

CENTRAL NEW YORK AND MOHAWK VALLEY TO HOST 2016 UTM CONVENTION



New Global Investment Strategy Targets Foreign Investment



GENIUS NY Now Accepting Applications



Nominate Your Company to be an Economic Champion



CenterState CEO Events

Onondaga County, Oneida County, CenterState CEO and the Association for Unmanned Vehicle Systems International (AUVSI), in partnership with Empire State Development, the Air Traffic Control Association (ATCA) and Syracuse University recently announced the 2016 UTM Convention will take place in Central New York and the Mohawk Valley this fall. UTM stands for Unmanned Aircraft System (UAS) Traffic Management (UTM), a comprehensive research effort, led by NASA, to safely integrate low-altitude unmanned aircraft (such as drones) into the national airspace.

Leveraging the success of last year's inaugural event hosted by NASA at the Ames Research Center in Mountain View, California, **the 2016 UTM**

Convention will be held November, 8-10 in sites across Syracuse and at the Griffiss International Airport in Rome. The convention is expected to attract attendees from the systems integration, unmanned aerial vehicle and unmanned traffic management industries from across the globe.

"The unmanned systems industry represents a \$140 billion marketplace and this region is positioned to play a leading role in its global development," said Robert Simpson, president of CenterState CEO. "We have private sector expertise, our FAA-designated test site and significant investments planned through the CNY Rising plan to further develop this sector. **Hosting this convention signals that the industry recognizes our leadership position and is engaged in advancing the region as a hub of this technology.**"

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CenterState CEO President Rob Simpson announces the 2016 UTM Convention will take place in Central New York and Mohawk Valley this fall. Joining Simpson are County Executive Joanie Mahoney, Lieutenant Governor Kathy Hochul and Paul Tremont, president, SRC, Inc.

CENTERSTATE CEO CLAMBAKE, AUGUST 4

Entertainment sponsored by Simplified Entertainment

Hinerwadel's Grove
5300 W. Taft Road, North Syracuse
4 to 8 p.m.

See page 18 for details.



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GOVERNMENT RELATIONS

Navy Admiral Discusses Workforce Opportunities



Local women business leaders met with U.S. Navy Rear Admiral Rebecca J. McCormick-Boyle at a Navy Week luncheon hosted by CenterState CEO. A native of Griffins Mills, New York, and graduate of the SUNY Buffalo School of Nursing, McCormick-Boyle is director of the Navy Nurse Corps (encompassing 4,500 active duty nurses, reservists and civilians), deputy chief for the Bureau of Medicine and Surgery and is commander of Navy Medicine Education

and Training Command.

She spoke about her career, experiences and of her current responsibilities. Much of the discussion centered on workforce recruitment, education, training and challenges. Predicting future skills and resource needs is critical to ensuring the Navy “trains for what is needed,” McCormick-Boyle said.

Participating firms discussed the value of doing business with the U.S. military and talked about the value of hiring individuals with military experience. Laura Miller, of DARCO Manufacturing, shared her positive experience with a former military employee, which led to discussion of how to find and recruit more individuals with military experience, including local reserve units. Based on a similar experience, Nicole Samolis, of The Events Company and Sky Armory, expressed interest in hiring local reservists who are seeking employment, especially part-time. Betty Feng, president of Progressive Expert Consulting, explained the nature of their distance language training for about-to-be-deployed special ops soldiers. Gail Cowley shared some background on a recent communications project with the U.S. Navy.

The event provided a targeted networking opportunity for female business executives and better understanding of U.S. Naval operations.

Walk the Red Carpet and Meet the Candidates, September 27

CenterState CEO members are invited to “Walk the Red Carpet” at the 2016 Syracuse Tomorrow “Meet the Candidates” reception at the Landmark Theatre, 4:30 to 6:30 p.m. on Tuesday, September 27. Guests will enjoy catering by Dinosaur-Bar-B-Que.

Special invited guests include candidates for the New York State Assembly and Senate, U.S. House and U.S. Senate for New York.

The reception provides a unique opportunity for business leaders to meet and speak with candidates for this year’s important races as well as incumbent federal, state and local elected, policy leaders and staff, who are also invited to attend.

Reservations are \$25 per person for CenterState CEO members; \$40 for non-members. Nonprofit members may attend for free. Political contributions to Syracuse Tomorrow are not tax deductible. To make a reservation, go to www.centerstateceo.com/events.

Syracuse Tomorrow is the nonpartisan, regional state and local political action committee of CenterState CEO. Syracuse Tomorrow advocates for issues and legislation of critical importance to members and the economic future of the region, as well as supporting representatives who advance economic development and the needs of the business community.



U.S. Navy Rear Admiral Rebecca J. McCormick-Boyle discusses her career and workforce recruitment with CenterState CEO member women business leaders during a Navy Week luncheon.

Sponsorships Available

Contact Kathy Hallahan at 315-470-1948 or khallahan@centerstateceo.com for details.

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The list of industry and public officials expected to participate include representatives from the Federal Aviation Administration, NASA and other federal agencies, as well as industry and academic organizations. The program will feature a number of workshops on developing beyond visual line of site (BVLOS) operations in New York, as well as flight demonstrations in Syracuse and Griffiss International Airport. The convention will also feature keynote briefings from NASA on technical capability level demonstration 2, in which industry collaborators will participate this October.

The convention builds on the momentum of the state's recent commitment to developing the unmanned system industry in New York through investments outlined in the CNY Rising strategic regional growth plan. This includes programs that will develop a regional integrated unmanned traffic management system, construct state-of-the-art unmanned testing facilities, contribute to the development of global standards for UAS development and integration, create a landing pad for companies growing in the region and become a resource for unmanned systems public policy research.

"AUVSI is pleased to partner on the 2016 UTM Convention through its Empire State chapter," said Brian Wynne, president and CEO of the AUVSI. "Last year's event was a critical step toward developing

UTM in the United States and we expect the 2016 convention in Upstate New York to build on that momentum."

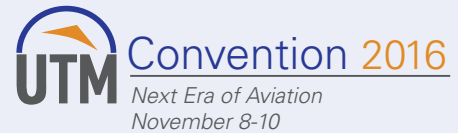
"The UTM Convention brings the science of UAS traffic management to the forefront," said Peter F. Dumont, ATCA president and CEO. "ATCA members have been actively engaged in developing UAS technology and implementation strategies for several years now and the UTM Convention will provide a venue to bring stakeholders together to continue this important work. We are planning thought-provoking programming and coordinating on-site demonstrations to further facilitate collaboration and innovation across sectors."

"UAS is the next great evolution of aviation in the United States and this region has leading capabilities and expertise to advance the technologies and systems that are driving this sector," said Lawrence H. Brinker, executive director and general counsel of the NUAIR Alliance. "Through this event we will not only showcase the test site and regional partners in the unmanned systems industry, but we will also develop new connections with companies that are looking to grow in this sector and have an opportunity to expose them to our regional assets."

Sign up to receive additional information about the 2016 UTM Convention at www.UTM2016.com

Five reasons why the UTM Convention will be held in Central New York and the Mohawk Valley:

- The NUAIR test site at Griffiss International Airport is one of only six test sites in the nation.
- The State of New York has made a major commitment to growing the unmanned systems industry, particularly unmanned air systems, in Upstate New York.
- Regional employers, such as SRC, Lockheed Martin and Saab Sensis, are world leaders in the sense and avoid radar systems industry—a key technological capability for deploying unmanned systems into the national airspace.
- Educational institutions, such as Syracuse University and Mohawk Valley Community College, are building curriculum and research programs around this industry.
- GENIUS NY, the largest business competition focused on unmanned systems in the world, is headquartered at The Tech Garden in Syracuse.



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NEW GLOBAL INVESTMENT STRATEGY TARGETS FOREIGN INVESTMENT

CenterState CEO and regional partners have released the CenterState New York Global Investment Initiative, a comprehensive plan that outlines why local business, civic and government leaders should leverage exports and foreign direct investment (FDI) to increase global competitiveness. The strategy is an integral stage of CenterState New York's ongoing participation in the Global Cities Initiative (GCI), a joint project of the Brookings Institution and JPMorgan Chase.

The plan integrates and builds on lessons learned from the region's previous GCI endeavors, including a market assessment and the development of the CenterState New York Export Plan.

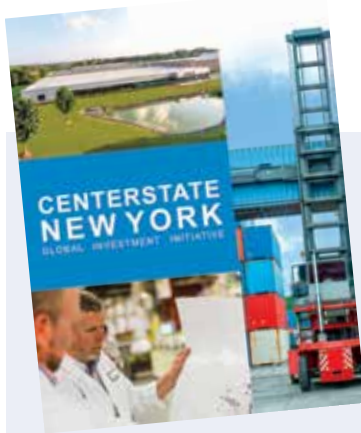
With more than 85 percent of global growth through 2019 projected to occur outside the United States, global engagement is a necessity if cities want to catalyze their economies and their workforce. Global companies – those that export and receive FDI – pay higher average wages, contribute more to regional R&D efforts and increase productivity of domestic markets through the infusion of new technologies and practices.

"Now more than ever, it is critical that we understand the global forces that impact us economically," said Robert Simpson, president of CenterState CEO. "These findings and strategies provide guidance on how our region can capture a greater share of FDI opportunities, and are part of our ongoing efforts to engage the community and public policy leaders on how we can increase our competitiveness in the global marketplace."



Dave Mankiewicz, CenterState CEO senior vice president of research, policy and planning, highlights CenterState CEO members who are benefiting from FDI.

Based on a market assessment, data collection and analysis, and interviews with about two dozen foreign-owned firms in the region, several strategies emerged as opportunities to strengthen the region's competitiveness in global markets, attract new investments, expand the FDI pipeline and accelerate the growth of businesses while increasing prosperity for residents.

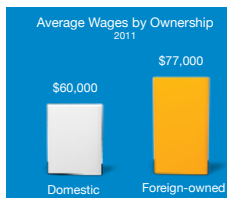


CenterState New York Global Investment Initiative Strategies:

1. Focus on industries of the future
2. Leverage connections
3. Engage rationally
4. Leverage mergers and acquisitions
5. Welcome and support foreign-owned businesses

View the full report at <http://tinyurl.com/zgm27w2>

High-Wage Jobs



Source: Brookings Bureau of Economic Analysis
Nationally, FOBs pay, on average, \$17,000 more per year than the average domestically owned company.³

Supports Exports

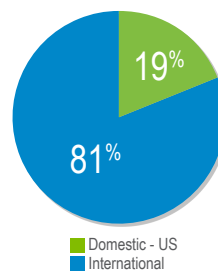


Source: Brookings Bureau of Economic Analysis
FOBs in manufacturing have only two percent of the U.S. manufacturing employment, but they represent 20 percent of U.S. goods exports.⁴

Sustainable

Exporters are **10%** More likely to survive over a 7-year period than non-exporters.⁵

Share of Global Economic Growth (2015-2020)



Foreign Direct Investment Flows to the United States (2013)

\$236 BILLION ↑

CNYIBA TOURS PORT OF NEW YORK & NEW JERSEY

With the widening of the Panama Canal that officially opened recently, the timing was perfect for 40 Central New York International Business Alliance (CNYIBA) members and non-members to tour the Maher Container Terminal at the Port of New York and New Jersey last month.

Participants with interests in exporting and international trade saw how the busy and highly efficient terminal operates. The tour allowed them to get up close to its trucks, cranes, straddle carriers, vessels and security systems.

Attendees also heard a presentation by port authority management in the Maher Terminal boardroom, overlooking its 454 acre terminal, where 2 million Twenty-Foot Equivalent Units (TEUs) a year move through the terminal. The Maher Terminal makes up about one-third of all 6 million TEUs annual traffic through the entire Port of New York and New Jersey.

Thanks to Mohawk Global Logistics for sponsoring this event. Learn how CNYIBA services and programs help regional exporters at www.cnyiba.net.



CNYIBA tour attendees learn how thousands of ocean shipping containers are loaded and unloaded daily, how they are inspected and how to cooperate with U.S. Customs and Border Protection.



Overlooking the Maher Terminal at the Port of New York and New Jersey, one of the busiest ports in the world.



CEO/COE PARTNERSHIP: GREEN DEVELOPMENT

International Experts on Indoor Environmental Quality, Advanced Buildings Convene in Syracuse in Sept.

The Syracuse Center of Excellence will host two international conferences in early September. The 13th International Forum and Workshop on Combined Heat, Air, Moisture and Pollutant Simulations (CHAMPS) and the second expert meeting of the International Energy Agency (IEA) Annex 68 Project Indoor Air Quality Design and Control in Low Energy Residential Building will take place in Syracuse September 8 to 10. These events bring international experts to the region and leverage the unique research capabilities of Central New York in improving indoor environmental quality and energy efficiency in buildings.

CHAMPS 2016 will focus on major challenges facing the combined heat, air, moisture and pollutant simulations for the design and operation of sustainable buildings, highlight the most recent progresses and identify opportunities for further collaboration in research, development and applications. Topics will include whole building environmental quality, the effects of climate change on indoor environmental quality and of different climates on building performance and the application of CHAMPS for building systems design. The public is invited to attend this meeting on September 8 at SyracuseCoE headquarters in Syracuse.

Participants in the IEA Annex 68 Expert Meeting will share progress on the project and discuss next steps. The meeting will include general sessions and separate working group sessions for all subtasks, including pollutant loads in residential buildings, modeling, strategies for design and control of buildings and field measurements and case studies. More information about the Annex 68 project can be found at www.iea-ebc-annex68.org.



SyracuseCoE will host experts from around the globe at two conferences in September.

Have you visited the Downtown Farmers Market yet?

The Downtown Farmers Market continues every Tuesday, rain or shine, in Clinton Square through October 11. The market offers access to fresh, locally grown fruits, vegetables, plants, flowers, baked goods, wine and more – all while encouraging a sense of community. 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.



Three things market-goers can look forward to each week:

Programs and Partnerships to Promote Wellness and Healthy Living: The Food Bank of Central New York offers cooking demonstrations, showing visitors how they can prepare their fresh market purchases. Cornell Cooperative Extension serves tasty samples of healthy recipes. The Onondaga County Public Library distributes weekly recipe cards calling for fresh produce and ingredients.

Mobile Library Cart and Activities for Kids: New this season, the Onondaga County Public Library has its own booth, set up near the flagpoles. Library staff host fun, arts and crafts related activities for children and their families, and they have their mobile book cart on site, encouraging market-goers to check out books.

Free Drawings: Farmers and produce dealers continue to donate fresh produce, unique products and gift baskets each week. Market visitors can look forward to putting their names in for a free drawing to win the item of the week.

Musical Performances: During select weeks, market visitors will be treated to musical performances from local and regional groups noon to 1:30 p.m. Subscribe to the Downtown Committee's weekly Farmers Market Newsletter at mail@downtownsyracuse.com. It is distributed electronically every Monday during the season and includes a list of in-season produce and market news.

AmeriCU Syracuse Arts & Crafts Festival, July 29 – 31

More than 160 of the country's most talented artists, craftspeople and entertainers will set up in and around Columbus Circle for the 46th Annual AmeriCU Syracuse Arts & Crafts Festival in July. The three-day festival, scheduled for July 29 to 31, is a signature Downtown Committee event. The largest and most prestigious show of its kind in Central New York, the Arts & Crafts Festival is recognized as one of the premier festivals in the northeast.

The family friendly festival draws 50,000 visitors each year. Visitors will 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 showcases a variety of professional performers including costumed ethnic dance groups and street entertainers. And of course, there are unique treats and food for all!

The Arts & Crafts Festival 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. Visit the Downtown Committee's website for festival and activity updates throughout the summer.



The Downtown Farmers Market is open every Tuesday in Clinton Square now through October 11.



The Downtown Committee screens hundreds of applications from artists and craftspeople throughout the United States and Canada to select 165 artists to showcase their works at the annual Syracuse Arts & Crafts Festival.

Meetings Mean Business: Visit Syracuse “Gets” It

By Jeff Heilman, senior contributor, Meetings Today

The world of meetings appears to be heading toward a significant shift, as industry leaders explore and promote creative new ways for people to convene, socialize and do business. Led by the D.C.-based U.S. Travel Association, Meetings Means Business (www.meetingsmeanbusiness.com) is a growing global coalition of major travel, hospitality and corporate players committed to championing the business power of personal, face-to-face interaction. Global conference leader IACC (www.iacconline.org) is leading an exciting new research-backed initiative called “IACC Meeting Room of the Future,” which focuses on re-imagining and reshaping meeting dynamics for “exceptional” outcomes.

These exciting examples point to more flexible and versatile interpretations of how and where we meet. Already gaining momentum is wider adoption of more non-traditional venues for meetings and events, along with formats and programs geared toward “experience creation” and “participation.”

I began writing about the Syracuse meetings market a decade ago. From the outset, I saw that Visit Syracuse, mirroring the industrious, ambitious, entrepreneurially minded culture of the city itself, understood the power of meetings. Another early impression, unchanged to this day, is that CVB leaders were more open-minded than other destinations to creative possibilities. Last year’s introduction of the new “Do Your Thing” image campaign only confirmed and strengthened this impression.

I have long memories of meeting environments and formats that stifle creativity and productivity while promoting disinterest and even distemper. While “Do Your Thing” should not mean complete abandonment of traditional structures, the freer collar that it implies can only encourage people to think, act and contribute in more expansive and productive ways. Syracuse “gets” this and puts the city right on trend in the evolving meetings industry, and positioned to lead the way.



Jeff Heilman, senior contributor, Meetings Today

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.

CEO TALKS: BRANDING THE DESTINATION – SYRACUSE. DO YOUR THING.



Join Visit Syracuse September 21 as it hosts CEO Talks: Branding the Destination – Syracuse. Do Your Thing.

Creating a brand that’s both true to our community’s culture AND believable for the visitor began by peeling back the onion, and that’s exactly what Visit Syracuse did. Intercept interviews with stakeholders, residents and consumer visitors ultimately resulted in a brand position emphasizing that our visitors come here to experience what our residents enjoy every day – and that is our strength – authentic character, cultural gems and unmatched outdoor spaces. A place to connect and reconnect with what matters to each individual. Join the discussion about how individuals and organizations can shape and change the perception of Syracuse and its viability as a vibrant and inviting destination. Presented by UGI Energy Services.

The cost is free to CenterState CEO members. Space is limited to 20 attendees. See Page 18 for details or register at www.centerstateceo.com.events.



GENIUS NY Now Accepting Applications!

The application period for the Growing Entrepreneurs & Innovators in UpState New York (GENIUS NY) business competition is now open through September 16, 2016. The program will invest more than \$4 million in prizes and investments in participating companies, making it one of the largest business competitions in the world. GENIUS NY is funded with the support of Empire State Development.

Building on regional industry strengths and emerging opportunities, the business competition will target companies in the unmanned aerial, ground, and marine systems and cross-connected platforms sectors. Subsets may include precision and remote sensing, data collection, guidance systems, communication systems, sensors and data analytics among other technological categories.

[Learn more or apply at www.geniusny.com.](http://www.geniusny.com)



Rick Clonan, VP of innovation at CenterState CEO, explains how cash investments and intense incubation programming will create a successful acceleration experience for six high quality companies in the GENIUS NY business competition. Seated are CenterState CEO President Rob Simpson and Howard Zemsky, president, CEO & commissioner of Empire State Development.

Clean Tech Center Businesses Highlighted in NY's Energy Vision

Reforming the Energy Vision (REV) is Governor Andrew Cuomo's comprehensive energy strategy for New York to help consumers make more informed energy choices, enable the development of new energy products and services, protect the environment and create new jobs and economic opportunity throughout New York state. REV recently highlighted three local companies in its promotional video, which is available at <http://tinyurl.com/jk36sxn>.



Kohilo Wind designs, manufactures and sells vertical axis wind turbines from a 60,000-square-foot facility in Auburn. Derek Grassman, a mechanical engineer by training and nature enthusiast saw flaws in traditional wind turbines and developed a proprietary design to invigorate the market with an alternative. Kohilo Wind is a regional manufacturer with an international market. <http://kohilowind.com>



Ephesus Lighting is a local business with a growing global reach. Ephesus, initially located at The Tech Garden, developed an ultra-high-performance LED technology breakthrough and a patented lens design. Ephesus provides LED solutions to sports and entertainment arenas. Amy and Joe Casper, the technology founder, are leading a growing company headquartered in Syracuse and recently announced another expansion due to growth.

<http://ephesuslighting.com>



Avatar Sustainable Technologies, led by Bhavin Bhayani, uses proprietary chemistry to extract sugars from woody biomass that are used as platforms for alcohol-based fuels and bioplastics. This work focused on transforming waste fibrous sources into green energy and products is a perfect fit for NY energy revision initiatives.

The Clean Tech Center is the NYSERDA funded Clean and Green Technology Incubator managed by CenterState CEO. For more information about REV, visit www.ny.gov/programs/reforming-energy-vision-rev.



SYRACUSEFIRST UPDATE

www.syracusefirst.org

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Be Part of Tech Meets Taste, July 14

Vendors and attendees are counting the days before Tech Meets Taste presented by AmeriCU on The Tech Garden patio 5 to 7 p.m., July 14. SyracuseFirst and CenterState CEO members, independent local business owners, Tech Garden residents and attendees will network the night away while enjoying local food and beverages, as well as music provided by KMase Productions, all while getting a closer look at regional startup companies. The cost is \$10 and includes one beverage. Contact Shannon Fults at sfults@centerstateceo.com for details or visit www.centerstateceo.com/events.



CenterState CEO members can sample food and beverages from local businesses at Tech Meets Taste, July 14, at The Tech Garden.

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NEW INVESTOR FOCUS

At Dermody, Burke & Brown, we understand the importance of focusing on business and community today for a vibrant economy tomorrow. We have been invested in this community for 60 years and 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.

Arcadis

www.arcadis.com


Lowell McBurney, Region Director

One Lincoln Center, 110 W. Fayette St., Syracuse, NY 13202

315-671-9100

Arcadis is the leading global design and consultancy firm for natural and built assets. Applying our deep market sector insights and collective design, consultancy, engineering, project and management services, we work in partnership with our clients to deliver exceptional and sustainable outcomes throughout the lifecycle of their natural and built assets. We are 27,000 people active in over 70 countries that generate more than \$3.8 billion in revenues. We support UN-Habitat with knowledge and expertise to improve the quality of life in rapidly growing cities around the world. Locally, Arcadis employs over 700 people across the state of New York in seven offices. Syracuse is the company's largest New York office with over 250 employees based downtown.

Delta Air Lines, LLC

www.delta.com


Henry Kuykendall, Vice President – New York

125 West 55th St., 2nd Floor, New York, NY 10019

212-258-0266

Delta Air Lines is New York's largest carrier with more than 500 peak-day departures to more than 130 destinations worldwide from its hubs at LaGuardia Airport and John F. Kennedy International Airport – including more destinations from New York state than any other airline. Delta's three metropolitan-area airports carried more than 27 million domestic and international passengers in 2015, up from 24 million passengers in 2014. Delta and its more than 10,000 New York-based employees are part of the fabric of the New York community, acting as the official airline of the Yankees, Mets, Knicks, Rangers, Madison Square Garden, Chelsea Piers, Food Bank for New York City, and amfAR, among others.

Greater Syracuse Hospitality & Tourism Association

www.gshta.com


Tiffany Gallagher, President

Crown Plaza Syracuse, 701 E. Genesee St., Syracuse, NY 13210

315-479-7000

The Greater Syracuse Hospitality & Tourism Association was established more than 50 years ago to promote and protect the mutual interest and welfare of all hotel and motel operators of the Central New York area. The association is actively involved with Visit Syracuse and CenterState CEO to promote conventions and tourism. GSH&TA is also involved with local and state legislators and keep members informed on legislative laws that will have an effect on the industry as a whole.



Nucor Steel Auburn, Inc.

www.nucor.com


Drew Wilcox, General Manager

25 Quarry Road, Auburn, NY 13021

315-253-4561

Nucor Steel Auburn, Inc. and our approximately 300 teammates are proud New York state manufacturers. By recycling over 1 billion pounds of scrap steel every year, our mill has been making steel bar products with 100 percent recycled content since 1974. Our steel is used in building projects, as well as highway and bridge construction. Nucor is one of 24 scrap-based steel mills operated by Nucor Corporation, the largest steel producer in the United States. Nucor is also North America's largest recycler. In 2015, Nucor recycled nearly 17 million tons of scrap steel.



Open Atelier Architects

www.openatelier.com


Anthony Catsimatides, AIA, Principal

451 S. Warren St., Syracuse, NY 13202

315-200-1560

Our expertise at Open Atelier Architects includes commercial (office, manufacturing, warehousing) mixed-use, retail, educational and custom residential projects. As a full service architecture firm, our open process encourages client participation and our expert staff is dedicated to the use of advanced technologies for creative and innovative techniques to achieve efficient, value-added designs. We assist in site analysis, planning, design, zoning reviews, programming, assessments and sustainable/green design. We work closely with property owners and developers, facilities managers and the real estate community to determine the best and highest use of each property and built asset.





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- John J. Murphy, III
Chairman of Murphy and Nolan, Inc.

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Serving the Community for 60 Years



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dbllc.com

NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, chaired by Colette Powers, UBS Financial Services, Inc., The Austin & Alesandro Group. Stephanie Powers, Jefferson Clinton Hotel, is vice chair.

Bojaga Studios

As a developer of apps for Apple and Android devices, Bojaga Studios works with clients who are taking an app idea from concept to application. Companies looking to expand through the ease and mobility of an app will find Bojaga Studios perfectly suited for them. Andrew Hockenber
The Tech Garden
235 Harrison St.
Syracuse, NY 13202 315-289-6716
www.bojagastudios.com

Brainview Technology

Brainview develops biotechnology sensors and software to measure brain activity in naturalistic, real-life settings and situations. The monitored brain activity and collected data are input into machine learning algorithms to make real-time predictions of the individual's cognitive and emotional states. Leanne Hirschfield
The Tech Garden
235 Harrison St.
Syracuse, NY 13202 315-351-9623

Central Association for the Blind and Visually Impaired



In 1929, a group of concerned and dedicated citizens in Utica recognized a need in the community and rose to a noble challenge: to help people who were blind and visually impaired. Aspiring to a greater good, they founded the Central Association for the Blind and Visually Impaired (CABVI). Their mission then was to assist people who are blind or visually impaired to achieve their highest levels of independence. It remains so today. CABVI continues to operate as a nonprofit agency that serves people who are blind or visually impaired, from newborns to the elderly, generally free of charge. CABVI offers comprehensive vision rehabilitation, employment and technology services personally tailored to meet an individual's needs. Pam DelMedico
507 Kent St.
Utica, NY 13501 315-797-2233
www.cabvi.org

CABVI Syracuse Industries

Pam DelMedico
100 Commerce Blvd.
Liverpool, NY 13088 315-797-2233
www.cabvi.org

The Chazen Companies



An employee-owned firm, Chazen was founded in 1947 and provides engineering, land surveying, planning, environmental and safety services and landscape architecture services throughout the Northeast. From project concept to completion, Chazen represents many municipalities, state agencies, developers, landowners, utilities, institutions, industries and nonprofits from its offices in the Hudson Valley, Capital District, North Country and Central New York. Eric Haslam
P.O. Box 98
Syracuse, NY 13214 888-539-9073
www.chazencompanies.com

Intelligent Designs

Intelligent Designs has been serving Syracuse and Central New York for more than 19 years. Microsoft partner/cloud service partner, Apple developer and one of the few Apple consultants network members for more than 120 miles. Intelligent Designs offers domain registration, hosting, SSL cert and web design services, Microsoft Office 365, cloud services, network monitoring, antivirus, VoIP phone service, network consulting and hardware/software sales and licensing. Intelligent Designs can be your IT department (hourly, block time and service contracts available) Established in 1996. BBB A+ Rated. Randy Panebianco
6443 Ridings Road, Suite 105
Syracuse, NY 13206 315-424-0707
www.idez.com

Snow Dragon Corp.

Snow Dragon Corp. is a Start-Up NY biotech company with SUNY Oswego as its Start-UP NY academic and research partner. Snow Dragon's main focus is developing and marketing security and authentication solutions in a variety of applications and markets. Snow Dragon's owner is from Beijing, and is the majority shareholder of a similar company in Beijing. Todd Sullivan
The Tech Garden
235 Harrison St.
Syracuse, NY 13202 315-928-5137

Staples, Inc.



Staples makes it easy with more products and more ways to shop. Staples lets customers shop however and whenever they want, whether it's in store, online or on mobile devices. Staples offers more products than ever, in categories such as technology, facilities and breakroom, furniture, safety and medical, as well as copy and print and Staples® EasyTechsm services. Brien Mitchell
3 Chevy Drive
East Syracuse, NY 13057 315-463-8040
www.staples.com

Syracuse Habitat for Humanity, Inc.

Syracuse Habitat for Humanity is a volunteer run ecumenical Christian organization dedicated to building houses in partnership with God's people in need. Suzanne Williams
308 Otisco St.
Syracuse, NY 13204 315-422-2230
www.syracusehabitat.org

Towne Center Retirement Resort

Towne Center Retirement Resort will be a luxurious, all-inclusive resort-style community that is developed exclusively for adults 55 and older. The retirement resort will offer the comforts and conveniences of modern-day living without the hassle of upkeep; with month to month rentals and no buy-in fees! Scott Beech
3900 Medical Center Drive
Fayetteville, NY 13066 315-350-1087
www.townecentre-retirement.com

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SEAN KIRST SPEAKS ON CENTRAL NEW YORK'S STORY

Longtime Central New York journalist, writer and storyteller Sean Kirst captivated members during CEO Presents, a CenterState CEO biannual speaker series. Kirst provided a high energy, inspiring talk on how storytelling plays a role in shaping our community, our business and our lives.



CEO Presents featured speaker Sean Kirst told attendees, "Our story is a great one and it's only getting better."

"I'm not from Syracuse and have been here a short time. This was fantastic and getting to know the area better. I moved here for personal reasons and I want to be engaged in my local area this being said - AWESOME."

Matthew Pruitt, Securitronics Company, Inc.

"Best halftime coach's speech from Sean Kirst! Ready to go knock it out of the park for #Syracuse! Thank you, Sean, for the zeal of your #Storytelling on 'The Soul of Central New York.'" @jrshaferjr

"The extraordinary can come out of the everyday; we can't see our opportunities as detriments," said Kirst. "We have to celebrate our civic story. What a beautiful, extraordinary place."

CEO Presents Breakfast Stories

8-9:30 am | Holiday Inn Liverpool
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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.



Onondaga-Cortland-Madison BOCES celebrates the grand opening of its new main campus at 110 Elwood Davis Road in Liverpool.



ABC Creative, 430 E. Genesee St. in Syracuse, celebrates its 30th anniversary.



Annese & Associates, Inc. held an open house to celebrate its new office located at 5000 Campuswood Drive in East Syracuse.



The Business Journal News Network celebrates its 30th anniversary at the publication's offices, 269 W. Jefferson St. in downtown Syracuse.



Pinnacle Employee Services celebrates its first anniversary. Pinnacle is located at 507 Plum St. in Franklin Square.



A celebration was held at Bonefish Grill prior to the groundbreaking for **Towne Center Retirement Resort** on Medical Center Drive in Fayetteville.

MEMBER ESSENTIALS



Sherrill Manufacturing Inc., the country's only flatware maker, delivered 21,840 knives, forks, spoons and other eating utensils to the **Marriott Syracuse Downtown (Hotel Syracuse)**.



Syracuse University announces the Carrier Dome roof will be replaced with a steel structural framework.

Bousquet Holstein announces formation of a new practice group focusing on the use of drones.

Aspen Dental announces it will create 400 jobs when it moves its headquarters to downtown Syracuse by 2020.

Developer Norm Swanson, of **Woodbine Group**, lands tax breaks for new brewery and biergarten restaurant in Syracuse.

JF Real Estate continues extensive renovation of the historic Syracuse Savings Bank Building, creating luxury apartments.

Upstate University Hospital expands transplant program to save the lives of severe diabetic complications.

Crowne Plaza Hotel is purchased for \$15.2 million by Florida real estate and hospitality company.

Erie Canal Museum receives \$2,500 grant for educational programs.

Novelis announces plans to create 250 new jobs at its newly expanded plant in Scriba.

John Watt to succeed Martin Dietrich as CEO of **NBT Bancorp**.



HealthWay and PURE Global were featured in a two-page spread in Forbes Mexico.

Small Business Administration makes 504 Refinance Program permanent.

Ephesus Lighting doubles size of downtown headquarters to accommodate expanding workforce.

Budweiser's "America" beer rolls off the production line of **Anheuser-Busch InBev** brewery in Baldwinsville.



Marquardt Switches receives General Motors award for quality excellence.

Housing Visions announces three new affordable housing projects in Upstate New York.

New York Gov. Andrew Cuomo announces 242 new jobs at **Terakeet** and **TCG Player**.

Empire Farmstead Brewery in Cazenovia, a spinoff of **Empire Brewing Company**, produces first beer.



Onondaga Community College will renovate former downtown business for food business management facility.

Berkshire Bank and Berkshire Bank Foundation honored with eight Financial Marketing Awards.

Mohawk Valley Community College creates advanced institute for manufacturing.

Apizza Regionale, created by the John Stage, founder of Dinosaur Bar-B-Que, plans to expand to Brooklyn. In addition, Stage will open Flip Bird, a rotisserie and fried chicken joint, at the same location.

Lockheed Martin lands \$425 million contract for U.S. Navy's heavyweight torpedoes.



Share Member News with Us!

Do you know of a CenterState CEO member company that has celebrated a recent achievement, experienced growth, added jobs or won a prestigious award? Submit your member news at www.centerstateceo.com/add-member-news or share your stories with us at membernews@centerstateceo.com!



Complete your degree at SUNY Oswego in Downtown Syracuse.



oswego.edu/syracuse

CENTERSTATE CEO ECONOMIC CHAMPION

N.K. BHANDARI, Architecture & Engineering, P.C.

For 36 years, N.K. BHANDARI, Architecture & Engineering, P.C. (NKB) has provided architectural, structural, civil and interior design services to federal, state, health, corporate, industrial and education clientele from its Syracuse office. NKB has developed specialized services including energy modeling, building performance assessments, and aerial infrared and visual imagery; providing added design value for clientele.

N.K. BHANDARI was recently awarded a five-year term contract to provide architecture and engineering design services to the federal government's General Services Administration Special Programs Division (GSA SPD) throughout the northeastern United States. Projects for the GSA SPD involve complex design challenges that need to be delivered with an expedited schedule for federal buildings, federal courthouses, land ports of entry, border crossings and other federal assets throughout eastern and central states.

More than 90 percent of N.K. BHANDARI's GSA SPD design team is located in Central New York, with the potential to support almost 100 full-time design team personnel. The contract has the capacity to generate \$100 million in construction projects per year throughout the northeastern United States. The N.K. BHANDARI team for the GSA SPD contract includes seven subconsultant firms from Central New York (C&S Engineers; Holmes-King-Kallquist; CNY Elevator Engineering; Dwyer Architectural; Environmental Design & Research; Thew Associates), and three firms located outside Central New York (Faithful+Gould; Shen-Milsom-Wilke; Karagozian & Case).



NKB provided A/E services for the historically significant Border Patrol Station in Ogdensburg, New York, located on the St. Lawrence River. The project scope included the upgrade and renovation of the oldest building on the National Historic Register to accommodate current immigration processing standards and protocol.

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

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.

40 YEARS

SUNY Upstate Medical University

35 YEARS

Irish Millar
Visual Technologies

30 YEARS

Lions Clubs
Reagan Companies

25 YEARS

Evans and Bennett
Omega Inc.
Steelway Realty

20 YEARS

Dig Safely

15 YEARS

CMC Dance Company, Inc.
Constellation Energy Services, Inc.
Franco's Pizzeria
Priority Connections

10 YEARS

Alzheimer's Association, CNY Chapter
Kings Gate

5 YEARS

AT&T
Adagio Beauty Salon
Banach & Toomey
Brang Company Inc.
Driver's Village Fleet & Commercial Division
Franciscan Church of the Assumption
Frankies Piccolo Bistro, Inc.
Gilbane Building Company
MAI LAN Restaurant
Today's Rentals
Tsha'Hon' nonyen'dakhwa Onondaga Nation
Arena
Usherwood Office Technology
Vinomania

Nominate Your Company to be an

ECONOMIC CHAMPION

Criteria:

- Added employees
- Capital expenditures
- Expansion of space or relocation due to growth
- State or national recognition

Submissions must be received by Friday, September 30, 2016

Complete form online at: www.centerstateceo.com/Economic-Champions

For more information, contact: Karen DeJoseph at (315) 470-1997 or kdejoseph@centerstateceo.com

The Economic Champions Luncheon will be held on

Thursday, October 20, 2016 at the Convention Center at Oncenter in downtown Syracuse.

To register for the luncheon, visit www.centerstateceo.com/events



CANADA'S WINTER WONDERLAND NOVEMBER 10 TO 16

Embark on a winter journey to Canada for your next adventure, November 10 to 16, 2016. Highlights include Jasper, choice of a snowshoe trek or ice walk, Icefields Parkway, Lake Louise and Banff. You'll stay at two of the region's most incredible, historic hotels – the Fairmont Château Lake Louise, a Victorian-style lodge, and The Fairmont Banff Springs, or "Castle in the Mountains."

Eight meals are included, including an authentic "First Nations" dinner in Jasper. Warm up by the fire while you sip hot cocoa and roast marshmallows in Banff after your horse-drawn sleigh ride. Per-person rates are \$3,059 (double) and \$3,559 (single). AAA members receive an additional \$50 off per person.

For more information contact Jennie Lombardi at 315-701-2648 or www.centerstateceotravel.com.



The Fairmont Chateau Lake Louise, a Victorian-style lodge in Canada.

PERU: ANCIENT LAND OF MYSTERIES FEBRUARY 11 TO 20

Discover one of South America's treasures on an exciting trip to Peru, February 11 to 20, 2017. Highlights include Lima, San Francisco Monastery, Cuzco, Sacred Valley of the Incas, Pisac Market, Ollantaytambo Ruins, Machu Picchu, a culinary demonstration, Lake Titicaca and Uros Floating Islands. Fourteen meals are included and you will enjoy an authentic Pachamanca dinner in Cuzco. Per-person rates are \$4,649 (double) and \$5,349 (single) if booked by August 11, 2016 (price increases by \$200 after August 11). AAA members receive an additional \$50 off per person. For more information contact Jennie Lombardi at 315-701-2648 or www.centerstateceotravel.com.



Visit some of the world's most ancient ruins on a trip to Peru in early 2017.

Peru Travel Presentation, July 26, 5:30 p.m.

AAA Administration Office, 7485 Henry Clay Blvd., Liverpool (Cross streets are Buckley Road and Vine Street)

RSVP to Jennie Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



LAST CHANCE: Reserve a spot on a cultural exploration to Cuba, September 15 to 23, 2016.

Contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com for details.

EVENTS

CenterState CEO Clambake

August 4, 2016

Hinerwadel's Grove
5300 W. Taft Road, North Syracuse
4 to 8 p.m.

Join CenterState CEO for great food, music and fun!
Cost: \$69/person for CenterState CEO members;
\$79/person for non-members.**

Make it your company picnic!
Group packages available: 5 tickets
for \$325, 10 tickets for \$650,
15 tickets for \$975.

Deadline to register is July 27.

Register at www.centerstateceo.com/events or
contact Lisa Metot at 315-470-1870
or lmotot@centerstateceo.com

**After July 27 and at the door, tickets are \$75
for CenterState CEO members; \$85 for non-members
Cancellations after this date will be billed.

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Register online at www.centerstateceo.com/events

Tech Meets Taste, July 14

5 to 7 p.m.

The Tech Garden patio, 235 Harrison St., Syracuse

This popular annual event brings together SyracuseFirst and CenterState CEO members, independent local business owners and Tech Garden residents for a unique networking experience. Attendees can sample food and beverages from local businesses while enjoying live music and getting a closer look at regional startup companies.

Cost: \$10, includes one beverage. Vendor space and sponsorship opportunities are available. Contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com for more information.



Peru: Ancient Land of Mysteries – Travel Presentation, July 26

5:30 to 6:30 p.m.

AAA, 7485 Henry Clay Blvd., Liverpool

Learn more about how you can discover one of South America's treasures — Peru, February 11 – 20, 2017. The trip includes 14 meals, Peruvian highlights: Lima, Sacred Valley of the Incas, Machu Picchu, Uros Floating Islands and more. Orientation cost: Free. RSVP to Jennine Lombardi with AAA Member Choice Vacations at 315-701-2648 or jlombardi@nyaaa.com.



Minority Business and Economic Empowerment Summit, September 9 and 10

Double Tree by Hilton, 6301 State Route 298, East Syracuse

Center of Hope International, Inc., in association with Upstate Minority Economic Alliance, presents the Minority Business & Economic Empowerment Summit 2016. Speakers include: John Hope Bryant, CEO of Operation Hope; Sonia Booker, wealth coach and CEO of Sonia Booker Enterprises; Justin Tanner, MBDA, U.S. Department of Commerce; and Tameka Montgomery, U.S. Small Business Administration. Sponsored by CenterState CEO.

Cost: \$150. Includes banquet, continental breakfast, lunch, plenary sessions and networking opportunities. Visit <http://cohi-inc.org> to register.



What New Labor Laws Mean for the Restaurant Industry, September 19

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

The Tech Garden, 235 Harrison St., Syracuse

Join CenterState CEO and the New York State Restaurant Association to discuss new wage laws put in place this year and how these new changes affect your restaurant or catering business. Topics include surcharge options for caterers and full service restaurants, cost saving methods to help cope with increasing labor costs and the current political environment restaurant owners can expect in the future. Speakers include: Jay Holland, government affairs coordinator for the New York State Restaurant Association, and Scott Deluca, senior council at Kavinoky Cook.

Cost: \$15 for CenterState CEO members; \$25 for non-members. For more information, contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



CEO Talks: Branding the Destination – Syracuse. Do Your Thing., September 21

CenterState CEO, 115 W. Fayette St., Syracuse

Learn how Visit Syracuse created a brand that's both true to the community's culture AND believable for the visitor. Join the discussion about how individuals and organizations can shape and change the perception of Syracuse and its viability as a vibrant and inviting destination. Presented by UGI Energy Services.

Cost: Free to CenterState CEO members. Space is limited to 20 attendees. For more information, contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.



Save the Dates

16 SEPTEMBER
7 Habits of
7 Highly
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September 16

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Meet the
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September 27

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