

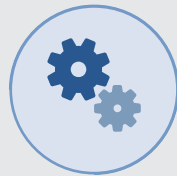
51 FLAVORS: CONSENSUS SEEKS COMMENTS ON PRELIMINARY RECOMMENDATIONS

Consensus, the commission on local government modernization in Onondaga County, is in the midst of an intensive public engagement period as it prepares to publish its final report to the community this spring. At the end of January, the commission released its Options Report and Preliminary Committee Recommendations. In all, the preliminary report includes 51 preliminary recommendations spanning economic development, governance, infrastructure, municipal operations and public safety.

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CEO Supports Made in America Manufacturing Communities Act



INFRASTRUCTURE

Street & Highway Maintenance
Water Infrastructure
Wastewater
Solid Waste Collection



PUBLIC SAFETY

Fire Department
Emergency
Police Departments
Correctional Departments



MUNICIPAL OPERATIONS

Tax Assessment
Financial Administration
Court Administration
Code Enforcement
Clerks
Social Services
Public Health



ECONOMIC DEVELOPMENT

Fiscal relationships among the county's governments
Economic relationships among the county's governments
Land use planning
Policy impacts of local government actions



GOVERNANCE

Overarching structure of local and regional governance
The extent to which the county's key policy issues are adequately aligned with its policy-making capacity

4



New Investor Focus

8



Make Executive Dialogue Work for Your Business

CenterState CEO Annual Meeting

Wednesday, April 6, 2016

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

Nicholas J. Pirro Convention at Oncenter, 800 S. State St., Syracuse

See page 14

In any industry, change and risk are constants. To succeed, it's not enough to keep pace with change. Dynamic businesses must stay a step ahead of the competition, be willing to accept new business models and embrace intentional, forward looking innovations to remain viable and relevant. The same holds true for a community. Join us as we explore the theme of *Disruption*, and how we can chart a path toward a stronger future. Also featuring the prestigious Business of the Year Awards.



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PRESENTING SPONSORS:



CORPORATE SPONSORS:



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CenterState CEO Events: Annual Meeting

GOVERNMENT RELATIONS

CEO Supports Made in America Manufacturing Communities Act



Senator Kirsten Gillibrand recently visited CenterState CEO member Feldmeier Equipment, Inc. to announce her sponsorship of the Made in America Manufacturing Communities Act (MAMCA S.2526). The Act is designed to help manufacturers in Upstate New York and across the nation by optimizing manufacturing investment and jobs in regions with a core concentration in a particular manufacturing sector.

The legislation is also co-sponsored in the House of Representatives by Congressmen John Katko, Richard Hanna, Tom Reed and Tim Ryan. CenterState CEO supports the bill and believes Upstate New York could successfully compete for and benefit from a MAMCA designation. Manufacturers like Feldmeier could potentially take advantage of incentives and grant opportunities made available with the designation. CEO member Empire Brewing Company utilized incentives such as a USDA Value Added Grant that provided resources for the farmstead brewery tanks it recently purchased from Feldmeier. The brewery is expected to create 70 new jobs.

MAMCA would give selected regional manufacturing collaboratives a special designation by the U.S. Department of Commerce and priority treatment for up to \$1.3 billion in grants and technical assistance from 13 federal agencies for a period of at least two years. Each community will demonstrate its strength in an area of manufacturing with strategies to invest in workforce training, advanced research, infrastructure and development, supply chain support, promotion of exports and foreign direct investment.

To learn more, contact Deborah Warner, vice president of public policy and government relations, at dwarner@centerstateceo.com or 315-470-1845.



CenterState CEO member Feldmeier Equipment, Inc. hosts U.S. Senator Kirsten Gillibrand and Congressman John Katko at a news conference to announce sponsorship of the Made In America Manufacturing Communities Act.



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- NUAIR Alliance Expands Unmanned Aircraft System Testing Capability 7
- Make Executive Dialogue Work for Your Business 8
- CEO / CoE Partnership: Green Development . . . 9
- Rediscover Cuba 15

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CONSENSUS PRELIMINARY RECOMMENDATIONS continued from front page

Collectively, these recommendations largely fall into eight categories:

Shared Purchasing and Training Agreements - *Examples include: alignment of training and shared purchasing of equipment and apparatus in public safety and public works departments across the county.*

Shared Maintenance and Planning of Infrastructure and Assets - *Examples include: creation of a core highway services area in some areas of the community to perform common functions such as plowing, paving, repairs and striping.*

Creation of Coordinated Metro Authorities, Agencies, Departments and Service Areas - *Examples include: a council for joint administration and planning in public safety, reducing costs and increasing efficiency and purchasing power.*

Adoption of Digital Record Keeping Systems and Common Software - *Examples include: introduction of updated digital recordkeeping across municipalities and the ability to offer common software to municipalities.*

Increased NYS Assumption of Responsibility for Public Benefit Programs - *While there is much that can be done locally, there are mandates and prohibitions from New York state that must be addressed for local governments to best serve constituents at lower costs.*

Relief from Statutes and Mandates that Drive up Government Cost and Limit Efficiency - *The cost of Medicaid in New York is among the highest in the nation. The state has taken positive steps to reduce its unique burden on counties, but that process is delayed. Completing this transition will benefit local taxpayers without diminishing local services.*

Increased Attention to the Needs and Voices of Our Diverse Communities and Underrepresented Constituencies - *We must be cognizant of our region's diversity when we contemplate changes to delivery of services. No part of the community should lose its voice through government modernization.*

New City-County Structure with Opt-in Provisions for Towns and Villages - *Bringing together the two largest units of local government offer the greatest opportunities for increased efficiency and effectiveness to the greatest number of people. With the ability to opt-in, over time, other municipalities will be able to realize these benefits, as well.*



Plowing is one of the shared maintenance services recommended for consolidation in the Consensus Options Report and Preliminary Committee Recommendations.

The cover of the 'Consensus Options Report and Preliminary Committee Recommendations' document. It features a collage of images representing various community services and infrastructure. The title is prominently displayed in a blue box. Below the collage, the Consensus logo is visible. At the bottom, there is a call to action to read the report and share comments, along with the website URL: www.consensuscomment.com.

While, the potential to create a new city-county government structure has captured the most public attention, commission members point out that it is not the only opportunity to improve local government services and structures. Many of the recommendations are aimed at improving efficiency to help increase economic growth. Other recommendations can drive cost savings. More than \$110 million in duplicate expenses are identified from the commission's research.

The commission continues its conversations with the community on its Options Report. CenterState CEO members are encouraged to invite a commission member to speak to their business, organization or community group. Please contact info@consensusny.com.



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NEW INVESTOR FOCUS

PRESENTED BY:



Dermody, Burke & Brown, CPAs, LLC

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.

BTI The Travel Consultants

btitravel.com



*Lou Lemos, President and Chief Executive Officer
124 East Jefferson Street, Syracuse, NY 13202*

315-472-7737

BTI The Travel Consultants, headquartered in Syracuse, has been in business since 1988. BTI's primary focus is providing travel management solutions to corporate customers. Continuous investment provides BTI customers with the latest travel technologies, simplifying the reservation experience at the lowest possible cost. Multiple online reservation tools, BTI trip monitoring software, and BTI travel reporting solutions work in tandem with our experienced travel consultants, averaging 21 years of industry experience, assuring our customers the highest service levels meeting industry key performance benchmarks. BTI's groups and meetings and BTI's vacation departments complete the array of travel services.



Bond, Schoeneck & King, PLLC

www.bsk.com



*Kevin Bernstein, Member, Chair Management Committee (Succeeding Richard D. Hole) 315-218-8829
One Lincoln Center, Syracuse, NY 13202-1355*

Bond, Schoeneck & King, PLLC is a full-service law firm counseling individuals, companies, not-for-profits and public sector entities in a wide spectrum of practice areas. With 265 lawyers and 12 offices, we represent clients in: agribusiness and natural resources; commercial lending and transactions; real estate development and construction; high-tech; energy and chemicals; health care and long-term care; manufacturing; municipalities and school districts; higher education; other exempt and nonprofit organizations. We maintain 10 offices across New York state; one in Naples, Florida; and one in Overland Park, Kansas.



Central New York Regional Transportation Authority

www.centro.org



*Rick Lee, Chief Executive Officer
200 Cortland Ave., P.O. Box 820, Syracuse NY 13205-0820*

315-442-3333

The Central New York Regional Transportation Authority (Centro) is the public transportation provider for the counties of Onondaga, Oswego, Cayuga and Oneida, which includes the cities of Syracuse, Oswego, Auburn, Rome and Utica. Operating a fleet of more than 200 buses 365 days a year, Centro vehicles provide more than 11 million rides and travel more than 6 million miles throughout Central New York each year. Centro's mission is to be responsive to the transportation needs of the Central New York community by providing services that are safe, convenient, reliable, and environmentally responsible with a goal of maximizing the taxpayers' return on investment.



IPD Engineering

www.ipdengineering.com



*Samuel Cosamano, President
One Webster's Landing, Syracuse NY 13202*

315-423-0185

IPD Engineering was founded in 2009 and is operated by its president, Samuel Cosamano, P.E. and Executive Vice President Samuel Gramet, P.E. The firm is headquartered in Syracuse and is comprised of more than 24 employees providing HVAC, plumbing, fire protection, electrical and structural design services. IPD has completed hundreds of highly successful designs, across many industry sectors, for projects ranging in size of up to \$75 million. IPD's people have an average of 15 years of experience and are highly skilled at what they do.



Laboratory Alliance of Central New York, LLC

www.laboratoryalliance.com



*Anne Marie Mullin, Chief Executive Officer (Succeeding Michael O'Leary, M.D.)
1304 Buckley Road, Syracuse NY 13212-4302*

315-453-7200

Laboratory Alliance is the region's largest state-licensed laboratory, providing clinical and anatomic pathology testing to a 16-county region in Central New York. As the laboratory of choice for most local health care providers, more than 10 million tests are performed annually at our four laboratories in Syracuse. The company also operates 12 Patient Service Centers in Onondaga, Madison and Oswego counties. It employees more than 400 people.





“Throughout our growth and expansion over the past 60 years, Dermody, Burke & Brown has always provided the guidance and sound financial advice we’ve needed to run our business so successfully.”

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

“Our accounting firm for over three generations”



Dermody, Burke & Brown, CPAs, LLC

Serving the Community for 60 Years



Get the full story at
dbbllc.com

Morrisville State College www.morrisville.edu



David E. Rogers, Ph.D., President
P.O. Box 901, Morrisville, NY 13408 315-684-6044

Morrisville State College sets the world in motion for students. An action-oriented, interactive learning lab, Morrisville is a national leader in technology – integrating it into all aspects of campus life. Students and faculty engage in ways that go beyond the traditional classroom with a 17 to 1 student-professor ratio; while curriculums are enriched with applied learning and pave the way for opportunity at both the Morrisville and Norwich campuses. With more than 75 bachelor and associate degrees, the college provides a hands-on learning environment and internships for all bachelor’s degree graduates - a major key to student success after graduation.



Oswego Health, Inc. www.oswegohealth.org



Charles Gijanto, President and CEO (Succeeding Ann Gilpin)
110 W. 6th St., Oswego, NY 13126 315-349-5818

Oswego Health is the health care leader for Oswego County and beyond. The Oswego Health system includes Oswego Hospital, a 164-bed facility offering emergency, hospitalist, surgical, maternity and behavioral health services; The Manor at Seneca Hill, provides 24-hour skilled nursing, short-term rehab and Adult Day Health Services; Springside at Seneca Hill, retirement living for independent seniors and Oswego Health Home Care. The hospital operates the Central Square and Fulton Medical Centers, providing urgent care, medical imaging, laboratory and physical therapy; Oswego Health captive professional corporation, Physician Care P.C., offering physician services in orthopedics, cardiology, otolaryngology (ENT), general surgery and primary care.



Summer Street Capital Partners, LLC www.summerstreetcapital.com



Michael McQueeney, Managing Partner
70 W. Chippewa St., Suite 500, Buffalo NY 14202 716-566-2900

Summer Street Capital Partners LLC, founded in 1999, is a Buffalo-based private equity fund manager with committed capital focused on investing in the U.S. and Canada with a particular interest in New York state lower-middle market companies. The firm has invested in private companies throughout New York state and spanning many industries including manufacturing, environmental services, business services and health care. Summer Street invests alongside talented managers, bringing capital and resources to support management buy-outs, family transitions, corporate divestitures, acquisitions, growth financings and recapitalizations. Summer Street’s investors include leading pension funds, insurance companies and banking institutions



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VIP Architectural Associates, PLLC www.vipstructures.com/architecture



Kate Hoeft, AIA, Principal and Managing Member
One Webster’s Landing, Syracuse NY 13202 315-471-5338

VIP Architectural Associates, PLLC is a Certified New York State Women Business Enterprise (WBE) providing professional architectural and construction management services. VIP’s LEED®-accredited architects design to meet not only the architectural and aesthetic needs of clients, but constructability, scheduling and budgetary requirements as well. The firm has developed expertise in the entire building process and in a wide variety of project types, resulting in a vast portfolio of commercial, academic, industrial, medical and retail space.



Welch Allyn, Inc. welchallyn.com



Alton Shader, III, President
4341 State Street Road, Skaneateles Falls NY 13153 315-685-3604

Since 1915 Welch Allyn has brought a unique perspective to developing diagnostic solutions by combining pragmatic knowledge with a visionary spirit of innovation and ongoing improvement. As a leading global manufacturer of physical examination instruments and accessories and EMR-connected vital signs and cardiac monitoring solutions, the company has a steadfast commitment to delivering superlative medical products, services and solutions that help health care professionals provide better care for their patients. Now a division of Hill-Rom, Welch Allyn is headquartered in Skaneateles Falls and employs more than 2,500 people in 26 countries.



NUAIR ALLIANCE EXPANDS UNMANNED AIRCRAFT SYSTEM TESTING CAPABILITY

Members of the NUAIR Alliance completed pilot training at Griffiss International Airport in Rome, New York, and are now qualified on small unmanned aircraft systems, such as the Lockheed Martin Indago quad-rotor and the Lockheed Martin Desert Hawk III fixed-wing unmanned system. This in-house pilot training capability allows for additional UAS testing at the Griffiss site by offering UAS manufacturers and sensor developers the opportunity to test their platforms at Griffiss. NUAIR can also conduct “proof of design” and “proof of concept” testing for ground-based radar and sensors under development to provide airports and ground facilities an “anti-drone” or “counter-drone” capability.

Working alongside NASA, the goal is the development and demonstration of a possible future unmanned traffic management system that could safely enable low-altitude airspace UAS operations, nationwide.

This is among the latest advancements at the Griffiss site. NUAIR is deploying first of its kind capabilities to track UAS in the air, part of the test site’s FAA mission to develop a ground-based sense and avoid system. This range instrumentation is slated to be fully operational by mid-2016. NUAIR’s hangar and adjacent ramp access facilities are also newly renovated to support the test site’s activities.

Visit www.nuairalliance.org for information on UAS testing being conducted in New York, Massachusetts and Michigan.



NUAIR alliance members receive pilot training at Griffiss International Airport on Lockheed Martin UAS.

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.



Message Envy celebrates the grand opening of its new location in Fayetteville Towne Center.

Grand Openings

Metro Fitness East, 6800 E. Genesee St., Fayetteville
Cell Phones for Less, 1021 W. Genesee St, Syracuse



EarQ celebrates its move to a new location at 1011 W. Genesee St. in Syracuse.

Anniversary

The DeClutter Coach / “Organizational Motivation!” and
“Organized in 60 Seconds,” fifth.

Rebranding

Clinton Street Pub, 127 W. Fayette St., Armory Square, Syracuse

MAKE EXECUTIVE DIALOGUE WORK FOR YOUR BUSINESS

Scott Matukas, chief executive officer of Virtucom Group, was in need of an outside perspective regarding a specific opportunity for his Syracuse-based content firm that specializes in assisting retailers and suppliers with online commerce. This became the impetus for him to form an executive dialogue group, a benefit of CenterState CEO membership.

Executive Dialogue is CenterState CEO's member-only program designed exclusively for business owners, upper management and company decision makers. Matukas has been able to take advantage of the program's ability to bring together non-competing business owners and executives to confidentially discuss issues and opportunities that matter most to growing businesses. The program includes peer-to-peer mentoring and expertise sharing on best practices and challenges, as well as candid and confidential review of business issues.



Here's more from Matukas on the program's value:

Strategic, Confidential Collaboration – *If you are in a leadership role and are looking to increasingly work on your business versus in your business, then Executive Dialogue is worth considering. It plugs you into a group of business leaders who provide confidential collaboration and idea sharing that is sure to get you thinking strategically about your business.*

Business Benefits – *I've seen fundamental benefits from Executive Dialogue. We've been able to gather outside perspectives from non-biased group members and take advantage of a confidential venue to vet ideas that may be a challenge for your business. It also allows us to leverage the collective experience of the group in a non-obligatory way and provides additional external motivation to succeed. When you see group members succeed in their businesses, it inspires you.*

Customizable – *The program is customizable to your needs. We carefully selected our Executive Dialogue group so we have very like-minded C-suite executives. I know that in a quick email or phone call I can get an unbiased point of view on a range of topics from experienced business people. Also, depending on your goals for the group, you can take on a mentoring role by inviting a young/budding entrepreneur to the group.*

To learn more or to register, visit www.centerstateceo.com/executive_dialogue.

MEMBER MILESTONES

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

65 YEARS

Solvay Bank

50 YEARS

WCNY-TV/Classic FM

40 YEARS

Cushman & Wakefield/Pyramid Brokerage Company, Inc.

35 YEARS

Siemens Industry Inc.

30 YEARS

Reeve Garage Builders, Inc.

Rudy Schmid Inc., TOTAL CAR CARE

20 YEARS

Brophy Services, Inc.

Lincoln Moving & Storage

Micro-Bore, Inc.

Toggenburg Mountain Winter Sports Center

15 YEARS

Busch Products, Inc.-Granite/Quartz/Solid Surface, WBE

Pathfinders CTS, Inc.

Superior Plus Energy

10 YEARS

Mario Bottoni, CPA, PC

Express Computer Service, LLC

Paratore Signs, Inc.

REMAX Realty Plus

Vince's Gourmet Imports

5 YEARS

Anelli Xavier, PC

At Home Independent Living, Inc.

Echo

Excel Wholesale

Hairanoia

Muscular Dystrophy Association

OnSite Companies

Richelieu America LTD.

SUNY College at Cortland

Syracuse Blue Print Co., Inc.

SM Importing Inc. dba Thanos Import Market

WERMA Signatechnik

CENTERSTATE CEO ECONOMIC CHAMPION

Dermody, Burke & Brown, CPAs, LLC

Dermody, Burke & Brown, CPAs, LLC, one of the largest locally owned certified public accounting firms in Central New York, is celebrating 60 years of service to the Central New York community.

Dermody, Burke & Brown has about 90 employees working among three offices in Syracuse, Auburn and New Hartford. In 1956, Dermody, Burke & Brown was founded on the principles of integrity, trust and community service. The very first dollars the founders earned were given to charity – a gesture indicating the firm’s commitment to contribute as much to the community as it would the economy.

During the past year, Dermody, Burke & Brown has hired 20 new employees, including seven from the recent merger with Kane, Bowles & Moore. The firm was named a 2015 Best Place to Work in CNY, a Platinum Level Fit-Friendly Worksite, a Healthiest Employer of CNY and an Economic Champion.

Dermody, Burke & Brown assists clients in the traditional service areas of auditing, accounting and taxation as well as many areas of specialization, including business valuations, employee benefit plan audits, family business services, internal audit/fraud controls, employee benefit consulting, litigation support, payroll services, information technology and accounting software support, retirement plan design and administration, trust and estate services and marketing consulting.

Dermody, Burke & Brown continues the tradition of community involvement set by its founders. More than 75 percent of the firm’s employees serve on boards or volunteer throughout Central New York. The firm also supports the economy by purchasing more than 90 percent of goods and services from local sources. Dermody, Burke & Brown attributes its success to its loyal clients, dedicated staff and the vibrant communities in which it has served and supported for the past 60 years.

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.



Dermody, Burke & Brown, CPAs, LLC



Dermody, Burke & Brown has hired 20 new employees during the last year. Its Syracuse office, one of three, is located in historic Franklin Square.

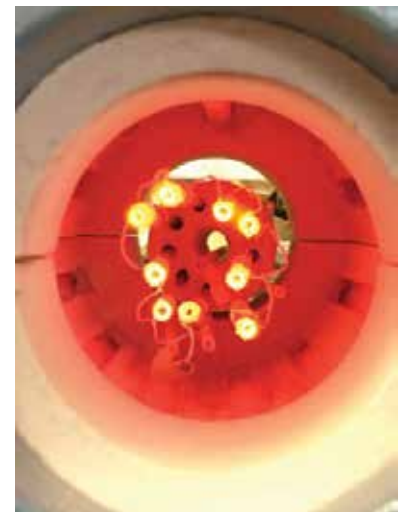
CEO/COE PARTNERSHIP: GREEN DEVELOPMENT

Syracuse University Researchers Target Innovation for Self-powered Furnaces

In a brand-new lab at SyracuseCoE, students and faculty from Syracuse University’s College of Engineering and Computer Science are pursuing vision for furnaces that continue to heat homes despite a loss in power from the electric grid. The team’s research and development efforts promise to develop innovations that create resilient, clean energy solutions and strengthen CenterState New York’s industry cluster in thermal and environmental controls.

Dr. Jeongmin Ahn, associate professor of mechanical and aerospace engineering at Syracuse University, and a team including undergraduate and graduate students and staff members from SyracuseCoE, are pursuing innovations that will allow furnaces to generate both heat and electricity. They are researching next-generation Solid Oxide Flame Fuel Cells, which have the potential to transform the common boiler or furnace to a combined heating and micro power system.

With funding from NYSERDA, the U.S. Department of Energy, and SyracuseCoE, flame fuel cells being developed by Dr. Ahn’s team at SU and SyracuseCoE keep furnaces and boilers running when the lights go out and can provide the power necessary to keep refrigerators running, cell phones charged and computers powered, allowing residents to shelter in place without all the disruptions that can occur during a power outage. As an added benefit, when the power is on the flame fuel cell technology can offset up to 20 percent of residential electrical loads during peak hours of operation, reducing demand on the grid and reducing the resident’s electric bill. Flame fuel cell technology has the potential to provide a resilient and efficient solution for residents during electrical disruptions.



Fuel cell stack operating in a furnace.

Progress Breakfast: Spotlight on Entrepreneurism

March 29, 8 a.m.

SKY Armory, 351 S. Clinton St., Syracuse

Experience the ways progress is recharging the downtown Syracuse landscape. This month, get a sneak peek at what will influence downtown's future. At the second-ever Progress Breakfast, in the spirit of entrepreneurship, hear from four downtown Syracuse innovators, then mingle with the presenters after breakfast. More details and ticket information are available at www.DowntownSyracuse.com/ProgressBreakfast.

P.S.: The Downtown Committee is planning another Progress Breakfast in October. Share what you'd like to hear about by emailing mail@downtownsyracuse.com or share your thoughts through social media.

PRESENTED BY:



HARRIS BEACH
ATTORNEYS AT LAW PLLC

Like the Downtown Committee on Facebook (**Downtown Syracuse**), follow them on Twitter (**@downtownSYR**) or like them on Instagram (**@downtownsyracuse**). Join the conversation with the hashtag, #MyDowntownSYRstory.



Flower Power

In just two months, downtown will be blooming in purple and pink. Almost 350 hanging flower baskets, adorned with petunias from Oliver B. Paine Greenhouses – a Downtown Farmers' Market vendor – will dress downtown's streets, bringing a visible sign of vibrancy to downtown as the summer season starts. Support the beautification work of the Downtown Syracuse Foundation by sponsoring a hanging flower basket (or several!). Each \$50 tax-deductible donation sponsors one flower basket for the 2016 season. Checks may be mailed to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or by credit card at <http://downtownsyracuse.com/flowers>.



Volunteer Opportunities!

Downtown Cleanup for Earth Day

Saturday, April 23, 2016

Lunch is on the Downtown Committee this Earth Day, Saturday, April 23. Roll up your sleeves to brighten downtown's entrances! If you, your company, or a group of your friends would like to get involved, contact the Downtown Committee at mail@downtownsyracuse.com or (315) 470-1953. The Downtown Committee will supply gloves, trash bags, a green T-shirt and lunch.

Partners in Planting

If you can't participate in the Earth Day Cleanup, but want to get involved in beautification efforts, the Partners in Planting Program may be just for you. The Downtown Committee seeks volunteers to combine employee engagement and downtown beautification. For more information, visit www.downtownsyracuse.com/flowers or call (315) 422-8284.



Downtown Living Tour: 10th Anniversary Edition

Saturday, May 21, 2016

Noon to 5 p.m.

As the Downtown Committee celebrates 10 years of residential growth, it's rolling out the red carpet to highlight 10 tour stops showcasing some of the newest and most unique examples of urban living throughout Downtown Syracuse. From new amenities to historic charms, see why nearly 3,200 people call Downtown Syracuse home.

Want to volunteer? Help out at the tour and receive a free ticket, a T-shirt and an invitation to a reception celebrating the tour's anniversary. Email mail@downtownsyracuse.com to volunteer.





Tech Garden Hires Bob Kasprzycki

CenterState CEO has hired Bob Kasprzycki as its new program manager for The Tech Garden, its technology incubator and business accelerator. Kasprzycki most recently served as training manager for the global supplies systems at Praxair Inc., Tonawanda, New York.

In his role as program manager, Kasprzycki will be responsible for the development and delivery of programs for entrepreneurs and business builders. This includes the budgeting, executing and tracking of programs such as NY Hotspot, Grants for Growth, Germinator and Genius NY. Additionally, he will work with other Tech Garden staff to develop or source curriculum, training and mentorship activities to enhance the entrepreneurial experience.

To learn more about CenterState CEO's innovation and entrepreneurship portfolio visit www.centerstateceo.com/core-focus-areas/innovation-entrepreneurship, or contact Kasprzycki at 315-470-1977 and rkasprzycki@centerstateceo.com.



Bob Kasprzycki

Volu, Inc. Conducts First Central New York VOLUnteer Drive

Volu, Inc., a Tech Garden resident and member of the **Germinator team** (a Tech Garden startup competition) is kicking off its first "Annual Central New York VOLUnteer Drive."

The VOLUnteer Drive is a month-long civic engagement challenge in April where volunteer groups in Onondaga County compete to record the most hours at local nonprofits. The program will also award up to \$5,000 to local nonprofits. The mission of the VOLUnteer drive is to create and encourage civic engagement in Central New York. Interested businesses and nonprofits may apply at www.voluapp.com.

Benefits to the nonprofit include access to passionate community members and local students; grant money from Volu, media coverage and a three-month subscription to Volu's volunteer management software. Several organizations and business have already signed up to help the Syracuse community. Volu, Inc. is a volunteer management software company founded in early 2015. For more information contact co-founder A.J. Richichi at aj@voluapp.com.



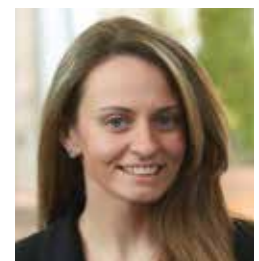
Welcome Elizabeth Judge

Elizabeth "Liz" Judge joined Visit Syracuse recently as the new marketing project manager. Judge is responsible for creating design concepts and final products for sales and marketing collateral, trade show designs, advertising opportunities, e-newsletters, social media and web-based publications. She also oversees a number of grant-funded programs lead by or partnered with Visit Syracuse, including:

- Finger Lakes Beer Trail
- CNY Fresh (agri-tourism program)
- I Love Fresh Air (Finger Lakes regional promotional program)
- Brew Central

"Liz is an outstanding asset and we are thrilled to have her on our team," said Visit Syracuse Vice President Carol Eaton. "She is driven, creative and already taking on major projects to help improve the marketing of our tourism product."

Judge has a B.A. from George Washington University and M.S. from SUNY Cortland.



Liz Judge

What's Cooking in Syracuse

In an effort to increase meeting and events in the area, the Visit Syracuse sales team is showing off what's new and fresh in Syracuse to meeting planners in Albany, during an event called Syracuse Showcase on March 15.

The showcase, What's Cooking in Syracuse, will feature local hospitality partners and Celebrity Chef Julie Taboulie. During the evening, tourism partners will exhibit their attractions and hotels while "The Queen of Lebanese Cuisine" performs a live cooking demonstration of her Gianelli-stuffed Salt Potatoes.

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.

Local Matters Dinner features Author Michael Shuman

This spring, the first-ever SyracuseFirst Local Matters Dinner and Awards night will feature renowned author and economist Michael H. Shuman. The event will be an exciting opportunity for SyracuseFirst members to celebrate a shared vision of creating and supporting a sustainable Central New York economy.

The event will feature local food, wine, craft beer and live music and is open to SyracuseFirst and CenterState CEO members, as well as community organizations, politicians and stakeholders. The event features the annual SyracuseFirst Awards, recognizing local businesses and individuals who improve the community. The “Local Business Visionary Award” and the “Sparky Mortimer Humanitarian Award” acknowledge those who use local supply chains, lead sustainable lifestyles and revitalize neighborhoods. Last year’s recipients were Wendy Meyerson, owner of Natur-Tyme, and Matt Goddard, owner of Café Kubal.

The event’s keynote speaker is Michael H. Shuman, an economist, attorney, author, entrepreneur and a globally recognized expert on community economics. He is one of the architects of the crowdfunding reforms that became the “JOBS Act,” signed into law by President Obama in April 2012. Shuman is director of community portals for Mission Markets and a fellow at Cutting Edge Capital and Post-Carbon Institute.

Shuman has authored or coauthored eight books. His most recent, published by Chelsea Green, is “Local Dollars, Local Sense: How to Move Your Money from Wall Street to Main Street and Achieve Real Prosperity.”

For more information, visit www.syracusefirst.org or www.centerstateceo.com/events. For sponsorship information, please contact Shannon Fults at sfults@centerstateceo.com or 315-470-1884.



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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.

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EVENTS

CenterState CEO Annual Meeting

Disrupt: Challenge the Status Quo

Wednesday, April 6, 2016

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

Nicholas J. Pirro Convention at Oncenter
800 S. State St., Syracuse

Join us for the region's largest annual gathering of business leaders, and the prestigious Business of the Year awards, recognizing companies in the following categories:

- Member Business with 1-50 Employees
- Member Business with over 50 Employees
- Community Involvement
- Nonprofit Agency
- Minority Owned Business

Cost: \$65 for members or \$625 for a table of 10;
\$80 for non-members or \$775 for a table of 10.

Register by March 25 at
www.centerstateceo.com/events
or contact Lisa Metot at 315-470-1870

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Register online at www.centerstateceo.com/events

Understanding the Business Advantages of 401(k) Plans, March 10

Noon to 1:30 p.m.

CenterState CEO, 115 W. Fayette St., Syracuse

Fringe benefits, such as 401(k) plans, can benefit both businesses and employees. Learn from industry expert Jeremy Caza, of Carta Group, about the affordability and ease of offering 401(k) benefits, the types of plans available, how they can enhance your business through tax savings and employee recruitment and retention, and the benefit of incentivizing employees to save for retirement. Sponsored by Benefit Specialists of NY.

Cost: Free, but space is limited. Reservations are required and lunch is provided. Contact Erik Jankowski, 315-470-1816 or ejankowski@benefitspecialistsny.com



Operation: Start Up and Grow, March 16

8:30 a.m. to 2 p.m.

SRC Arena, 4585 W. Seneca Turnpike, Onondaga Community College, Syracuse

Operation: Start Up and Grow is a business conference for veterans and members of the military community who want to start or grow their own business. The Tech Garden is one of several sponsors of this event. For more information, visit www.sba.gov/operationstartup.



Speed Networking, March 16

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

TERACAI, 217 Lawrence Road East, 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."

Cost: \$15 for members, \$25 for non-members. Space is limited. Please pre-register. Contact Karen DeJoseph, 315-470-1997 or kdejoseph@centerstateceo.com.



CNYIBA Networking for Exporters, March 17

5:30 to 7:30 p.m.

Clark's Ale House, 100 E. Washington St., Syracuse

Meet with fellow exporters, potential clients, vendors and support organizations that can help with your exporting. If you are an exporter or a company that provides services to exporters then this is the event for you. CNYIBA members and board members will also attend.

Cost: Free for those who register in advance. Contact khallahan@centerstateceo.com to register.



CEO Talks: Millennials in the Workplace, March 24

8:30 to 9:30 a.m.

CenterState CEO, 115 W. Fayette St., Syracuse

Take part in a meaningful roundtable discussion focused on the challenges and benefits of engaging and retaining millennials in the workplace. Experts in the field will provide tips on managing millennials in the workplace.

Cost: Program is limited to 20 participants and is free to members. Contact Lisa Metot for additional information at lmotot@centerstateceo.com or 315-470-1870.



Professional Skills Development Program, March 31, April 7 and April 14

8:30 a.m. to 4:30 p.m. each day

TEDCenter, Syracuse University, 700 University Ave., Syracuse

Develop workforce skills and enhance professional effectiveness through this program developed in partnership with the Talent and Education Development Center at Syracuse University. Participants will learn and practice skills in leadership; emotional intelligence; coaching/mentoring; conflict and time management and facilitation and negotiation.

Cost: Open to CenterState CEO members only, \$1,395. Contact Lisa Metot for additional information at lmotot@centerstateceo.com or 315-470-1870.



MEMBER ESSENTIALS

Pathfinder Bank establishes scholarship for SUNY Oswego students.

Café Kubal to open fifth location in the renovated Hotel Syracuse; and the sixth **Café Kubal** location will be in a new residential/retail development at 712-714 E. Fayette St., Syracuse.



Price Chopper hires new CEO, the first person not a member of the Golub family to hold the position. **Price Chopper** tests telemedicine program in five stores.

Wegmans plans to open its first store in North Carolina.

Wegmans celebrated 100 years in business with a weekend party at all its stores.



TCGPlayer.com expands to 80 employees with plans to create 25 to 50 more jobs in 2016.

Ken Craig, president and CEO of **Housing Visions**, talks about why he chose to run an organization renovating blighted houses.

EarQ announces a new, larger office location in Syracuse.

Metro Fitness opens new location in DeWitt.

Cornell University to receive \$150,000 grant from Walmart Foundation for their work in domestic manufacturing development. **Cornell** plant breeding pioneer wins prestigious Japan Prize.

Pioneer Cos. will purchase the State Tower Building and convert the top 13 floors into apartments.

Lockheed Martin to separate and combine IT and technical services with Leidos.

Texas Rangers baseball hires **Ephesus** to install LED light system at Global Life Park for the 2016 season.



City Electric names Andrew Esce as new president.

SUNY awards grant to **Upstate Medical University** to establish precision medicine, an innovation in personalized health care.

The Icon Cos., which handles leasing for DeWitt Town Center, announces plans to add a 4,100-square-foot addition to the shopping plaza.

TJMG Properties acquires Highlander Associates.

ARISE Inc. celebrates 20 years of ARISE & Ski adaptive snow sports program.



Excellus BlueCross BlueShield will provide \$22.4 million in quality improvement payments to 41 New York hospitals and health centers.

Women TIES LLC selected as an official partner for the inaugural Women's Right to Run 19K event.

Upstate Shredding awarded \$1 million grant as part of \$500 million Upstate Revitalization Initiative award for the Southern Tier.

Utica College names first female president in Laura Casamento.



Wells and Cazenovia colleges to receive share of \$35.3 million in grants for capital projects from the Higher Education Capital Matching Grant Program.

Empire Brewing installs **Feldmeier Equipment** at new Cazenovia farmstead brewery; Sen. Kirsten Gillibrand's proposes legislation to grow Upstate New York's struggling manufacturing sector.

Tessy Plastics and G&C Foods awarded \$5.2 million in tax exemptions for company expansions in Van Buren that will create 135 jobs.

COR Development Co. receives tax exemption for \$30.5 million apartment complex planned at the Syracuse Inner Harbor.

Syracuse University professors and researchers involved in ground-breaking detection of gravitational waves. **SU** moves into the top tier for research among doctoral universities.

Hueber-Breuer Construction Co. starts work on Resort Lifestyle Communities' \$33.85 million luxurious 130-unit retirement community in Manlius.



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/news-events/add-member-news or share your stories with us at membernews@centerstateceo.com!

REDISCOVER CUBA

CenterState CEO is pleased to partner with AAA Member Choice Vacations to offer a cultural exploration to Cuba taking place September 15 to 23, 2016. This nine-day trip includes round-trip airfare from Syracuse Hancock International Airport and 17 meals (eight breakfasts, three lunches and six dinners).

Highlights include Cayo Santa Maria Island, Sugar Museum, Remedios, Cienfuegos, Botanical Gardens, Cuban Cigar Factory, Havana, Literacy Museum, Cuban Fine Arts Museum, Salsa Dancing and Casa Fuster. Per-person rates are \$4,449 (double), \$4,949 (single).

For more information contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com. Learn more at www.centerstateceotravel.com.



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