.

Precision Vision (New Mexico) creates image processing technology that makes real-time precision imaging an affordable reality. Precision imaging locates each pixel at a known 2D or 3D, referenced location in every image. The company has unique software and knowledge to provide low-cost, real-time precision imaging to open new markets.

Quantifly (Michigan) is an Internet-of-Things (IoT) solution that simplifies and reduces the costs of parking and traffic studies through the unification of UAS, machine vision, and analytics by eliminating human error, mitigating safety risks and centralizing harvested data. They are the first to market and their solution aims to be the quintessential app for urban planners focused on smart city applications and sustainability.

TruWeather (Virginia) is building a service to improve the precision, accuracy and communication of weather intelligence specifically for the Unmanned Aerial Vehicle (UAV) enterprise. They will develop, commercialize and market the UAV Weather Risk Management Service for Beyond-Line-of-Sight UAV operations and offer it as a SaaS business.

UsPLM (Syracuse) provides a collaborative environment for all stakeholders to develop, test, deploy, and safely operate a single or a fleet of UAS. UsPLM can integrate UAS, IoT and Product Lifecycle Management technologies, which is missing in the current UAS ecosystem.



GENIUS NY ROUND ONE TEAMS WRAP PROGRAM WITH FINAL PITCH

GENIUS NY, a business accelerator program at CenterState CEO's Tech Garden, recently hosted Innovation Celebration, a final pitch event for its round one teams: AutoModality; Ascent AeroSystems; EZ3D; Akrobotix; SkyOp; and OmniMesh. The event brought together upstate investors, community leaders and program partners.

Any investments awarded to the teams during the final pitch will further advance the success they have already achieved. Four of the six teams will remain in Syracuse to continue operations and growth.

"To date this program has achieved two important goals: provide the necessary resources for high-potential startups in the UAS sector to grow and stay in Central New York, and advance the region's profile as an industry leader," said Rob Simpson, president of CenterState CEO.

"We know we have the ability to attract and drive new company growth in this sector and look forward to replicating this success in the program's second round."

The Innovation Celebration was held at the CNY Biotech Accelerator and sponsored by The Tech Garden, Upstate Venture Connect and Upstate Capital Association.



Jonathan Meringer of Ascent AeroSystems represents one of six companies from the first round of GENIUS NY to make its final pitch to potential investors at Demo Day.

NEW SCHOLARSHIP RECOGNIZES LARRY BRINKER'S NUAIR LEADERSHIP

For the past five years, Larry Brinker has led the extraordinary efforts of the NUAIR Alliance from a newly designated FAA test site to launching the nation's first 50-mile corridor for UAS testing. His leadership, dedication and passion have helped the region grow as a global leader in unmanned systems testing and innovation.

As Brinker transitions to his new role as NUAIR's executive director and general counsel, NUAIR and its partners have formally recognized the lasting impact he's made by contributing \$10,000 to endow a "Larry Brinker, NUAIR Alliance UAS Scholarship." The first scholarship will be awarded spring 2018, and is open to all full-time students, including graduating high school students, adult students and students already attending or applying to attend the Remotely Piloted Aircraft Systems Program at Mohawk Valley Community College (MVCC).

"I can't think of a greater honor than to be able to participate in the education process of this new industry. It's definitely going to require new types of training and education and to help someone achieve," said Brinker. "To have my name associated with MVCC, a national leader in the development of UAS education, is something I'll cherish for the rest of my life."

Brinker and the NUAIR teams' energy have paved the way to attract the top talent of Major General Marke F. "Hoot" Gibson (ret) who now leads the organization as its chief executive officer. With Brinker's ongoing support, Major General Gibson has a strong partner as he advances the region's UAS capabilities and industry sector.



Larry Brinker



Tech Garden Offers New Service – Pitch Perfect

The Tech Garden now offers a quarterly event called Pitch Perfect to provide tips on best practices when pitching a product or service to investors, customers or partners. The event combines presented content and a training workshop for members to practice their pitches and receive feedback and action items for improvement.

Jason Salfi, co-founder and CEO of Dimensional Energy and entrepreneur-in-residence (EIR) for NYSEERDA and High Tech Rochester, recently led Pitch Perfect by sharing the pitching best practices he’s learned during his experiences as a founder, EIR and investor.

The Tech Garden looks forward to helping more entrepreneurs with their pitches this year. Visit www.thetechgarden.com/events for a schedule of events.

Youth Hackathon a Huge Success

More than 40 children as young as 8 years old, recently brought their laptops, imagination and teamwork to The Tech Garden for the first-ever youth hackathon in Central New York. The hackathon, powered by AT&T, was a collaboration among Tech4Kidz, The Tech Garden and Hack Upstate, and was born out of a desire to expand coding opportunities for Syracuse-area youth.

The young participants built apps, games, websites, animations and interactive stories related to cyberbullying and internet safety, while being judged on their teamwork, imagination, as well as code and design skills. Mentors from area colleges, tech companies and local developers assisted the participants.



— NOMINATE —

2018 Business of the Year

Nominations Now Open for
CenterState CEO’s Business of the Year Awards
in the Following Categories:

Businesses with 1-50 Employees — Businesses with 50+ Employees — Minority Owned Businesses
Community Involvement — Nonprofit

Nominations are due January 23, 2018.

A questionnaire will be emailed to nominated companies.

Completed questionnaires are due February 20th, 2018.

Awards made at CenterState CEO’s Annual Meeting on April 19, 2018.



To nominate visit:

www.centerstateceo.com/business-of-the-year

UP START FOSTERS ENTREPRENEURIAL AND SMALL BUSINESS GROWTH

As Up Start, CenterState CEO's business development program that helps grow businesses within vulnerable communities, sets out to launch its next series of business classes this month, the program is proud to highlight the accomplishments of its participating entrepreneurs and businesses.

In 2017, Up Start worked with more than 50 businesses, helping them find new homes, secure vital funds to start or grow, create their brands, put on events and generate new business.

All Money Spends, an urban apparel and clothing brand at 2315 S. Salina St., secured financing to purchase a direct to garment printer to bring the majority of its production in house and create workforce development opportunities within the community.

Bad Vegen Café, an innovative vegan comfort food business, and **Neighborhood Chef**, a traditional comfort food with homemade sauces business, started catering this year and built a substantial customer-base in advance of opening their respective spaces this year.

Punjabi Girl Catering, by Sarah Robin, the first graduate of the With Love Restaurant incubator program, expanded her business introducing Friday night food pickup at the Westcott Community Center in November and December 2017.

Salt City Coffee celebrated its first year at 509 W. Onondaga St.

Garfield Signature Sorrel built new business connections at the Buy Local Bash to wholesale its Jamaican drink.

Trinity Alurer, a full-service salon, found a new home at the Delavan Center on W. Fayette Street in Syracuse.

Asina Beauty, a beauty care product manufacturer, found its first home on Burnet Avenue in Syracuse

Jay Real Entertainment, an event production entrepreneur, threw its first event in the Party for a Cause series at the Aster Pantry in Syracuse to benefit Onondaga County Foster Care.

Pretty in Pink Party Planning sold out its Girls Just Want to Have Fun Spa Party hosted at fellow Up Start business Jumpin' Jupiter, an indoor bounce house event space at 1426 N. Salina St. in Syracuse.

CenterState CEO is excited to continue assisting current companies in the Up Start program, and helping new ones launch and grow into successful ventures this year.

Learn more about Up Start and how to get involved by contacting Antonisha Owens at 315-470-1951 or aowens@centerstateceo.com.



Tieasha Muhammad-Bey, owner of Bad Vegen catering, serves her food at the Start! graduation for the newest cohort of Up Start entrepreneurs.



Waleik Betts, owner of All Money Spends clothing, helps customers at his table at Tech Meets Taste.



Aaron Metthe, owner of Salt City Coffee, serves up locally roasted coffee at Tech Meets Taste.

Visit Syracuse Operates New Welcome Center

Gov. Andrew M. Cuomo recently announced the grand opening of the Central New York Welcome Center inside Destiny USA to be operated by Visit Syracuse, Inc. The welcome center features regionally specific elements, including a wall of fame recognizing famous Central New Yorkers and a state-of-the-art Central New York virtual reality experience. Visit Syracuse operates a retail space within the Welcome Center, featuring a Taste NY Market with local food and gifts. The shop also sells I Love New York T-shirts, magnets and travel mugs.

The Welcome Center also pays tribute to the great outdoors with a camper retrofit with an LED screen that promotes regional tourism attractions and destinations. Multiple interactive "I Love New York" kiosks are positioned in kayaks, allowing visitors to test their knowledge of the region or design a trip itinerary.

"Visit Syracuse is proud to operate this beautiful CNY Welcome Center," said Tracey Burkey, Visit Syracuse vice president of engagement. "Central New York is rich in history, culture agriculture and so much more. This Welcome Center showcases all this region has to offer and encourages visitors to explore and experience our spectacular region."

The Welcome Center inside Destiny USA is one of 11 being built throughout the state. The centers advance Governor Cuomo's goal of growing the state's tourism industry by promoting local attractions, food and beverage producers and the region's agritourism destinations.



The new Central New York Welcome Center inside Destiny USA is open. Visitors can purchase local products, design trip itineraries and test their knowledge of the area.

Meet Allyson Towndrow

Visit Syracuse welcomes Allyson Towndrow to the team, manager of the new Central New York Welcome Center at Destiny USA. Towndrow manages Welcome Center staff, answers questions about the region, greets visitors, creates innovative ways to increase traffic to the Welcome Center, manages the retail space/inventory, and trains employees to help sell Central New York and the great products produced in the Syracuse area.



Visit Syracuse Welcomes Danny Liedka

Onondaga County's official tourism promotion agency is excited to welcome Danny Liedka to the Visit Syracuse family! Liedka is Visit Syracuse's new president & CEO.

Visit Syracuse exists to drive tourism demand and as president & CEO, Liedka is responsible for providing leadership to team members to consistently deliver quality programming connected to the mission and goals of Visit Syracuse. Liedka acts as the primary liaison with elected officials and community leaders to ensure resource development and overall direction.

Liedka has several years of experience in a variety of tourism and hospitality roles, including senior sales executive at the Marriott International and sales manager at the Double Tree Hotel Syracuse. He holds several awards recognizing him for sports, sales and marketing efforts.

Liedka is wrapping up his final term as an Onondaga County Legislator – District 7 (2012 to 2017) where he served as chairman of the Health Committee, Budget Task Force and Vehicle Use Review Board.



Danny Liedka is the new president and CEO of Visit Syracuse.

#CNY
#OfficialHomeOfWinter
#DestinyUSA

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.

Save the Dates:

Downtown Dining Weeks, February 15 – 28

Next month, more than 30 restaurants will dish out the once-a-year deal of three courses for \$25 or less! Menus will be posted to www.DowntownSyracuse.com.



Downtown Cleanup for Earth Day, Saturday, April 21

Join the Downtown Committee to make sure the gateways to downtown Syracuse are clean to welcome spring! Last year, more than 400 volunteers helped give downtown a spring cleaning as part of Earth Day. To sign up, please contact mail@downtownsyracuse.com or 315-470-1953.



Downtown Living Tour, Saturday, May 19

More than 3,250 people call downtown Syracuse their home – and with 200 residential projects currently in the pipeline, downtown's population will only go up from here. On Saturday, May 19, the Downtown Committee will open the doors to the newest, finest and most unique examples of urban living. Check www.downtownsyracuse.com/downtownlivingtour for updates on the 12th Annual Downtown Living Tour continues.



Downtown Farmers Market Opening Day, Tuesday, June 12

Every Tuesday, 7 a.m. to 3 p.m., June 12 through October 9, dozens of the region's best farmers and produce dealers set up shop in and around Clinton Square for the Downtown Farmers Market. With recipe cards from the Onondaga County Public Library and cooking demonstrations from the Food Bank of Central New York – which drew more than 3,000 people during the 2016 and 2017 market seasons – the Downtown Farmers Market is also a forum for wellness and healthy living.



Syracuse Arts & Crafts Festival, July 27 – 29

Centered around historic Columbus Circle each July, the Syracuse Arts & Crafts Festival draws more than 50,000 visitors each year. The three-day showcase of the country's most talented artists, craftspeople and entertainers attracts more than 160 national and international artists.



Hanging Flower Basket Program

June marks eight years since the Hanging Flower Basket Program started. Last year, more than 350 baskets were installed throughout Cathedral, Clinton, Hanover and Armory Squares and the heart of downtown. Support the work of the Downtown Syracuse Foundation to create a vibrant, thriving downtown by sponsoring a basket with a tax-deductible donation of \$50 per basket. Interested? Send a check to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or pay online at www.downtownsyracuse.com/flowers. All donations are tax-deductible.



Partners in Planting Program

Employers who want to engage employees in downtown's revitalization can support the Downtown Committee's Partners in Planting program, now in its fourth year. The Partners in Planting Program was developed to bolster pride and engage downtown employees in the neighborhoods they work. By transforming downtown's landscape through beautification and clean-up efforts, participants give back to the community by investing in the quality of life downtown Syracuse presents. Get involved to ensure downtown Syracuse stands out as an attractive destination by contacting mail@downtownsyracuse.com or 315-422-8284, or visit <http://downtownsyracuse.com/flowers>.



The 2017 Partners in Planting season was a partnership between The Bonadio Group, Young Leaders United, Pioneer Companies and the Downtown Committee.

Saab Defense & Security USA

Saab provides solutions and technologies that are central to U.S. defense, homeland security and civil aviation. As part of the global Saab Group, the local division develops, modifies and delivers Saab's portfolio to U.S. customers, blending Swedish quality and reliability with American innovation and cost efficiency.

Saab's sensor and air traffic management divisions are based in East Syracuse, specializing in surface radar for land and sea and civil air traffic management solutions. The company supplies solutions to the U.S. Army, Navy, Air Force, Marines, State Department and the Federal Aviation Administration.

This year alone, Saab teams won significant Department of Defense contracts including an Air Force long range radar program, additional radars for the Navy's littoral combat ships, and the U.S. Coast Guard's offshore patrol cutters. Additionally, Saab was one of three companies awarded a Phase 1 agreement from the Defense Advanced Research Projects Agency for a mobile force protection program. The FAA's Terminal Flight Data Manager program was another significant win for the company, in partnership with Leidos.

These successes allowed Saab to add 100 new Syracuse-based jobs in 2017.

Saab also strives to give back to Syracuse families in need. The company participates in several events with the Salvation Army Syracuse Area Services: Red Kettle Campaign; Christmas Bureau and Angel Tree programs; and supporting the Turn-Around Jumpers Basketball Tournament. In recognition of these activities, Saab Defense & Security USA was honored with the Corporate Community Support Award at the 2017 Nonprofit Awards, hosted by the Business Journal News Network. Learn more at www.saabusa.com.

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.



Saab's Sea Giraffe Radar installed on Independence Class littoral combat ships.



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Dr. Robert Corona

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February 14, 2018

CNY Biotech Accelerator • 8 - 9:30AM

Dr. Corona will share his outlook on how SUNY Upstate Medical University is leading biotech innovation, and why SUNY Upstate matters to the economic development of Central and Northern New York.

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For more information contact
Lisa Metot at lmotot@centerstateceo.com.

centerstateceo.com/eventspasses

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.



Critical Link LLC, 6712 Brooklawn Parkway, Syracuse, celebrates a milestone anniversary – 20 years!



Pinckney Hugo Group, 760 W. Genesee St. in Syracuse, is congratulated by CenterState CEO Ambassadors on the company's 15th anniversary.

Anniversaries:

- WonderWorks at Destiny USA, 5th
- Green Planet Grocery, 7th
- Laboratory Alliance of Central New York, 20th
- Syracuse Wedding Magazine, 20th
- BASCOL (Before and After School Care of Liverpool), 25th
- Hezel Associates, 30th
- Ed & Ed Business Technology, Inc., 40th

Relocation:

- Piaker & Lyons CPAs has a new office at 100 Elwood Davis Road in North Syracuse.

Grand Openings:

- Embassy Suites by Hilton Syracuse-Destiny USA, Hiawatha Blvd., Syracuse
- Fabio's Antica Cucina, 344 S. Warren St., Syracuse
- Glazed and Confused, 211 N. Clinton St., Syracuse
- Goodies 2 Mediterranean Grill & Cuisine, 208 Walton St. in Armory Square
- Life Force Sanctuary, 6181 Thompson Road
- The 505 on Walnut, 505 Walnut Ave., Syracuse
- The Muzium at Destiny USA
- The Taste of Africa, 820 Danforth St., Syracuse
- Towne Center Retirement Community, 3900 Medical Center Drive, Fayetteville

DELTA HIGH ALTITUDE BUSINESS AFTER HOURS

More than 100 CenterState CEO members recently enjoyed a spectacular view of Syracuse's skyline from the 20th floor of the Crowne Plaza Hotel & Conference Center, during the annual holiday Delta High Altitude Business After Hours networking event. Guests enjoyed food and beverages while making new connections.

The lucky winner of two complimentary Delta Air Lines tickets was Marny Neshler of the Business Journal News Network.



Pictured from left are: Katie Carroll, Delta Air Lines; Marny Neshler, Business Journal News Network; and Kevin Schwab, CenterState CEO.

University Hill Corporation's Annual Meeting Highlights Period of Transformation

Acting NYS Thruway Director and former State Transportation Commissioner Matt Driscoll was the keynote speaker at the University Hill Corporation's annual meeting. He said the I-81 project is "a once-in-a-lifetime opportunity to reimagine Syracuse and Central New York for the next 75 years." Driscoll also said, "This project is more than a bridge or a highway reconstruction project; it should be viewed as a land-use planning effort as well."

University Hill Corporation President David Mankiewicz spoke of transformative development projects on the Hill in areas of research and development, employment, residential development and transportation. Projects underway or to be launched in 2018 represent a \$500 million investment. Others projects, to be initiated before 2020 represent an additional \$350 million.

Both Driscoll and Mankiewicz spoke of changes in transportation options, such as autonomous and electric vehicles, car-sharing and bus rapid transit that will radically impact mobility, reduce pollution and reduce traffic congestion.

About 320 business leaders, including representatives of University Hill, and elected officials, attended the meeting at Drumlins.



Matt Driscoll, acting NYS Thruway director and former state transportation commissioner, discusses I-81 at the University Hill Corporations' annual meeting.

UNITEDHEALTHCARE COMMUNITY CARE AWARD GOES TO DIGITAL HYVE

UnitedHealthcare has awarded the \$10,000 Community Care Award to Digital Hyve, a CenterState CEO member and Syracuse-based digital marketing company that has a new, innovative idea for enhancing community health and wellness in Central New York. Digital Hyve was selected from five finalists.

The winning digital marketing project from Digital Hyve benefits the Food Bank of Central New York, a local nonprofit organization working to eliminate hunger through nutritious food distribution, education, and advocacy in cooperation with the community.

CenterState CEO partnered with UnitedHealthcare to promote the 2017 Community Care Award.

"Central New York has a thriving community for small- to mid-sized businesses, and we were excited to partner with UnitedHealthcare on this unique opportunity to promote innovative collaborations between businesses and nonprofits to improve the health and wellness of the communities where they work and live," said Frank Caliva, senior vice president and chief operating officer, CenterState CEO.



From left: Lynn Hy, Food Bank of CNY; Michael McGuire, CEO, UnitedHealth Care; and Jeff Knauss, co-founder, Digital Hyve, celebrate Digital Hyve's winning entry with a check for \$10,000.

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 Cory LaDuke, Cushman & Wakefield/Pyramid Brokerage Company, Inc. Danielle Mensing, Alzheimer's Association, CNY Chapter, is vice chair.

Access to Independence of Cortland County, Inc.

Access to Independence provides resources and advocacy to people with disabilities. Access to Independence empowers people with disabilities to lead independent lives in their community and strives to open doors to full participation for all.

Chad Underwood
26 N. Main St.
Cortland, NY 13045
www.aticortland.org

607-753-7363

Asbestos & Environmental Consulting Corp (AECC)



Asbestos & Environmental Consulting Corp (AECC) helps clients understand environmental problems, evaluate risks and develop reasonable, actionable and cost-effective solutions. The company's commitment to high quality services and innovative solutions improves a project's performance, ensures project deadlines are met, and reduces the project's financial burden to the client. AECC's qualifications to provide professional environmental consulting services are derived from the staff's education, training, diverse experience, and the number/types of projects completed. AECC's personnel offer a full range of consulting services with trained and certified professionals who know the regulatory requirements and local practices.

Jeff Cooper
6308 Fly Road
East Syracuse, NY 13057
www.aeccgroup.com

315-432-9400

Bowers Development, LLC



Bowers Development is a commercial real estate development company that specializes in taking environmentally challenged properties and remediating them to a reusable condition. Bowers' extensive environmental expertise, in both contaminated buildings and vacant industrial sites, sets them far above traditional developers. Bowers knows and welcomes the challenges typically associated with at-risk properties, and excel at overcoming them.

Michael Licata
6308 Fly Road
East Syracuse, NY 13057
www.bowers-development.com

315-929-0007

Building Development Solutions, Inc. (BDS)



Building Development Solutions, Inc. (BDS) specializes in providing high-quality, results-driven, construction management services across Upstate New York. With more than 25 years of industry experience, the BDS team can help you avoid the pitfalls of hiring unqualified contractors, incurring costly change-orders and settling for average results. BDS caters to clients' design requirements and take great pride in finding additional cost-savings throughout each construction project.

Jontomas Bixby
6308 Fly Road
East Syracuse, NY 13057
www.aeccgroup.com

315-760-4656

Cathy's Cookie Kitchen

Cathy's Cookie Kitchen bakes handcrafted gourmet cookies using all-natural and organic ingredients, as well as delicious mix-ins. Cathy's also sells edible cookie dough, made with organic and natural ingredients; custom cookie ice cream sandwiches.

Catering is a specialty!

Cathy Pemberton
266 W. Jefferson St.
Syracuse, NY 13202
www.cathyscookiekitchen.com

315-263-9363

Darwin (211 North Clinton Street, Inc.)

Bringing classic dishes from around the country right here to the backyard of Syracuse. Breakfast, lunch – the best sandwiches, ever - and catering.

Daryl McGrew
110 W. Fayette St.
Syracuse, NY 13202
www.darwinonclinton.com

315-373-0484

del Lago Resort & Casino

The new Del Lago Resort & Casino is located in Waterloo, Seneca County, just steps off Exit 41 of the New York State Thruway. As the name implies, Del Lago is "of the lake." This world-class resort and casino is inspiring tourism and growth throughout the region.

Jeremy Stephenson
1133 State Route 414
Waterloo, NY 13165
www.dellagoresort.com

315-946-1777



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Fabio's Antica Cucina



Fabio's Antica Cucina serving authentic Italian dishes. Fabio's was recently named No. 3 Best Pizza in CNY by Syracuse.com. Fabio's is located in the Icon Tower in Downtown Syracuse. The restaurant is available for parties and meetings and also offers an extensive catering menu. Fabio's has a cozy cocktail lounge with the perfect atmosphere for happy hour as well.

Heather Griffo

344 S. Warren St.

Syracuse, NY 13202

315-303-1630

www.fabiosdowntown.com

Firehouse Subs



FOUNDED BY FIREMEN

Firehouse Subs serves premium meats and cheeses steamed and piled high on a toasted sub roll, served "Fully Involved®" with fresh produce and condiments, and was recently named No. 1 Overall Brand by Technomic's Chain Restaurant Consumers' Choice Awards. In addition to its signature subs available dine in, take-out or delivery, the restaurant offers a variety of catering options from sandwich and dessert platters to salads and snacks.

Kimberly Bogett

5308 W. Genesee St.

Camillus, NY 13031

315-487-5979

www.firehousesubs.com/locations/NY/Camillus

Mesa Grande Taqueria, LLC

Locally owned, quick-casual, California-Mexican style restaurant that offers fresh food in a fast-paced environment. Mesa Grande Taqueria's food is prepared in-house, from scratch, using fresh ingredients daily. Contact them for your catering needs or visit a restaurant in downtown Auburn, Township 5 in Camillus or Perinton Square Mall Fairport/Perinton.

Jim Daddabbo

100 Genesee St., #1

Auburn, NY 13021

315-252-6252

www.mesagrandedetaqueria.com

100 Black Men of Syracuse



The 100 Black Men of Syracuse Inc is committed to the intellectual development of youth and the economic empowerment of the African-American community based upon the following precepts: respect for family, spirituality, justice and integrity. The organization seeks to serve as a beacon of leadership by using its diverse talents to create an environment where children are motivated to achieve and to empower people to become self-sufficient shareholders in the economic and social fabric of the local communities.

Drake Harrison

2610 S. Salina St.

Syracuse, NY 13205

315-443-8749

www.100blackmensyr.org

Sensory Technologies, LLC



Sensory Technologies is a leading audio-visual, videoconference and collaboration solutions provider. Sensory Technologies assists companies with integrating technology to improve the experience, imagery and environment. Their customized solutions help increase productivity and communication effectiveness for corporations, educational institutions, healthcare and government organizations nationwide. Sensory Technologies provides managed services such as software-based video conferencing, digital signage and video recording/streaming/archiving as well as on-site support service and 24/7 client solution center services.

Karl Paisley

106 Dwight Park Circle

Syracuse, NY 13209

315-729-7639

www.sensorytechnologies.com

Syracuse Model Neighborhood Corp dba Model Neighborhoods



Syracuse Model Neighborhood Corporation – real estate, property management, social enterprise (Community Café), community outreach. Syracuse Model Neighborhood Corporation (Model Neighborhoods) is a private, not-for-profit organization established in 1972. It is run and led by Executive Director Angela Wright and a board mostly made up of Southside residents. Model Neighborhoods is proud to be recognized as a "Community Partner" for more than 45 years. Its commitment to the community stands strong with serving more than 250 families through its expanded mission "to enhance and build resilient diverse communities, by supporting economic growth, creative community-based initiatives, and quality housing services in the neighborhoods we serve." Model Neighborhoods seeks to promote goodwill, a decent standard of living, and a model for communities to follow. Today, Model Neighborhoods owns and manages 225 units in 99 buildings. Model Neighborhoods' work has taken place in cooperation and collaboration with government and community groups including other housing and community development organizations and community groups such as TNT Southside.

Angela Wright

1721 S. Salina St.

Syracuse, NY 13205

315-475-8437

www.syracusemnc.org

The 505 on Walnut

Brand new, exclusive off-campus housing near Syracuse University. Upscale, modern and high-tech are just a few of the terms often used to describe this community. SU students looking for the perfect combination of comfort, convenience, and technology will enjoy the lifestyle that The 505 on Walnut offers.

Marybeth Riscica

704 S. Crouse Ave.

Syracuse, NY 13210

315-475-5050

www.the505onwalnut.com

NEW BUNDLE & SAVE PACKAGES NOW AVAILABLE TO MEMBERS

CenterState CEO is pleased to announce two new packages to SAVE members money. By bundling CEO's most popular events, programs and visibility opportunities, members can save from \$119 to \$1,524 to increase their exposure in the business community.

Elite Supporter Levels: Platinum Elite, Gold Elite, Silver Elite and Bronze Elite.

Select Partner Levels: Chairman, Executive and Stakeholder.

Below are two of the packages; five more are available with price points in between.

PLATINUM ELITE PACKAGE

- Economic Forecast Breakfast** – table of 10 (value: \$400)
 - Annual Meeting** – table of ten (value: \$700)
 - Clambake** – five tickets (value: \$375)
 - Economic Champions Luncheon** – table of 10 (value: \$600)
 - Executive Leadership Development Series** – one participant (value: \$1,199)
 - Two Annual All Access Events Passes** – (value: \$200)**
 - Two Tickets to CEO Presents** – (value: \$50)
 - Elite Sponsorship Package Visibility** – (value: \$1,000)
 - A la carte Sponsorship Package** – commitment to select \$7,500 a la carte from any event sponsorship or advertising opportunity
- \$12,024 value**
\$10,500 member cost*
Savings: \$1,524

STAKEHOLDER PACKAGE

- Economic Forecast Breakfast** – one ticket (value: \$40)
 - Annual Meeting** – one ticket (value: \$70)
 - Clambake** – one ticket (value: \$69)
 - Economic Champions Luncheon** – one ticket (value: \$60)
 - Annual All Access Events Pass** – one pass (value: \$100)**
 - CEO Presents** – one ticket (value: \$25)
 - A la carte Sponsorship Package** – commitment to select \$250 a la carte from any event sponsorship or advertising opportunity
- \$614 value**
\$495 member cost*
Savings: \$119

*All Elite Supporter and Select Partner Packages are in addition to annual membership dues and are billed in full at time of purchase.

**All Access Events Pass can be used at any/all networking and training and education events that are valued at \$20 per person or less.

For more information, contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com.

EXECUTIVE LEADERSHIP DEVELOPMENT SERIES GRADUATES LATEST CLASS

Ten CenterState CEO members recently graduated from ELDS, a seven-month comprehensive leadership series. The program is presented by CenterState CEO, with curriculum support from the Columbia College of Missouri – Hancock Field, Syracuse University, Le Moyne College, SUNY Empire State College, TEDCenter at University College, SUNY Oswego, and Leadership Greater Syracuse. CenterState CEO members are encouraged to join the 2018 program. Contact Lisa Metot for additional information at lmotot@centerstateceo.com.



Congratulations to the 2017 ELDS graduates, from left: Anthony Di Fino, Syracuse University; Rina Hart, ONEGROUP; Charla Ackerman, Business Solutions of NY; Katie Toomey, Greater Oswego-Fulton Chamber of Commerce; Luke Morenus, Barton & Loguidice, D.P.C.; Beth Hurny, Prevention Network/OCAA; Thad Parris, RP Solutions, Inc.; Megan Detrick, Visions Federal Credit Union; Greg Baird, NY National Guard 174th Attack Wing; and Bob Andrews, Onondaga County Water Authority (not pictured).

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MEMBER ESSENTIALS

Syracuse Hancock International Airport gets \$49M renovation; completion expected fall 2018.

Syracuse's **Bankers Healthcare Group** again ranked a best workplace.

Simon's Agency, Inc. of Syracuse receives prestigious, national HFMA Peer Review designation.

Automodality, Inc. announces investment from Accel and DJI.



The Community Foundation awarded nearly \$345,000 in grants to nonprofits in Onondaga and Madison counties including CenterState CEO members: Ronald McDonald House of CNY; Museum of Science & Technology; and United Way of CNY.

Syracuse Habitat for Humanity, Inc. builds two experimental homes that bring light and space to low-income housing.

KeyBank donates \$200,000 to help the Syracuse Rescue Mission serve more meals to needy.

Rescue Mission names Dan Sieburg as new CEO.



Marriott Syracuse Downtown earns 4-Diamond award from AAA. CNY Jazz Launches new series at **Marriott Syracuse Downtown**.

Fortune magazine and Great Places to Work rank **Wegmans** top place to work in retail in 2017. **Wegmans** in DeWitt opens new Mexican food station and specialty pizza counter. Glassdoor, an online recruiting site, ranks **Wegmans** among the top 100 best places to work.

Mohawk Valley Community College receives \$49,000 grant for city of Utica urban forestry project.

Chobani sends powdered milk to hurricane victims in Puerto Rico, Virgin Islands.

Tops launches same-day grocery delivery in Upstate New York.

Gaming magazine honors Upstate NY's **del Lago Resort & Casino** with slot machine awards. **del Lago** touts increased Finger Lakes Thruway traffic as evidence of casino's impact.



G&C Food Distributors are expanding and adding jobs in Van Buren.

CNY ATD presents talent development awards to CenterState CEO members: **OBG; Oneida Nation Enterprises, LLC, including Turning Stone Resort Casino; AmeriCU Credit Union; NYSERNet; and Individuals from Indium Corporation.**

MOST installs 'Family Place' for nursing mothers.

SUNY Upstate Medical University receives record \$8 million donation.

Digital Hyve wins \$10,000 UnitedHealthcare Community Care Award.

Finger Lakes Technologies changes its name to FirstLight.

Cornell University and NYSDEC begin research in \$1 million lab to save New York's hemlock trees.

SBA recognizes **Berkshire Bank** as No. 1 small business lender in Central New York region for the third year in row.

Tim Kennedy, president of **Advance Media New York**, is also named regional president for Advance Local.



Geddes Federal Savings & Loan Association invests \$1 million in **Home Headquarters** loan program.

KeyBank and M&T rank among top 20 banks nationally in deposits.

SRC will hire more than 80 new employees after winning three counter-drone technology contracts.

HealthConnections relocates headquarters to Franklin Square in Syracuse.

Le Moyne College introduces \$10,000 scholarship for all New York students.



Avalon makes another acquisition in Cleveland, Ohio.

Summit Federal Credit Union opens new branch near Cortland.

Citizens Bank launches new digital lending service.

Cornell High Energy Synchrotron Source receives \$15 million state grant that will create 100 new jobs.

Syracuse University alumnus donates \$3.5 million to renovate Archbold Gymnasium to include health, wellness and recreation complex.

THE MEMBERS' CORNER: CATERERS

CenterState CEO periodically features members from a particular category of its membership. This Members' Corner highlights companies that provide catering services to businesses. When deciding what company to hire for your next event or business meeting, be sure to support fellow CEO members.

1000 Islands Harbor Hotel	www.1000islandsharborhotel.com
Ale "n" Angus Pub	www.alenanguspub.com
American Food & Vending Corp.	www.afvusa.com
Café Kubal	www.cafekubal.com
Catering at the Zoo	www.cateringatthetoo.org
Cathy's Cookie Kitchen	www.cathyscookiekitchen.com
Colgate Inn	www.colgateinn.com
Creole Soul Café	www.creolesoulcafe.com
Darwin (211 North Clinton Street, Inc.)	www.darwinonclinton.com
Dave and Buster's	www.daveandbusters.com
Dinosaur Bar-B-Que/A Genuine Honky Tonk Rib Joint	www.dinobbq.com
Dolce Vita	www.dvcuse.com
Fabio's Antica Cucina	www.fabiosdowntown.com
Firehouse Subs	www.firehousesubs.com/locations/NY/Camillus
Franco's Pizzeria & Deli	www.francospizzeriaanddeli.com
Green Hills Farms	www.greenhills.com
Harrison Bakery, Inc.	www.harrisonbakerysyracuse.com
Hospitality Concepts Group, LLC	www.hospitalityconceptsgroup.com
Liehs & Steigerwald	www.liehsandsteigerwald.com
Liehs & Steigerwald Downtown	www.liehsandsteigerwald.com
Mesa Grande Taqueria, LLC	www.mesagrandetaqueria.com
Mission Restaurant	www.themissionrestaurant.com
Panera Bread	www.paneracatering.com
Pastabilities	www.pastabilities.com
Peppino's Restaurant & Catering Company	www.mypeppinos.com
Tiffany's Catering Company	www.tiffanyscatering.com
TOPS Friendly Markets	www.topsmarkets.com
Twin Trees Restaurant (Original)	www.originaltwintrees.com
Vince's Gourmet Imports	www.vincesgourmet.com
Wegmans Food & Pharmacy	www.wegmans.com

MEMBER MILESTONES

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

80 YEARS

UTC Building & Industrial Systems

65 YEARS

M&T Bank

60 YEARS

Columbian Financial Group
Henderson-Johnson Co., Inc.

50 YEARS

Wegmans Food and Pharmacy

25 YEARS

American Dairy Association

20 YEARS

Big I New York
Chocolate Pizza Co., Inc.
Gannon Pest Control
NBT Bank
Presentation Concepts Corporation, Inc.

15 YEARS

Ralph W. Earl Company
Janitronics Facility Services, Inc.

10 YEARS

RP Solutions, Inc.
Vanguard Research & Title Services, Inc.

5 YEARS

DC Efficiency Consulting
Hearing Aid Consultants of CNY

BUY LOCAL BASH SHOWCASES LOCAL PRODUCTS AND SERVICES

More than 800 people attended the eighth annual Buy Local Bash, a fun and festive event that spreads awareness and support for SyracuseFirst’s mission of educating the community about the importance of buying local. The Buy Local Bash was presented by AmeriCU and brought to you by CenterState CEO and SyracuseFirst.

More than 100 vendors showed their wares at the CNY Regional Market – a perfect opportunity to mix and mingle with local shoppers at the start of the holiday shopping season.

The Buy Local Bash wouldn’t be possible without the support of its sponsors: AmeriCU (Presenting Sponsor); BlueRock Energy (Beverage Cup Sponsor); China Towne Furniture and Mattress (Lounge Sponsor); KMase Productions (Local Music Sponsor); The Lab Creative (Local Agency Sponsor); HighPoint Advisors and The Marrone Law Firm (Neighbor Champion Sponsors); CSM Finishing, Greater Syracuse Association of Realtors/CNYRealtor.com and CH Insurance (Sustainable Business Sponsors); Galaxy Communications/KROCK (Radio Sponsor); WSYR/News Channel 9 (TV Sponsor); WAER and Syracuse Woman Magazine (Media Sponsors).



The Empire Brewing Co. provided free samples of their handcrafted ales and lagers.



The Speach Family Candy Shoppe, family owned and operated for four generations, shared free samples of their truffles.



Special thanks to Presenting Sponsor AmeriCU for supporting the Buy Local Bash.

GREATER OSWEGO-FULTON CHAMBER OF COMMERCE HOLIDAY SOCIAL

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) welcomed more than 100 members to the American Foundry for the annual holiday social. Guests enjoyed networking and live entertainment provided by Gary Carpentier from season 13 of NBC’s: “The Voice!”

Member businesses had the opportunity to display their products and services for attendees, including: Universal Metal Works, Oswego County Opportunities, Ivy Image Studios, BlueRock Energy, EB Professional Coaching, KBM Management and Oswego Health Foundation. Danica Terramiggi from Community Bank NA took home this year’s giveaway of an overnight and dining certificate to the Tailwater Lodge, tickets to Theatre Du Jour, product from Man in the Moon Candies and bottles of local wine.



Katie Toomey, executive director of the GOFCC, addresses the crowd during the holiday social.

The Holiday Social wouldn’t be possible without its sponsors. Business Sponsors: Pathfinder Bank, SUNY Oswego and Novelis, Inc.; Community Sponsors: Sunoco, Plumbers & Steamfitters Local #73 and Mitchell’s Speedway Press; Supporting Sponsors: Morningstar Care Center, Oswego Health and Nelson Law Firm; and Friend of the Chamber: Eastern Shore Associates and Patty Reynolds.

EVENTS

CenterState CEO Economic Forecast Breakfast

Wednesday, January 10

7:30 to 9:30 a.m.

Holiday Inn Syracuse/Liverpool
441 Electronics Parkway, Liverpool

Register by January 5

at www.centerstateceo.com/events

or contact Lisa Metot at 315-470-1870 or
lmotot@centerstateceo.com.

Join hundreds of CenterState CEO members, business leaders and executives for the presentation of the region's 2018 Economic Forecast.

Keynote Speaker: Gary Keith, chief economist, M&T Bank, will present an overview of national and state economic trends and their regional impact.

Cost: \$40 for members or \$400 for a table of 10; \$50 for non-members or \$500 for a table of 10. After January 5, the cost is \$45 for members or \$450 for a table of 10; \$55 for non-members or \$550 for a table of 10.

PRESENTING SPONSORS:

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MEDIA NEW YORK**

**Business Journal
News Network**

**VISUAL
TECHNOLOGIES**
www.visualtec.com

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

Moving Beyond Health Insurance, New and Affordable Ways to Upgrade Employee Benefits, January 8

8 to 9:30 a.m.

Crowne Plaza Hotel and Conference Center, 701 E. Genesee St., Syracuse

Join CenterState CEO and BSNY for this free educational event. A panel of experts will discuss the latest trends in employee benefits including voluntary options, retirement planning, cybersecurity and identity protection, concierge telemedicine and new HR technologies that make it easy to track and manage. Valuable for any size employer, a complimentary breakfast will be provided. Space is limited. Contact Erik at ejankowski@benefitspecialistny.com or 315-470-1816.

BSNY
Business Solutions
connecting business & community
since 1976

Meet the Finalists, Business After Hours and Showcase, January 25

5 to 7 p.m.

Dinosaur Bar-B-Que, 246 W. Willow St. Syracuse, NY

Meet the six new finalists recently selected for GENIUS NY 2.0. These startups from around the country are competing for more than \$3 million in funding to develop their companies related to unmanned aerial systems. Learn more about their exciting new ventures and help us welcome them to Syracuse as they make this their new home for growth. Sponsored by OBG. Cost: \$10 for members; \$20 for nonmembers.

OBG



GENIUS NY

Discover Scotland Travel Presentation, February 1

5:30 to 7 p.m.

AAA Camillus, 5103 W. Genesee St., Camillus

Join CenterState CEO and AAA for a special travel presentation to learn more about the upcoming journey to Scotland. The trip is September 23 to October 2, 2018. RSVP to Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com to attend the presentation.



Creating a Positive Work Environment, February 8

8:30 to 9:30 a.m.

The Tech Garden, 235 Harrison St., Syracuse

With an increase in sexual harassment lawsuits, it is critical for managers and employees to know how to identify inappropriate conduct and how to adhere to the organization's fair treatment policies. This info session will focus on proactive steps managers can take to reduce or eliminate sexual harassment in the workplace, and how employees should come forward with complaints without fear of retaliation. Presented by Pinnacle Human Resources LLC.

Pinnacle
HUMAN RESOURCES, LLC

CEO Presents: Dr. Robert Corona, SUNY Upstate, February 14

8 a.m. registration, networking and continental breakfast; 8:30 to 9:30 a.m. program

CNY Biotech Accelerator, 841 E. Fayette St., Syracuse

Dr. Robert Corona, John B. Henry professor and chair of pathology, chief innovation officer and associate dean for academic and industry affairs at Upstate Medical University, will share his outlook on how SUNY Upstate Medical University is leading biotech business innovation, and why SUNY Upstate matters to the economic development of Central and Northern New York. Tour the Biotech Accelerator after the presentation. Presented by VIP Structures and 570WSYR.

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CEO Presents

GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

For more information on GOFCC events, visit www.oswegofultonchamber.com.

Business After Hours, January 30

5 to 6:30 p.m.

Canale Insurance and Accounting, 234 E. Albany, St., Oswego

Join us for the first networking event of the season. Mix, mingle, sip and share your business cards with professionals from across Central New York.



GOFCC Annual Meeting, February 13

12 to 1:30 p.m.

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

SAVE THE DATE... details forthcoming.

MAKE SCOTLAND YOUR NEXT ADVENTURE

Discover Scotland with CenterState CEO, September 23 to October 2, 2018. Highlights include bagpipe lessons, whisky distillery, Isle of Skye, Armadale Castle, Loch Ness, Orkney Islands, Dunrobin Castle, sheepdog demonstrations, St. Andrews, Edinburgh Castle and a Scottish cooking experience. Per person rates if booked by March 23, 2018 are \$3,899 (double) and \$4,399 (single). Price includes round-trip air from Syracuse Hancock International Airport, air taxes and fees/ surcharges and hotel transfers. AAA members receive an additional \$50 discount per person. For more information, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The gardens of Dunrobin Castle in Scotland.



SCOTLAND TRAVEL PRESENTATION: FEBRUARY 1

Join CenterState CEO for a travel presentation about Scotland at 5:45 p.m. Wednesday, February 1, 2018 at AAA Western & Central New York, 5103 W. Genesee St., Camillus, to learn more. RSVP to 315-701-2648 or jlombardi@nyaaa.com. The presentation is free to attend.

CENTERSTATE CEO ANNOUNCES NEW SENIOR LEVEL HIRE



Amy Lawler

CenterState CEO is pleased to announce Amy Lawler as its vice president of finance. Lawler is responsible for the organization's accounting, procurement, and insurance functions, and will develop and implement a financial strategy to support organizational operating plans.

"We are excited to welcome Amy as a member of our management team and believe she has the right combination of experience and knowledge to serve this organization and our

members well," said Rob Simpson, president of CenterState CEO.

Lawler brings more than 17 years of professional, personal and educational experiences to this position. She most recently served as chief financial officer for Environmental Remediation Services, Inc. and has worked for Peterson Geotechnical Construction, Crouse Hospital and C&S Companies, Inc. She earned her master's of business administration from Le Moyne College and a bachelor of science in accounting from Nazareth College of Rochester. She is also the board treasurer for Leadership Greater Syracuse.

40 UNDER FORTY RECOGNIZES CENTERSTATE CEO MEMBERS

40 Under FORTY, produced by BizEventz, Inc., a division of The Business Journal, recognizes 40 ambitious, hard-working, civic-minded individuals, who are younger than 40 and go above and beyond at their workplace and in the community.

CenterState CEO congratulates its members among the 40 Under Forty 2017 honorees:

Jill Anderson - Syracuse Stage
Abigail Baird - Onondaga Community College
April Brissette - Bankers Healthcare Group
Nathan Brown - HOLT Architects
Iris L. Buczkowski - Strategic Financial Services, Inc.
Mark Ciaralli - Grossman St. Amour CPAs PLLC
Christopher Coville - Research & Marketing Strategies, Inc.
Christine Durnin - Pinckney Hugo Group
Mary Earl - M&T Bank
Natalie Hempson-Elliott - Bousquet Holstein PLLC
Madelyn Halstead - Pinckney Hugo Group
Keeley Ann Hines - The Bonadio Group
Justin Hummel - Hummel's Office Plus
Elizabeth Kapfer - Annese, a ConvergeOne Company

Robinson Lingo - SRC, Inc.
Edin Ljuca - Northwestern Mutual
Nick McLaughlin - C&S Companies
Erica Muscatello - Dermody, Burke & Brown, CPAs, LLC
Rebecca Newman - Housing Visions
Matthew Paulus - Paulus Development Company
Carrie Pollak - Hancock Estabrook, LLP
Jon Rogers - The Salvation Army
Katrina Skeval - Alzheimer's Association
Manika Suryadevara - SUNY Upstate Medical University
Jake Tanner - Digital Hyve
Mark Trumbo - Syracuse University Athletics
Brian Voss - NBT Bank
Stephanie Wright - Pyramid Management Group

CEO ESSENTIALS



Give your business every advantage.

As a CenterState CEO member, Staples Business Advantage® will provide you with customized business solutions to help you save time and money whenever you shop with us.

- Low, customized CenterState CEO pricing
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- Dedicated Account Manager
- Reporting capabilities for tracking and budgeting

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



Free Business Event!

Date: January, 8 2018
 Time: 8:00 – 9:30 am

Call 315-470-1930 to register.
 Space is limited, so register today!

PLAN. PROTECT. GROW. SUCCEED

Moving Beyond Health Insurance – New and Affordable Ways to Upgrade Employee Benefits!

Join CenterState CEO and BSNY for this free educational breakfast event. A panel of experts will discuss employee benefits including voluntary options, retirement planning, cybersecurity and identity protection, concierge telemedicine, health and wellness and new HR technologies.



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