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New Investors Focus

CenterState CEO, Density, Onondaga County Executive Ryan McMahon and Syracuse Mayor Ben Walsh, recently opened The Tech Garden's new hardware center. Density, the first Tech Garden member to use the new space, was founded in 2014 in Syracuse. The company builds an anonymous workplace analytics solution to count foot traffic in and out of businesses.

The 2,200-square-foot facility hosts light assembly, with one full production line now operational. When fully utilized, the hardware center can support two lines capable of producing 30,000 units annually. **The development of the hardware center at the region's leading innovation hub supports companies in the expansion phase of the business life-cycle, offering small companies a significant opportunity to do product assembly in a convenient and cost-effective location in downtown Syracuse.**

"By opening this product assembly space we are responding to the direct needs of hardware startups that want to scale and operationalize their business," said Rick Clonan, vice president of innovation and entrepreneurship at CenterState CEO. "This center closes an important loop for the region's innovation



Mayor Ben Wash looks on as a Density employee assembles a Depth Processing Unit at The Tech Garden.

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CenterState CEO Events

Summer Give-Back BBQ and Golf Tournament Tuesday, August 13

4 to 8 p.m. | Traditions at the Links

Don't miss this ALL NEW summer event for the business community! Join CenterState CEO members for great food, networking, fun and an opportunity to give back to some of the community's charitable organizations and nonprofits. Included is the popular dunk tank, sponsored by C.H. Insurance. Preceding the BBQ is a golf tournament, on-course games and a putting competition. One lucky attendee will also win two roundtrip United Airlines Polaris business-class tickets, good for U.S. or international travel!



Bring your whole team and make it your company's summer outing!

Register by August 6 at centerstateceo.com/bbq or contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.

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See page 5 to learn more.

NEW TECH GARDEN **HARDWARE CENTER** continued from front page

ecosystem. We are excited to welcome Density as the inaugural tenant of the space, and look forward to helping them accelerate their growth in Syracuse."

As a result of growing demand from customers, the company relocated its manufacturing operations from a third party in Dallas, Texas to The Tech Garden where its team will perform final assembly, calibration and testing. Its products are then shipped to companies all over the world. Density has sensors installed in 15 countries; its technology helps some of the world's largest companies improve the performance of their workplaces and operations.

In the coming year, Density will nearly double its Syracuse workforce as it expects to create as many as 15 jobs, including factory positions and supporting roles. This growth makes the company The Tech Garden's largest tenant. Density currently has 45 employees with offices in Syracuse, New York City and San Francisco, California.

To learn more about The Tech Garden, visit www.thetechgarden.com. To learn more about Density, visit www.density.io.

NUAIR PARTNERS ON FIRST-OF-ITS-KIND EVALUATION OF REMOTE ID FOR DRONES

NUAIR (Northeast UAS Airspace Integration Research) in collaboration with ANRA Technologies conducted an operational assessment of ANRA's first-of-its kind UAS traffic management (UTM) technology for broadcast and network-based remote identification (RID) of unmanned aircraft systems (UAS) at the New York UAS Test Site located at Griffiss International Airport in Rome, NY. Several drones were flown by NUAIR staff, with two carrying a unique Wi-Fi broadcast module provided by ANRA and Doodle Labs. The event was the first operational assessment of both broadcast and network capability.



Remote ID is the ability of a UAS in flight to provide identification information that can be received by other parties. It will facilitate more advanced operations for drones and help lay the groundwork for future UTM. Remote ID is the next step to enable safe, routine drone operations across the nation as it will assist the Federal Aviation Administration (FAA), law enforcement and federal security agencies when a UAS appears to be flying in an unsafe manner or where the drone is not allowed to fly.

Part of the assessment included testing a public-facing mobile app that provides information about participating drones, as if the drone was being flown by an approved FAA operator.

"Companies like ANRA are partnering with NUAIR and the NY UAS Test Site to conduct safe and rigorous testing of the latest UTM technology for compliance with current and emerging standards. We are excited to provide resources and test expertise to businesses pushing the envelope of what's possible with unmanned systems," said NUAIR Chief Technology Officer Andy Thurling.

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UPWARD JOB & POPULATION INDICATORS SIGNAL MOMENTUM FOR SYRACUSE AREA

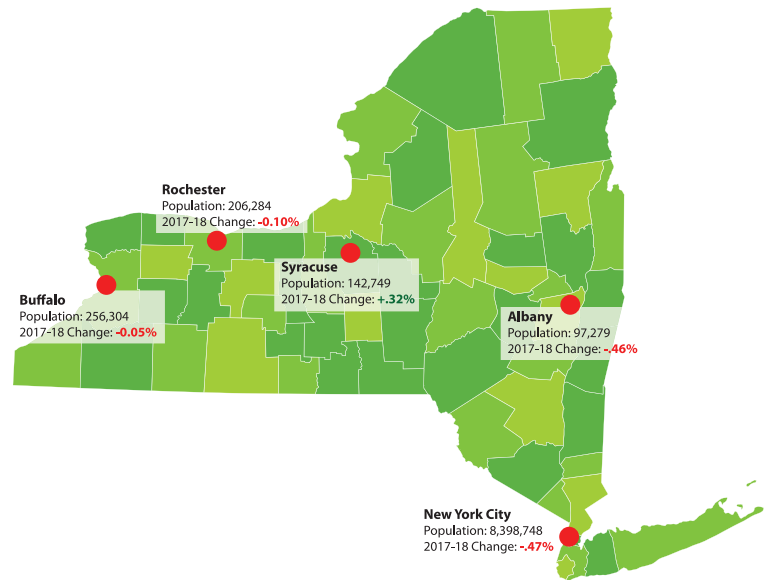
Recent New York State Department of Labor estimates for the state's metro areas show the Syracuse MSA with an increase in private jobs of 6,700 from April 2018 to April 2019. This 2.6% increase is higher than the national increase of 2%, the statewide average of 1.5% and second-highest overall in New York state for that time period. Over that period, Syracuse added more jobs than its neighboring metros of Rochester and Albany combined. (Source: NYSDOL)

Additionally, current data from the U.S. Census Bureau shows Syracuse as the only major city in New York with an estimated population increase. Four of the state's five largest cities — Buffalo, Rochester, Albany and New York — all underwent modest percentage drops in population in the 2018 estimates, while Syracuse was the lone city to gain, with a 0.32% rise in population.

While a modest increase, Syracuse is the first major Upstate city since 2013 to show any estimated increase in population.

That population gain represents the highest percentage gain among the largest cities in New York since 2015, when New York City grew by 0.36%. (Source: U.S. Census Bureau, "Annual Estimates of the Resident Population for Incorporated Places of 50,000 or More, 2018 Population Estimates")

"For years, populations across Upstate New York's cities have shown a decline," Jared Shepard, CenterState CEO research analyst. "This uptick in Syracuse's population as well as private sector jobs comes alongside other positive indicators — such as a significant rise in downtown residential living, a strong real estate market, and growing interest from businesses looking to locate here — all welcome signs of the positive momentum being seen and felt in our community."



CNYREDC SEEKS INNOVATIVE PROJECTS, APPLICATIONS DUE JULY 26

The Central New York Regional Economic Development Council (CNYREDC) is seeking qualified projects to benefit from this year's funding opportunity through the state's Regional Council process. Gov. Andrew Cuomo has directed more than \$750 million in state economic development resources be distributed in Round IX of the REDC awards. This includes up to \$150 million in capital grants and \$75 million in Excelsior Tax Credits for projects statewide identified as regional priorities. Additionally, more than \$525 million from state agency programs will be awarded through the CFA process.

Members considering an expansion project should review the application and funding opportunities and submit a Consolidated Funding Application (CFA) by the July 26, 2019 deadline.

Contact Andrew Fish, CenterState CEO's senior vice president of business development, at afish@centerstateceo.com to learn more about the application process and if a company or project qualifies to apply.

In this round, the CNYREDC will also develop strategies that: support community investment in placemaking and downtown revitalization; advance the state's Workforce Development Initiative; identify and develop childcare solutions in collaboration with local businesses and communities; and develop an economic and environmental justice strategy for the region.

Additionally, one downtown in each of the state's 10 regions will be awarded \$10 million in the fourth round of the Downtown Revitalization Initiative (DRI), to execute downtown strategic investment plans that support the community's vision for revitalization. Cortland, Oswego and Auburn's downtowns were prior DRI recipients.

The Central New York region has had remarkable success through the Regional Economic Development Council (REDC) process, receiving the most funding to date out of all 10 council regions. This funding has advanced hundreds of projects and allowed businesses in the community to expand and create thousands of new jobs.

Submit a CFA Funding Request
Deadline: July 26, 2019
Application Manual:
<http://bit.ly/NYSCFAApp>
Visit <http://bit.ly/NYSCFA>
for more information.

GOVERNMENT RELATIONS

Online Zoning and Permitting Discovery Center Opens



Syracuse Mayor Ben Walsh announced the new Zoning and Permitting Discovery Center, a powerful online tool that lets businesses and residents help themselves to the zoning and permitting information they need. With the new technology, instead of coming to City Hall Commons during business hours, users can go to permits.syr.gov.net to get interactive zoning maps and permitting details 24 hours a day, seven days a week.

The first tool, a Zoning Portal, delivers an interactive mapping system to learn where a new business or residence is permitted throughout the city. The second, a Business Permitting Portal, helps business owners discover the specific

permits, licenses and other requirements for starting their business in Syracuse. The third, a Residential Permitting Portal, helps homeowners and developers learn where their residential project is allowed, and what permits they'll need before starting the project.

The Zoning and Permitting Discovery Center will help guide users through the city's permitting requirements as they begin complex projects, such as starting a new business or a home renovation project. Founded on the city's planning and building regulations, the portals ask simple questions that help applicants achieve their project goals while guiding them through the permits, fees and licenses their project will need.



SALINA 1ST BREAKS GROUND ON SYRACUSE'S NEAR SOUTH SIDE

Call it a ground-breaking groundbreaking. More than 100 people turned out for the ceremonial start of construction on a new mixed-use building on South Salina Street, called Salina 1st, LLC. The project is located in an urban brownfield area that has not seen activity in decades and has lagged relative to other parts of the city that have seen significant private investment in recent years.

Developers of the Salina 1st project include Syracuse natives, Emanuel Henderson and Eli Smith, as well as Gail Montplaisir, from Washington, D.C., who has experience in developing mixed-use projects. The \$6.8 million development will include apartments, office space, light manufacturing and retail space.

CenterState CEO has worked with Salina 1st at each stage of the development process. During the initial planning stages, CEO's Economic Inclusion team made introductions with members of the community, and facilitated coordinated planning opportunities with other potential developments to ensure the project aligned with the neighborhood's goals and future direction. The Business and Economic Development team made key introductions with public sector economic development partners and assisted Salina 1st through the approvals process. CenterState CEO helped Salina 1st successfully navigate New York's Regional Economic Development Council's (REDC) Consolidated Funding Application process. CEO also introduced the group to additional potential private-sector equity investors.

While the area surrounding the project has not benefitted from the same level of investment as downtown or University Hill, the developers of this project note that they are on the leading edge of a wave of new construction announced for the southern part of downtown and Syracuse's near south side. The area will include the new Allyn Family Foundation headquarters, the Salt City Market, development at SUNY EOC, the proposed STEAM school, investments associated with Blueprint 15, and more. In all, more than \$200 million of new investment has been proposed for the area, with more anticipated.

The Salina 1st project has engaged Pathfinder Bank for financing and has received \$1.3 million from New York state through the REDC process to help close the project's market funding gap. The project is scheduled for completion by late 2020.



Government officials and community leaders break ground at 1081 S. Salina St., the future home of Salina 1st – a mixed-use project.

CELEBRATE SUMMER AND HELP BENEFIT NONPROFITS AT CEO'S ALL NEW EVENT

Don't miss CenterState CEO's NEW summer event for the business community – **the Summer Give-Back BBQ, 4 to 8 p.m., Tuesday, August 13, at Traditions at the Links!** Join CEO members for a full menu of summer's favorite fixings, including steamed clams; live music by REV; networking and more.

"This is a great opportunity to bring out your whole team for casual networking, great food, and fun activities," said Lisa Metot, CenterState CEO director of events and programs. "New this year, we are excited to incorporate even more opportunities to support local nonprofits in our community."

Opportunities to give back to some of the community's charitable organizations and nonprofits include the popular dunk tank, sponsored by C.H. Insurance, and a friendly tug-of-war competition. Additionally, a portion of BBQ and golf registration proceeds will go to a CenterState CEO nonprofit member. Attendees will have an opportunity to nominate the beneficiary at the event.

Preceding the BBQ is the **CenterState CEO Summer Golf Tournament at the Links at Erie Village**. Invite staff, colleagues, vendors or clients for 18 holes of captain and crew. Registration is at 11 a.m., with a shotgun start at noon. A boxed lunch is included, as well as on-course games and a new putting competition.

Attendees can also enter a chance to win two roundtrip United Airlines Polaris business-class tickets, good for U.S. or international travel. Each attendee receives a complimentary entry.

Bring your whole team and make it your company's summer outing! The cost for the BBQ only is: singles \$75/member; \$85/non-member. For groups: 5 tickets are \$350; 10 tickets are \$725. Golf and BBQ foursomes are \$600 for members; \$700 for non-members. Golf + BBQ individuals are \$175/member; \$200/non-member. Prices increase after July 26.



Thank You Summer Give-Back BBQ Sponsors!

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At Dermody, Burke & Brown, we understand the importance of focusing on business and community today for a vibrant economy tomorrow. For that reason, we are proud to recognize and sponsor *New Investor Focus*.

CenterState CEO wishes to recognize the following members who have joined as Investors in the last quarter.

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David Burns, Owner

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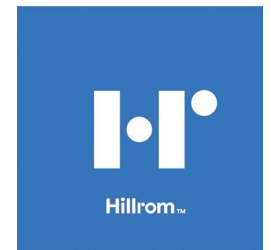


Andreas Frank, SVP, President, Front Line Care

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- Peter Wiltsie, President
Wiltsie Construction Co.



Get the full story at

dbbllc.com

CEO/COE PARTNERSHIP: GREEN DEVELOPMENT

Start-up Acumen Detection Launches R&D and Manufacturing in CNY Innovation Crossroads

Acumen Detection, Inc., an agtech startup that is commercializing its innovative technology for detecting the pathogens causing disease in dairy cows, recently relocated its R&D and manufacturing to SyracuseCoE and the CNY Biotech Accelerator in CNY's Innovation Crossroads, at the foot of University Hill in Syracuse.

Acumen acquired all assets of the business and technology in March 2019 from SRC. The technology is based on a DNA early-detection system developed over the years in an SRC subsidiary. Originally envisioned during Operation Desert Storm to save the lives of troops that were subjected to chemical or biological attacks, Acumen adapted this technology to revolutionize the dairy industry by helping farmers protect the health of their herds. Their aim is to keep dairy farms healthy and profitable with advanced technologies that enable faster, more informed management decisions.

The disease mastitis is a problem for the dairy industry worldwide; in the U.S. alone, the impact exceeds \$2 billion annually. Acumen has worked with researchers at Cornell University to develop innovative assays and incorporate real-time detection for dairy pathogens. This allows farmers to detect and treat mastitis early avoiding the spread of infection, millions in lost production and culling of diseased cows.

"By locating in CNY's Innovation Crossroads, Acumen Detection is pioneering synergistic and collaborative research and development in this unique neighborhood," said Ed Bogucz, SyracuseCoE executive director, and associate professor of mechanical and aerospace engineering at Syracuse University. "The proximity of SyracuseCoE and the CNY Biotech Accelerator to each other, the academic community and to downtown Syracuse provides a wealth of intellectual capital and opportunity for growing companies and entrepreneurs."

Visit <https://acumendetection.com> for more information and potential investment opportunities. To learn more about the SyracuseCoE Partner Program and the Innovation Crossroads, visit <http://syracusecoe.syr.edu> or contact Tammy Rosanio at tlrosani@syr.edu.



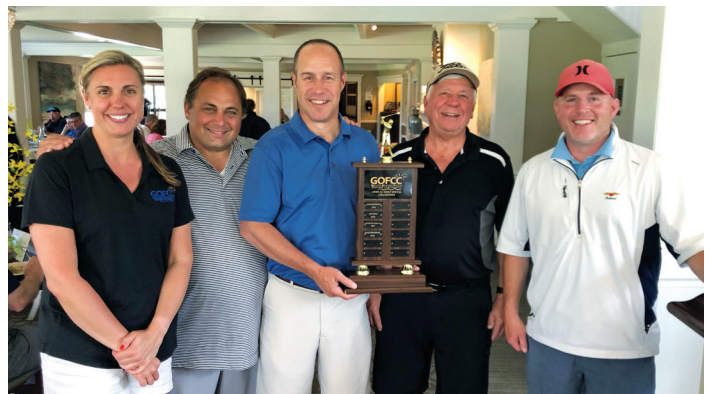
The Acumen Detection team pictured from left: Angelina Lumia, Kristin Lopez, Chuck Stormon, Daniel Byrnes, Benjamin Dorion, Kent Doctor, Fathima Rinzan. Not Present: Margaret Faulkner and Cedric Blanc.

GOFCC GOLF SOCIAL

Nearly 100 golfers enjoyed a day of connecting and team-building during the annual Greater Oswego-Fulton Chamber of Commerce (GOFCC) Golf Social at the Oswego Country Club. Congratulations to NBT Bank for taking home this year's trophy. Other top finishers included KR Productions in second and Eagle Beverage in third.

Prizes were also awarded to Chris Mitchell and Heather Bush for the longest drive and to Kevin Dorsey for closest to the pin contest. Stevedore Lofts was this year Skins winner. George Broadwell was this year's 50/50 winner, which he graciously donated back.

This event would not be possible without the support of its sponsors. Thank you, Business Sponsors: Pathfinder Bank; National Grid; Oswego Health; and SUNY Oswego. Lunch at the Turn Sponsor: Fulton CDA. On-Course Games Sponsor: NBT Bank. Golf Tee Sponsor: Elemental Management Group. Water Bottle Sponsor: Kinney Drugs. Cocktail Reception Sponsor: Burkes Home Center. Hole-in-One Sponsor: Fitzgibbons Agency. Supporting Sponsor: Mitchell's Speedway Press.



GOFCC Executive Director Katie Toomey congratulates the NBT Bank team on winning first prize at the GOFCC Golf Social.



TruWeather Solutions Raises Venture Capital Investment Funding

TruWeather Solutions, Inc., a micro weather data and analytics company, successfully raised a Series Seed investment from Kluz Ventures, through its The Flying Object and The Next Impact funds. The company was a 2018 GENIUS NY finalist and has offices at The Tech Garden.

The investment will fuel the enhancement and market penetration of its first product, TruFliteUAS, which translates weather data for drones to safely fly and complete Beyond Visual Line of Sight (BVLOS) missions without wasted effort or resources as the industry begins flying longer missions.

TruWeather is seeking a lead software developer and recently hired an operations manager in Syracuse. To learn more and apply, visit www.truweathersolutions.com or email Don Berchoff at Don.Berchoff@truweathersolutions.com.



More Than 100 Attend BIANYS Annual Conference at TTG

The Business Incubator Association of New York State (BIANYS) held its annual conference at The Tech Garden and CNY BioTech Accelerator. The two-day conference included sessions on local success stories and the future of investment in New York state, plus tours of startups around the city, including CenterState CEO and Tech Garden members: Ichor Therapeutics; TCGPlayer; and Digital Hyve. The conference brought together representatives of incubators in New York state, community leaders, startups and elected officials.

Speakers included: Linda Dickerson Hartsock, executive director at Blackstone LaunchPad at Syracuse University; Wills Mahoney, co-founder of Plowz & Mowz; Steve VonDeak, chief of staff at Tech Garden member Density; Somak Chattopadhyay, managing partner at Armory Square Ventures; Jon Parry, director of GENIUS NY – a CenterState CEO program; and Rick Clonan, vice president, innovation and entrepreneurship at CenterState CEO.

Learn more about BIANYS and its mission at www.bianys.com.



New York State Comptroller Thomas DiNapoli welcomes attendees to the BIANYS conference.

Drones Over Downtown is August 6

Drones Over Downtown is partnering with the Marriott Syracuse Downtown to include the community drone event during the hotel's "Rock the Block" series 5 to 8 p.m., Tuesday, August 6. The street between The Tech Garden and the Marriott will be closed to traffic and will be filled with food trucks and games. Attendees can also enter a chance to win two roundtrip tickets compliments of Delta Air Lines. Attendance is free, but please register at www.thetechgarden.com/events.

Last year, Drones Over Downtown attracted more than 300 people and included live music, local food, more than 30 local drone vendors and an opportunity for participants to fly drones.

SPONSORED BY:



Attendees learn about drones and drone-related services at last year's Drones Over Downtown.



TTG Intern Fair Fills 20 Positions

Tech Garden members recently expressed the need for technical summer interns resulting in TTG's first Intern Job Fair.

More than 50 technical students from Clarkson, RPI, Syracuse University, Cornell University and RIT met with Tech Garden members, learned about the incubator and received tours. The 20 open positions are now filled thanks to the event. Participating members included: CivDrone, SparkCharge, Perspective Robotics, ProZ, TruWeather, Moxi Platform, ResilienX and recent GENIUS NY winner Sentient Blue.

The Intern Job Fair was a fun way for students to learn more about TTG's startups and fill its members' need for interns. The event's success also resulted in another fair being scheduled in December for spring interns. To sign up a school and/or students, please contact Kara Jones at kjones@thetechgarden.com.

Downtown Farmers Market Continues

Every Tuesday Through October 8

Clinton Square

The Downtown Farmers Market continues every Tuesday in Clinton Square through October 8. The market is open 7 a.m. to 3 p.m. rain or shine. It offers access to fresh, locally grown fruits, vegetables, plants, flowers, baked goods and more – all while encouraging a sense of community and promoting health and wellness initiatives. As the growing season continues, the market brings in as many as 50 regional farmers providing some of the freshest, healthiest produce available in Central New York.

Market-goers can enjoy musical performances from local and regional groups during the “Lunchtime Live Music Series,” made possible through the support of Onondaga County and CNY Arts through the Tourism & Economic Development Grant Program. A schedule of performers is posted at <https://downtownsyracuse.com/farmersmarket>.

The Food Bank of Central New York offers cooking demonstrations on how to prepare fresh market purchases, and the Onondaga County Public Library produces and distributes recipe cards.

Each week visitors may enter a free drawing to win fresh produce, products and gift baskets donated by participating vendors. Visit the information booth near the flagpoles to learn more.

Stay in the loop about the farmers market by subscribing to the Downtown Committee’s weekly electronic newsletter at mail@downtownsyracuse.com, distributed every Monday during market season and includes a list of what’s in season and what to expect at the market.



AmeriCU Syracuse Arts & Crafts Festival

July 26 to 28, 2019

In and Around Columbus Circle

More than 160 of the country’s most talented artists, craftspeople and entertainers will set up in and around Columbus Circle for the 49th Annual AmeriCU Syracuse Arts & Crafts Festival at the end of July. The three-day festival, July 26 to 28, is the largest and most prestigious show of its kind in Central New York. Visitors find contemporary arts and crafts, ranging from functional to decorative, as well as two- and three-dimensional works, including ceramics, painting, sculpture and photography. The event also includes professional performers, costumed ethnic dance groups, street performers and unique food for all!



Keeping with tradition, the Arts & Crafts Festival in and around Columbus Circle is held the same weekend as the Northeast Jazz and Wine Festival in Clinton Square. Both are anchors of the multi-faceted production of ArtsWeek, a partnership among several organizations committed to showcasing and celebrating the arts throughout downtown Syracuse. For event updates, visit <https://downtownsyracuse.com/syracuse-arts-and-crafts-festival>.

Recycling Rings Installed Throughout Downtown Syracuse

In June 2019, the Downtown Committee launched a pilot program, installing black powder-coated steel “recycling rings” around select receptacles throughout downtown Syracuse. The intent of the rings is to encourage people to separate their recyclable cans and bottles out from the trash. In turn, this facilitates the efforts of those who collect and redeem cans, allowing them to pluck the recyclables from the recycling rings, leaving the trash covered until it can be collected and properly disposed of by the Department of Public Works. OCRRA partnered on the project by designing and printing decals for education.

The custom rings were designed by Cliff Knickerbocker of Brownick AC & Sheet Metal in Liverpool, and installed at receptacles at intersections that experience high foot traffic, such as this intersection at South Warren and West Fayette streets.



CNY Welcome Center

Located inside Destiny USA, the Central New York Welcome Center is a gem not to be missed. I Love NY and Taste NY are strong partners in the region's efforts to grow the economy and support tourism. The CNY Welcome Center was one of 11 welcome centers built statewide in the last few years to support the same goal – showcasing how food and beverage create economic impact. Operated by Visit Syracuse, Onondaga County's Tourism Promotion Agency, a team of tourism experts shine a light on unique, curated products. In addition to tangible items, the center also shows off regional attractions and destinations. With millions of visitors walking through Destiny USA, the Welcome Center is wonderfully positioned to capture a large segment of these folks.

From coffee roasters to chocolates, sauces, syrups, candles, soaps and even books on local history, these products have authentic, homegrown stories and make wonderful gifts. In addition to homegrown products, the local companies featured in the center support one another by collaborating, such as Speech Family Candy incorporating Recess Coffee into its brittles. At the center, you'll also find I Love NY branded items as well as the Visit Syracuse logo branded on small gifts and apparel.

Have guests to Central New York? Bring them to the welcome center for a glimpse of the food and gift scene in CNY! When you bring a piece of Upstate New York home with you, you're supporting locals, jobs and the community. Follow the welcome center on Facebook (CNYWelcome) and Instagram (centralnywelcomecenter).



A Sample of Companies in the CNY Welcome Center:

Chocolate Pizza Company	Witty Wicks Candles
Syracuse Salt Company	Hofmann's
Nelson Farms	Syracuse
Dutch Hill Maple	Ma & Pa's Kettle Corn
Recess Coffee	In My Father's Kitchen
Syracuse Soapworks	

MEMBER ESSENTIALS

Bankers Healthcare Group is one of Inc. magazine's Best Workplaces.

St. Joseph's Health is awarded an 'A' from The Leapfrog Group's spring 2019 Leapfrog Hospital Safety Grade. **St. Joseph's Health** is named one of America's 100 Best Hospitals for Patient Experience by the Women's Choice Award®. **St. Joseph's Health** purchases new equipment as it offers new pre-natal services.

Anheuser-Busch Brewery in Van Buren completes \$5 million solar project.



SRC wins \$100 million EPA contract to continue assessing chemical hazards.

Tailwater Lodge wins Hilton Connie award.

Syracuse University gets \$1.5 million grant and is named one of eight U.S. national Intelligence Community Centers for Academic Excellence.

Del Lago Resort & Casino begins construction on the venue's DraftKings Sportsbook for future sports-betting activity.



AIS secures \$48 million Air Force contract, opens office in Denver.

NEA awards **Syracuse Stage** \$10,000 grant for cold read festival.

U.S. Department of Commerce honors **Air Innovations**, of Cicero, with export award.

Cryomech plans to expand in DeWitt.

Cornell University to use \$10 million donation to establish molecular engineering labs. New York, **Cornell University** launch \$3 million Grow-NY food and agribusiness competition.

Syracuse Hancock International Airport to use \$6.6 million in federal funding to improve its taxiway.

Tessy Plastics is expanding cleanrooms in Skaneateles, Elbridge.



Georgia firm completes acquisition of **Sunoco's Fulton Ethanol Plant**, plans to add up to 100 jobs.

Liberty Resources breaks ground on construction of new health center in Fulton.



CenterState CEO members win **U.S. SBA** Small Business Excellence Awards: Ashley McGraw Architects, D.P.C.; Whelan Curry Construction Services, Inc.; and Man in the Moon Candies.

CENTERSTATE CEO ECONOMIC CHAMPION

Rescue Mission Alliance

For the last several years, the Syracuse Rescue Mission has been focused on a two-phase capital campaign to better serve the community. "Believe: a Warm Meal and a Way Home," has been ongoing since 2014. The first phase was fully funded and expanded the Rescue Mission's emergency shelter, which has been serving the community since 2015.

Phase 2 will renovate and expand the Clarence L. Jordan Food Service Center and Culinary Education located at 155 Gifford St. in Syracuse. This facility, which opened in 1993, was designed to seat and serve a maximum of 300 people per day. But as the only organization in the community that serves three free meals daily, the Rescue Mission is serving up to 700 meals to men, women and children every day. The aging kitchen and dining facilities are overwhelmed by the demand.

The new food service center is a much-needed addition to the Rescue Mission, which has been a beacon in the community for 132 years. The new facility will provide many new and improved amenities including: an expanded dining area tripling capacity; a new, welcoming atmosphere; space for workforce training; more volunteer opportunities; additional serving space; more storage and restrooms; a family dining room; and flex space for client-focused needs. The new facility will also be energy efficient to reduce utility costs and carbon footprint.

The Rescue Mission provides a safe, warm place to sleep, nutritious meals, clothing, transportation and support to find housing and employment. The organization is focused on helping local men, women and families in need reach their highest level of independence.

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.



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SIGNATURE ACCESS EVENT SOARS AT MILLION AIR

More than 125 CenterState CEO members attended a recent Signature Access Event, sponsored by Dannible & McKee, LLP at Million Air. Members had an exclusive look at Syracuse Hancock International Airport's newest fixed-base operator. The \$10 million facility includes a luxury lounge and a 28,000-square-foot heated hanger that accommodates any size corporate jet.

Congratulations to Carole Iseneker of Pavia Real Estate, winner of a foursome package to CEO's upcoming Summer Give-Back BBQ and Golf Tournament.

Signature Access Events are invitation-only networking events for CenterState CEO Investors, Executive Partners and Corporate Partners — the Syracuse region's leading companies and organizations, and their guests. Signature Access Events are characterized not by the elite level of invitees, but the privileged-access venues that host the events and the connection these venues have to significant projects or initiatives in the region.



Kevin Schwab (left), CenterState CEO, and event sponsor Karl Jacob, Dannible & McKee, LLP, congratulate Carole Iseneker of Pavia Real Estate on winning the foursome package to CEO's BBQ and golf tournament.

TRAVEL THE WORLD WITH CENTERSTATE CEO

Discover Switzerland, Austria & Bavaria

Join CenterState CEO as its members and friends travel to Switzerland, Austria and Bavaria from November 6 to 15, 2019. Highlights include Bern, Château de Chillon, Montreux, GoldenPass Panoramic Train, Gstaad, Lucerne, Choice on Tour, Innsbruck, Austrian Alps, Salzburg, Mirabell Gardens, St. Peter's Restaurant, Tyrolean Folklore Show, Bavaria, Oberammergau. Per person rates: double \$3,599, single \$3,899. AAA members receive an additional \$50 off per person. Learn more at www.centerstateceotravel.com.



Chateau de Chillon is a medieval fortress on the shores of Lake Geneva in Switzerland.

Explore Spain & Morocco: Travel Presentation, August 27

CenterState CEO is heading to Spain and Morocco from March 14 to 26, 2020. Highlights include Madrid, Córdoba, Granada's Royal Chapel, Royal Alcázar of Seville, Paella Demonstration, Flamenco Show, Jerez de la Frontera, Sherry Tasting, Tangier, Chefchaouen, Fes, Meknes, Rabat, Mausoleum of Mohammed V, Marrakech, El Bahia Palace, Koutoubia Mosque, Choice on Tour, Casablanca and Hassan II Mosque. Per person price if booked by September 15: double \$4,399, single \$5,249, triple \$4,369. Attend a FREE travel presentation at 5:30 p.m., August 27 at AAA Camillus. RSVP to Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The city of Seville in Spain is famous for its culture, monuments, traditions and artistic heritage. It is also the birthplace of Flamenco.

CNYIBA SEEKS FEEDBACK FROM COMPANIES AFFECTED BY TRADE WAR

Does your company import or export, and has it been affected by additional tariffs or retaliatory tariffs? If so, the Central New York International Business Alliance (CNYIBA) would appreciate connecting with you.

The CNYIBA is forming roundtable meetings with interested parties and remedies to reduce or eliminate some of the additional duties that are being discussed, including: exclusion requests via the U.S. Trade Representative; duty drawback; Foreign Trade Zones; and Harmonized System (HS) Tariff Shifting.

To join the conversation and work with regional companies to find solutions for international business, please contact Steven King, executive director at the CNYIBA, at 315-470-1925 or sking@cnnyiba.net.



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.

Best Western Plus



Conveniently located off NYS Thruway I-90, the Best Western Plus East Syracuse Inn offers a luxurious stay at an affordable price. In addition to its proximity to the thruway, the Best Western Plus East Syracuse Inn is also just one mile away from I-81 and NY-481, minutes away from downtown Syracuse, the Syracuse Hancock International Airport (SYR), the New York State Fairgrounds, and Hancock Air Force Base. The Best Western Plus East Syracuse Inn will exceed your travel expectations.

Aubrey Barone
6605 Old Collamer Road S.
East Syracuse, NY 13057 315-463-6443
www.bestwestern.com

Case Supply, Inc.



CASE SUPPLY, INC.
The Kitchen & Bath Professionals

Case Supply, Inc. is a third-generation, family owned kitchen and bath design center that started in Syracuse, NY in 1958. The company is bringing the home improvement industry's latest styles, trends, fixtures and cabinetry to all of Central New York with respected consumer brands to meet every budget. Case Supply offers in-home design, measurement services, job-site delivery and the creative expertise of local specialists.

Terry Hood
360 Grant Ave., Suite 102
Auburn, NY 13021 315-425-1818
www.casesupplyinc.com

CivDrone



CIVDRONE

CivDrone is an innovative construction tech startup that develops fast, reliable and autonomous marking solutions on enterprise drones for the construction industry. CivDrone uses drones to place stakes in the soil that contain smart tags with building instructions at construction sites for land surveying purposes.

Tom Yeshurun
The Tech Garden
Syracuse, NY 13202 646-705-6431
www.civdrone.com

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John Tees
6410 New Venture Gear Drive
East Syracuse, NY 13057 315-432-5595
www.cresthillsuitessyracuse.com

Downtown Digital Group A Division of Johnson Newspaper Corporation

Downtown Digital Group provides a full suite of digital marketing solutions. In addition, Downtown Digital Group owns three Premium Publisher News sites in NY State; NNY360.com, HudsonValley360.com and TheDailyNewsOnline.com. With more than 150 years of advertising experience (starting with the Watertown Daily Times newspaper), Downtown Digital Group has proven results to help your business.

Jody Frawley
260 Washington St.
Watertown, NY 13601 315-251-1819
www.downtowndigitalgroup.com

EagleHawk One Inc.



EagleHawk One uses drone technology to improve the way commercial roofs and other assets are inspected and managed. EagleHawk One can inspect multiple assets quickly and affordably and help facility managers figure out where they have issues, how they can extend the life of their assets, and, ultimately, how they can reduce their total cost of ownership.

Jon Byrd
The Tech Garden
Syracuse, NY 13202 716-810-1042
www.eaglehawkllc.com

Enterprise Holdings Inc.



Enterprise Rent-A-Car and National Car Rental offer customized business rental programs designed specifically to meet your company's global transportation needs while saving you time and money. Together, this winning combination provides you and your travelers with the industry's leading business rental program.

Molly MacMillan
1320 Brooks Ave.
Rochester, NY 14624 585-298-3257
www.enterpriseholdings.com

Maxwells

MAXWELLS

Located in the heart of downtown Syracuse's Hanover Square, Maxwells is a popular Syracuse happy hour destination featuring drink and appetizer specials every day of the week. Whether you work in Hanover Square, Armory Square or you're just passing through, check out the private event space, which is perfect for your next office or personal party. Email Maxwellsny@gmail.

Peter Ancona
122 E. Genesee St.
Syracuse, NY 13202 315-299-6633
www.maxwellsyracuse.com

ResilienX

RESILIENX

ResilienX is developing the check engine light for the UAS Traffic Management ecosystem. ResilienX's software increases safety and system uptime while reducing the maintenance costs of UTM systems. Similar to a check engine light on a car, ResilienX's solution will monitor and detect problems, notify the user, assist the maintainer in diagnosing the issue and facilitate continued operations until the problem can be fixed.

Ryan Pleskach
The Tech Garden
Syracuse, NY 13202 315-286-1599
www.resilienx.com

Sentient Blue Technologies



Sentient Blue Technologies is developing efficient, environmentally friendly, hybrid micro gas turbine-based power systems for use in UAVs. Existing drones are powered by lithium batteries, which have limited endurance, especially in cold temperatures. Sentient Blue's power source can significantly increase the flight time of drones to four or five hours.

Saif-Deen Akanni
The Tech Garden
Syracuse, NY 13202 315-708-3848
www.sentientblue.com

Vermeer



Vermeer is an augmented reality drone solution that enables anyone to capture aerial photos, videos and data. A user can design their aerial shot in a 3D augmented reality environment and send it to a drone to execute autonomously in the real world.

Brian Strem
The Tech Garden
Syracuse, NY 13202 201-317-8784
www.getvermeer.com

West Street Wellness, LLC



West Street Wellness finds its home at 219 S. West St., a building that has cemented itself as a beacon in the downtown community for self expression and creativity. Connect with others and yourself in the deeply beneficial disciplines of yoga, barre, meditation and more offered at West Street Wellness.

Stephen Case
247 W. Fayette St., Suite 314
Syracuse, NY 13202 315-396-0493
www.weststreetwellness.com

MEMBER MILESTONES

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

60 YEARS

Hancock Estabrook, LLP

50 YEARS

Park Outdoor Advertising

40 YEARS

Onondaga Community College

35 YEARS

Cannon Pools and Spas
D.N. Drucker, Ltd.
W.J.W. Associates, Ltd.

25 YEARS

Custom Logo, Inc.
Kirnan Real Estate, Inc.

15 YEARS

Ale 'N' Angus Pub
INFITEC, INC.
The Samaritan Center

10 YEARS

Armory Square Association
Blake Equipment
Business Systems of CNY, Inc.
IPD:Engineering
The Help by Maryanne, Ltd.

5 YEARS

Ashley McGraw Architects, DPC
Girl Scouts NYPENN Pathways
Laser Transit Ltd.
Manlius Pebble Hill School
Tangosquared
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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.



Medicare Made Simple celebrates its 10th anniversary.



Paragon Home Loans held an open house at its new location in Liverpool at 225 Greenfield Parkway.



Dr. David Cifra, Disc Centers of America, 7000 E. Genesee St. in Fayetteville, is recognized for receiving a national award.



Enterprise Truck Rental held a grand opening at 5721 E. Taft Road in North Syracuse.



43 North Marina opens at 32 Weber Road in Central Square.



Beef Jerky Outlet is welcomed to Destiny USA.



Planned Results, 400 Spencer St. in Syracuse, celebrates its 40th anniversary.



Syracuse Polish Home, 915 Park Ave. in Syracuse, celebrates its 100th anniversary.



Salina 1st, LLC breaks ground on a new mixed-use building at 1081 S. Salina St. in Syracuse.



Thompson & Johnson Equipment Co., Inc., 6926 Fly Road in East Syracuse, is congratulated as the company celebrates its 65th anniversary, and its 25th anniversary as a Toyota dealer.



Whitney Lofts opens on South Salina Street in Syracuse.



Wildflowers Armory, 225 W. Jefferson St., in Armory Square, celebrates its first anniversary.

EVENTS

CenterState CEO Summer Give-Back BBQ and Golf Tournament

Tuesday, August 13

4 to 8 p.m.

Traditions at the Links

5900 N. Burdick St., East Syracuse

Register by August 6 at

www.centerstateceo.com/bbq

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



Join CenterState CEO for this ALL NEW summer event for the business community! Featuring golf options, great food, live music, a tug-of-war competition and a chance to win two roundtrip tickets from United Airlines, good for U.S. or international travel!

Bring your whole team and save (group prices)!

Cost*

BBQ only – Singles: \$75/member; \$85/non-members.

Groups – 5 tickets \$350; 10 tickets \$725

Golf and BBQ: Foursomes: \$600 members;
\$700 non-members.

Individuals: \$175/member; \$200/non-member.

A portion of registration proceeds will go to a CenterState CEO member nonprofit.

**After July 26 and at the door, individual tickets are \$85 for members; \$95 for non-members
Cancellations after this date will be billed.*

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

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SPONSORS



MEDIA SPONSORS



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

UMEA Business BBQ, July 13

2 to 5 p.m.

The Guest House, 722 W. Manlius St., East Syracuse

Build relationships at this meet and greet with the Upstate Minority Economic Alliance's (UMEA) partners and stakeholders. Come dressed '80s or '90s style as you enjoy the DJ's musical selections from that era.

Spanish and Southern food will be served. Raffles will be given during the 1:1 Business Exchange where members donate one product or one hour of service, and both donor and recipient share their elevator pitch.

Cost: \$15 for members; \$20 for non-members. Register by July 5 with Eileen Collins at 315-760-9377.



Drones Over Downtown, August 6

5 to 8 p.m.

The Tech Garden, 235 Harrison St., Syracuse

Learn about drone technology and the growing UAS ecosystem in Central New York and the Mohawk Valley. The event includes drone demos, a large net for learning to fly drones, UAS vendors, 3D drone simulations, free t-shirts and giveaways. There will be live music and food trucks as part of the Marriott Syracuse Downtown's "Rock the Block" concert series. Attendees can also enter a chance to win two roundtrip tickets from Delta Air Lines.

Cost: Free. Register required at www.centerstateceo.com/events.



Travel Presentation on Spain & Morocco, August 27

5:30 to 6:30 p.m.

AAA Camillus, 5103 W. Genesee St., Camillus

Join CenterState CEO as it travels to Spain & Morocco, March 14 to 26, 2020. See page 13 for details. Price per person if booked by September 16 is \$4,399 double; \$5,249 single; \$4,369 triple and includes 18 meals, roundtrip air from Syracuse Hancock International Airport, taxes, fees/surcharges and hotel transfers.

Presentation cost: Free. To attend, RSVP Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.

7 Habits of 7 Highly Successful People, September 10

3 to 6 p.m.

Location: TBA

Hear from seven of the region's most influential executives and community leaders. First, each speaker will share seven lessons they have learned and used throughout their careers. You'll take away 49 principle-centered approaches to be more effective and impactful in your personal and professional life. After the presentations, attendees can network with speakers and other guests.

Cost: \$25 for members; \$35 for non-members.



Disney's Approach to Employee Engagement, September 24

8:30 a.m. to 5 p.m.

Marriott Syracuse Downtown, 100 E. Onondaga St., Syracuse

Explore ways to shape organizational culture based on desired employee behaviors, and select people who are a right-fit.

Disney Institute training uses Disney's business insights and time-tested examples from its parks and resorts worldwide to inspire individuals and organizations to enhance their own customer experience. The course is beneficial to professionals, and specifically those with direct reports, looking to improve how they select, train and engage employees.

Cost: \$329 for members; \$349 for non-members. Contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com for more information.



Speed Networking, October 10

8 to 10 a.m.

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." Refreshments provided by Salt City Coffee!

Cost: \$15 for members; \$25 for non-members. Space is limited; please pre-register.



Save The Date

CELEBRATING 10 YEARS
**BUY LOCAL
BASH**

November 25
F Shed,
CNY Regional Market

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GOFCC Events

Summer Celebration, August 20

4 to 7 p.m.

Bayshore Grove, 108 Bayshore Drive, Oswego

Presented by Novelis, there will be delicious food and beverage, live music, networking and fun! More details to come. Must be 21 or older to attend.



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Criteria:



- Added employees
- Capital expenditures
- Opened a new business
- Expansion of space or relocation due to growth
- State or national recognition
- Celebrated a significant anniversary or milestone

Nominate online at www.centerstateceo.com/Economic-Champions

Submissions must be received by Friday, October 4, 2019.

For more information contact to Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com
Sponsorships are available by contacting Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com

SAVE THE DATE!

The Economic Champions Luncheon will be held on
Tuesday, October 29, 2019 at the Convention Center at Oncenter in downtown Syracuse.
To register for the luncheon, visit www.centerstateceo.com/events



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cultivate a space for innovation.

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CEO ESSENTIALS



WELCOMES DISNEY INSTITUTE TO

Marriott Syracuse Downtown, Syracuse, NY

September 24, 2019

9AM - 5PM



DISNEY'S APPROACH TO
EMPLOYEE ENGAGEMENT

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Space is Limited

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Marketing Participants:

