

CONSENSUS OFFERS 50 RECOMMENDATIONS TO IMPROVE LOCAL GOVERNANCE

Following a nearly three-year grassroots, data-driven process, Consensus, the commission on local government modernization, released a comprehensive report featuring 50 recommendations to improve government structure while providing more effective and efficient services for Onondaga County residents.

The 110-page report identifies up to \$32.8 million in potential annual savings and more than \$117 million in potential revenue.

The report's recommendations could lead to improved delivery of local services and benefits in all areas of local government operations (see box on page 3).

The commission's most discussed recommendation would combine Onondaga County's two largest governments—the county and the City of Syracuse—and form a new structure for governance and service delivery. That model could produce up to \$22.9 million in annual savings for residents of the Syracuse-Onondaga community, while offering stronger representation from legislators more in touch with neighborhood issues, through smaller legislative districts that are closer to residents.

"The facts are clear, the fiscal pressures facing each of our local governments are accelerating," said Robert Simpson, president, CenterState CEO. "The commission's report, while sure to generate passionate debate, provides a necessary forward looking vision and comprehensive set of solutions for avoiding future service cuts and tax increases."

The recommendations in the commission's report reflect the more than 100 meetings that took place across the city and county and involved more than 6,000 people, since the commission was formed. In addition, Consensus commissioned a community survey by the Siena Research Institute that indicated a majority of residents support modernization in each service area studied: economic development (61% favor modernization), governance (55%), infrastructure (67%), municipal operations (61%) and public safety (54%).

The commission has received broad support from the community. Together, SYRACUSE 20/20, CenterState CEO, FOCUS Greater Syracuse, the League of Women Voters of Syracuse Metropolitan Area, Onondaga Citizens League and the Homebuilders & Remodelers Association of CNY called for the creation of a local government modernization commission. Creation of the commission received support from the Onondaga County Legislature and the Syracuse Common Council. Additionally, bipartisan support for the creation of the

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Consensus **US**

By the people, for the future.

Read the final report at

www.consensuscny.com

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CenterState CEO Events

CENTERSTATE CEO ANNUAL MEETING

Thursday, April 27, 2017

11:30 a.m. registration; 12 p.m. program

Nicholas J. Pirro Convention Center at Oncenter

Register at www.centerstateceo.com/events



Attendees at CenterState CEO's 2016 Annual Meeting and Business of the Year Awards.

GOVERNMENT RELATIONS

CenterState CEO Members Weigh in on Impact of Federal Regulations



President Donald Trump’s administration is making federal regulatory reform a priority. An executive order issued on January 30 set a cap on new regulations (at least two existing regulations must be repealed for one new regulation), and calls for standardizing the assessment of regulations’ impact, and asks federal agencies to identify the costs and savings associated with each new or repealed regulation.

CenterState CEO recently surveyed members on various aspects of how existing federal regulations help and hinder their businesses and what changes would be beneficial.

Of the more than 60 respondents, over 80 percent said compliance takes resources from their business. Only a handful saw no problems with federal regulations. Sixty percent said they find it difficult to stay current and the same percentage said compliance takes too much paperwork.

Most Burdensome Federal Agency Regulations % of Respondents

Agency	% of Respondents
U.S. Department of Labor (U.S. DOL)	66%
U.S. Department of Health and Human Services	37%
U.S. DOL/Occupational Safety and Health Administration	26%
Environmental Protection Agency	25%
U.S. DOL/National Labor Relations Board	16%

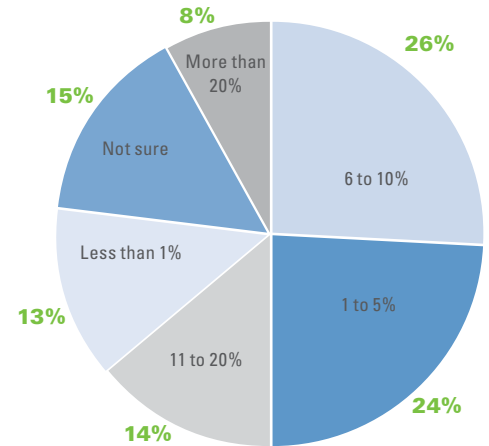
Regarding the proposed changes to the U.S. Wage and Labor Law that would increase the salary threshold for exempt employees from \$455 per week to \$913 per week, more than two-thirds reported negative consequences on their businesses. Impacts listed were reclassification of employees, reducing new hires, increased payroll costs, limiting employee flexibility, perceived demotions and scheduling complexities. Indirect concerns expressed balancing with increasing employee benefit costs, increased costs would not be covered under existing contracts (especially government contracts), increased costs to be passed on to consumers making their products and services less competitive globally, especially Northeast agricultural businesses.

Some respondents identified government regulations as beneficial, such as the Historic Preservation Tax Credit and other development incentives, and the proposed repatriation of foreign earnings. Some responses called for increased enforcement for non-compliance companies and the underground economy. Other impacts identified in the survey include the length of time agencies take to respond for procurement and clearances, various tax issues, reforming prevailing wage and other regulations to be more current and realistic.

These survey results will be shared with CenterState CEO’s Congressional delegation as guidance for its work on regulatory reform.

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

Cost of Compliance
Percent of Operations



Key: % of Respondents

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commission and the work it has done on behalf of Onondaga County residents includes a \$250,000 state grant secured by State Senator John A. DeFrancisco, chairman of the Senate Finance Committee, and supported by State Senator David J. Valesky.













The Consensus Commission—a group of 19 volunteers—is led by Co-Chairmen Cornelius (Neil) B. Murphy, former president, SUNY ESF; M. Catherine Richardson, retired attorney, Bond, Schoeneck & King, PLLC; and James T. Walsh, government affairs counselor, K&L Gates LLP.

“The work of the 19 dedicated community members engaged in a thoughtful process of research and dialogues over the past three years gives our community a roadmap to take the lead in in New York state, by setting the standard for more effective, efficient and inclusive local governance,” said Simpson. “We began this process long before others around the state were focused on this issue. As a leading community, we will have an important advantage in gaining access to resources to implement these reforms.”

To learn more about Consensus and read the final report to the community, visit www.consensuscnj.com.

The commission’s final report includes 50 recommendations across five areas:

-  **Infrastructure:** 18 recommendations to improve and/or streamline street and highway maintenance, water, wastewater and solid waste. For example, the creation of a new Core Highway Services Area, could produce better coordination in planning and service delivery and offer savings of \$2 million to \$3 million, annually.
-  **Public Safety:** Eight recommendations related to law enforcement, fire protection, emergency medical services and corrections. One recommendation, moving toward a consolidated police and sheriff’s department, could result in a more streamlined management structure, and greater resources available to be deployed across the community, generating an annual savings of \$3.4 million to \$5.8 million.
-  **Municipal Operations:** 19 recommendations related to tax assessment, financial administration, courts, code enforcement, clerks, libraries, social services and health. One recommendation would migrate village justice courts into the courts of their surrounding town. This recommendation leverages common back office functions and administrative needs and could produce annual savings of \$200,000.
-  **Economic Development:** Three recommendations impacting economic development, including the creation of a municipal development fund through a countywide shared tax base framework. This approach is similar to a structure created in the Minneapolis-St. Paul area. It provides community-wide benefits while reducing intra-community competition, and incentivizes future development in a way that maintains the unique character of neighborhoods, towns and villages.
-  **Metropolitan Government:** Combining the county and city governments into a new service delivery and governance structure would leverage their functional and scale similarities to create service efficiencies, cost avoidance and revenue enhancement, for \$9 million to \$23 million in approximate savings on a reoccurring basis. Key features include:
 -  A new legislative model, featuring smaller districts to increase access and the voice of local issues in community-wide decision-making.
 -  29 legislative districts, each representing about 16,000 residents, compared to 27,000 in the Onondaga County Legislature and 28,000 on the Syracuse Common Council.
 -  Four at-large districts, ensures there is a group of legislators accountable to all residents of the county, with an incentive to have a community-wide perspective as they work alongside district representatives to address local and neighborhood issues.
 -  Independent, non-partisan formation of districts by independent geographers and other experts, to provide representation that best reflects the community’s voters.
 -  Direct election of executive leadership by the voters. The commission recommends a deputy executive focus on legacy issues and issues unique to the central district.

GENIUS NY Teams Prepare for Finals, Tour Syracuse and CNY

The six GENIUS NY finalists have been at The Tech Garden for more than a month now, and they are hard at work growing their businesses in technologies including drone platforms, autonomous flight, asset inspection and commercial drone training. The teams are working on their business canvases to prepare for the “315 GENIUS Finals” award night, to take place later this month, where they will pitch their businesses in front of a panel of judges and a live audience. The teams are competing for up to \$2.75 million in investment; the first place team winning \$1 million, with second and third place prizes of \$600,000 and \$400,000, respectively, and \$250,000 investments to each of the remaining runner-up teams.

As part of the GENIUS NY program, the finalists are also taking part in various activities in the community. The teams toured Syracuse University and attended a basketball game, visited the SyracuseCoE (NYS Center of Excellence for Environmental and Energy Systems), and toured the newly renovated Marriot Syracuse Downtown, the former Hotel Syracuse. Future trips include visiting Griffiss International Airport in Rome, one of only seven unmanned aerial systems (UAS) test sites in the country.

GENIUS NY is a business accelerator program at CenterState CEO’s Tech Garden, supported by Empire State Development Corporation. It will award more than \$3 million in investments and stipends to six companies over the course of the competition, making it the largest business accelerator competition for the UAS industry in the world.

To keep up with the GENIUS NY teams visit, www.geniusny.com and follow @thetechgarden on Twitter.

NUAIR Alliance Newest Resident at The Tech Garden

NUAIR Alliance, a New York state-based nonprofit, recently moved into The Tech Garden as expansion plans are underway. NUAIR is a coalition of more than 100 private and public entities and academic institutions working together to operate and oversee Unmanned Aircraft System (UAS) test ranges in New York, Massachusetts and Michigan. They manage Griffiss International Airport, one of just seven FAA-designated UAS test sites in the United States.

“We’re thrilled to be a part of The Tech Garden family and look forward to making new colleagues and connections,” said Lawrence Brinker, executive director and general counsel of the NUAIR Alliance.

NUAIR plans to hire additional personnel to stay ahead of the growing UAS industry including a full-time administrative position, project manager and a new president and CEO by the end of 2017. Its new space now serves as the organization’s headquarters and occupies 2,625 square feet of space. NUAIR will provide management services for the Griffiss International Airport UAS Test Site, manage New York state investment in the unmanned traffic management corridor as well as operate the UAS verification and validation facility, NUSTAR.

“Having a resource such as NUAIR in such close proximity provides immediate expertise and support for our six GENIUS NY teams,” said Rick Clonan, CenterState CEO vice president of innovation and entrepreneurship. NUAIR will provide mentoring for the six GENIUS NY teams in 2017, as they develop technologies including drone platforms, autonomous flight, asset inspection and commercial drone training.



GENIUS teams socialize in the newly renovated Brain Box space at The Tech Garden. The Brain Box (formerly the Student Sandbox area) consists of six offices for the teams, staff offices and open working space for residents.

Book The Tech Garden Theater for Your Next Event

Remember The Tech Garden Fibertech Networks Theater for your next business meeting, social event or workshop. Contact tgadmin@thetechgarden.com for more information.



CENTRAL NEW YORK LEADS DEVELOPMENT OF UNMANNED AIRCRAFT INDUSTRY

NUAIR continues to play a critical role in supporting opportunities to position Central New York as a national leader in the future of unmanned systems and commercial aviation.

Plans are underway for expanding the current UAS test site at Griffiss International Airport, managed by the NUAIR Alliance, to cover 15,000 square miles of New York airspace, creating a world-class Central New York BVLOS (beyond visual line of sight) test and development facility for the Federal Aviation Administration (FAA) and the unmanned aerial systems (UAS) industry.

Before multiple large or small drones can fly in the same airspace as other aircraft, procedures need to be developed for drone pilots to safely detect and avoid other air traffic, making such BVLOS operations, and the role of the New York UAS test site, key to the success of the commercial UAS industry.

Today's system at Griffiss—with high-definition air traffic surveillance, state-of-the-art data collection and analysis capabilities—is the foundation for testing and certification of UAS detect-and-avoid systems to meet future FAA standards and support safe UAS integration into U.S. airspace.

To further catalyze and expand the economic opportunities being created by this industry, Project UAS Secure Autonomous Flight Environment (U-SAFE), being developed at the test site, is moving forward. U-SAFE will create a low-altitude air traffic control system for safe drone operation, and will allow for testing of small UAS and commercial applications to include package delivery, railway and power line inspection, precision agriculture and security applications, specifically surrounding airports.

The U-SAFE project also establishes a new testing center for drone airworthiness and cybersecurity. Called NUSTAR (National Unmanned Aerial System Standardized Testing and Rating), the center will offer independent performance and safety benchmark testing for drones and drone-related products—helping draw industries involved in the production and use of drones to Central New York. Later this month, NUAIR will co-host an industry briefing day for experts and organizations from around the country interested in becoming NUSTAR partners.

The NUAIR Alliance is also responsible for managing the \$30 million, 50-mile UAS flight traffic management corridor between Syracuse and Rome, announced by Gov. Andrew Cuomo last year. This corridor will allow for testing of BVLOS concepts and technologies, opening up the drone market for drone operators, pilots and engineers, and creating growth opportunities for commercial drone industry software and hardware companies with UAS applications that range from agriculture to construction.

Companies interested in growing within the UAS or related sectors should contact Mike Novakowski, director of business development for CenterState CEO, at mnovakowski@centerstateceo.com. For more information on UAS testing being conducted in New York, Massachusetts and Michigan, visit www.nuairalliance.org.



Flight demonstrations at Griffiss International Airport highlight the capabilities of the emerging unmanned aerial system industry in the United States. This demonstration was the first to include two optionally piloted helicopters working together: the K-MAX and the Sikorsky aircraft. These aircraft can be flown without a person in the cockpit. Instead, a pilot on the ground uses a laptop or tablet to conduct a mission.

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CENTERSTATE CEO ECONOMIC CHAMPION

ABC Creative Group

Clients started coming to ABC Creative Group for marketing ideas in 1986. Since then, ABC has grown into a full-service agency offering everything from website development and video production to public relations and marketing strategy to local, regional and national organizations.

The past decade has been particularly prolific for ABC, which has tripled its gross profits and people since a transition in leadership to Owner and Creative Director Travis Bort in 2005. His idea-based marketing philosophy distinguishes ABC as a creative-first agency with well-researched, imaginative strategy to back up its concepts.

The current team of 13 has earned numerous national awards in the tourism, nonprofit and financial industries. ABC has decades of experience in print, outdoor and broadcast advertising to complement the addition of search engine optimization, content development and social media management over the years.

ABC started the 24hr. Brand Bash as a creative community service initiative using all of its marketing services and talents in 2014. Each year, the agency dedicates 24 consecutive hours to rebranding a Central New York nonprofit, complete with an entire advertising campaign, free of charge.

ABC is launching its Pinpoint Destination Marketing division this year to put emphasis on its travel and community branding expertise. Learn more about ABC at www.abcideabased.com and www.24hrBrandBash.com.

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.



ABC Creative Group is a proud resident of the Connective Corridor and is located at 430 Park Plaza, in Syracuse.



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CEO/COE PARTNERSHIP: GREEN DEVELOPMENT

From SyracuseCoE Lab to Real World: New Study of Office Workers in Five Cities Finds Better Indoor Environments Improve Cognitive Function

Building on the results of a groundbreaking study performed at SyracuseCoE, researchers from the Harvard T.H. Chan School of Public Health and SUNY Upstate Medical University evaluated the impact of indoor environmental quality on cognitive function of office workers in five cities across the United States. They returned to SyracuseCoE in February to share their findings: workers in buildings that were certified in the LEED™ Green Building Rating System strategized better, were more focused and were more task-oriented than in high-performing buildings that were not LEED-certified.

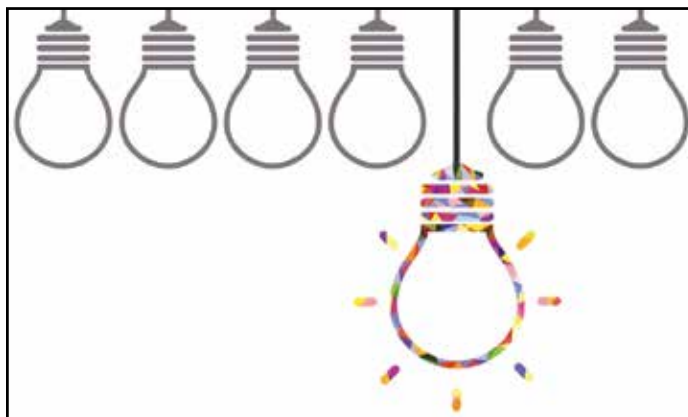
For the second study, researchers examined real-world building environments to determine whether the green certification of already high-performing buildings would result in higher cognitive function scores and health benefits for occupants. Results of the study show numerous health and productivity benefits of green-certified buildings, such as increased cognitive function, higher sleep quality and a decrease in sick building symptoms.

The study found that workers in LEED-certified buildings had 26 percent higher overall cognitive function scores, including 73 percent higher scores in crisis response decision-making, 44 percent higher scores in decision-making geared toward overall goals, 38 percent higher in focused activity level and 31 percent higher in ability to strategize.

“This research suggests that the health and productivity benefits far outweigh energy costs, and environmental impacts can be mitigated through a variety of readily available strategies,” said Dr. Joseph Allen, assistant professor at the Harvard T. H. Chan School of Public Health. “It is time we move away from ventilation designed for merely acceptable indoor air quality and move towards design for optimal indoor air quality. We have been presented with the false choice of energy efficiency or healthy indoor environments for too long. We can—and we must—have both.”

The research elevates the importance of a holistic “buildingomics” approach for examining the totality of factors in a building that influence human health, and the impact of green buildings on the success of businesses in the future.

Learn more about the COGfx Buildingomics Study at: <http://naturalleader.com/theCOGfxstudy>

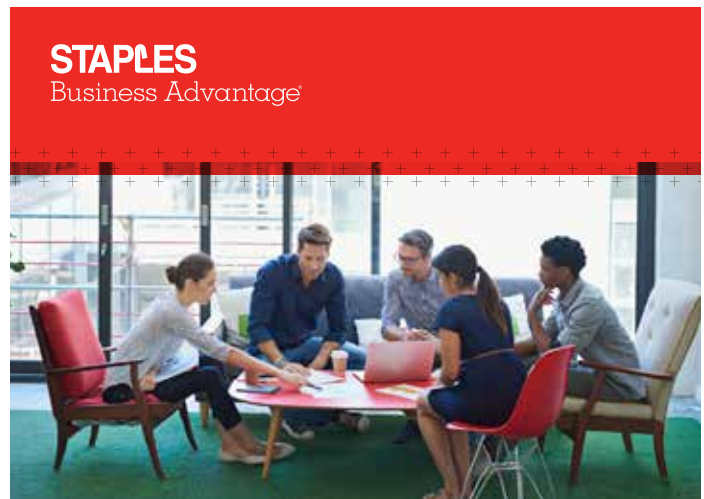


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At Dermody, Burke & Brown, we understand the importance of focusing on business and community today for a vibrant economy tomorrow. For that reason, we are proud to recognize and sponsor *New Investor Focus*.

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

Allyn Family Foundation

www.allynfoundation.org



Margaret (Meg) O'Connell, *Executive Director*

11 Fennell St., Suite 1, Skaneateles, NY 13152

315-685-5059

Founded in 1954, the Allyn Family Foundation is a private foundation that provides grants to charitable organizations in Central New York. The foundation's funding priorities are a reflection of the generous legacy of William Noah Allyn, William G. Allyn, William F. and Janet J. Allyn, Lew F. and Dawn N. Allyn and their children and grandchildren. Through funding, engagement and influence, the foundation seeks to improve the quality of life in Central New York. The Allyn Family Foundation is committed to a collaborative partnership with organizations and the community to build a responsible and vibrant Central New York.



Allyn Family
FOUNDATION

Molina Healthcare of New York

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Colleen Schmidt, *President*

5232 Witz Drive, North Syracuse, NY 13212

315-233-7104

Molina Healthcare's mission is to provide quality health care to people receiving government assistance. Medicaid Molina Healthcare contracts with state governments and serves as a health plan, providing a wide range of quality health care services to families and individuals who qualify for government-sponsored programs, including Medicaid and the State Children's Health Insurance Program (SCHIP). Molina Healthcare offers Medicaid plans in California, Florida, Illinois, Michigan, New York, Ohio, Puerto Rico, New Mexico, South Carolina, Texas, Utah, Washington and Wisconsin.



Sturges Electronics, Inc.

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Kim Gessini, *Director, Customer Care*

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315-385-4449

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Upstate Minority Economic Alliance

www.upstatemea.com



Edward Cuello, *President*

115 W. Fayette St., Syracuse, NY 13202

315-470-1975

UMEA is the only chamber of commerce in the Upstate and Central New York region for minority business owners and professionals of color. Its mission is to create greater regional prosperity through economic development and to enhance economic opportunities for minority professionals and business owners.



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Good Morning Downtown Syracuse Progress Breakfast: Spotlight on the Arts

Tuesday, March 14, 8 a.m.

Experience the ways progress is recharging downtown Syracuse's landscape by attending a delicious breakfast in the Persian Terrace of the Marriott Syracuse Downtown. Presented by the Downtown Committee and Eric Mower + Associates, the first Progress Breakfast of 2017 will focus on the arts.

- **Mike Intaglietta**, general manager of the Landmark Theatre, and Stephanie Crockett, president of the Landmark Theatre Board—also of Eric Mower + Associates—will share the theatre's story of resurgence. Guests will hear what's next for the historical treasure as the curtain rises on its next exciting chapter.
- **Carol Eaton**, vice president of marketing for Visit Syracuse, will share new regional branding initiatives and discuss how the arts are boosting new business and tourism in downtown Syracuse, helping the community stand out as a visitor destination.
- **Sean Kirst**, beloved former columnist for The Post-Standard and masterful storyteller, will share his favorite stories highlighting the role the arts have played in shaping downtown's character, culture and charm.

Tickets are on sale now at www.DowntownSyracuse.com/ProgressBreakfast.

Another Progress Breakfast is planned for October. Send topic ideas to mail@downtownsyracuse.com or comment via social media.



Flower Power

In just two months, nearly 350 hanging baskets of purple and pink petunias from Oliver B. Paine Greenhouses—a Downtown Farmers Market vendor—will adorn downtown streets. The beautiful baskets bring a visible sign of vibrancy as summer begins. 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 2017 season. Mail checks to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St., Syracuse, NY, 13202 or pay by credit card at www.downtownsyracuse.com/flowers. In 2016, community support dressed downtown streets with 334 baskets.



Volunteer Opportunities!

Downtown Earth Day Clean-Up

Saturday, April 22, 2017

It's almost time to brighten the entrances to downtown Syracuse and give it a spring cleaning. Individuals, families, groups and companies are invited to get involved. Contact the Downtown Committee at mail@downtownsyracuse.com or 315-422-8284. The Downtown Committee supplies gloves, trash bags, green T-shirts and lunch. Last year, a record 328 volunteers signed up for the annual Earth Day Clean-Up.



edr Companies was one of several organizations represented at the 2016 Earth Day Clean-Up.

Partners in Planting

Combine employee engagement and downtown beautification by joining the Partners in Planting Program. Learn more at www.downtownsyracuse.com/flowers or call 315-422-8284.



Young Leaders United (above left), in partnership with the Pioneer Companies, helped to beautify M. Lemp Park last summer by planting four flower beds at the intersection of Washington and Warren streets. The Bonadio Group brightened Hanover Square with its efforts.



Celebrating Winter and Punxsutawney Phil

Punxsutawney Phil is Visit Syracuse’s new favorite celebrity! In February, the groundhog emerged from the comforts of his burrow to predict six more weeks of winter; a great boost for the new winter campaign.

This year, the region’s largest destination marketing organization proclaimed Syracuse the “Official Home of Winter” due to its designation as the snowiest big city (a population of 100,000 or more) in the United States. To make winter more lucrative during the snowy season, the bureau came up with the marketing strategy to embrace winter and market it not only as a wonderful season, but as a distinct personality. Earlier in the season, a video series was released to introduce Winter and share his story about why he moved to Syracuse.

“For too long, we’ve shied away from a defining aspect of Central New York culture—our oversized winters,” said Visit Syracuse President David Holder. “From this point on, we hide no more. It’s time for us to celebrate winter the same way we live it—with grit and gusto.”

Visit Syracuse Digital Brand Manager Justin Lynch, along with the Break the Ice Media marketing/PR team hired to lead the campaign, made an appearance in Gobbler’s Knob, home to the famous groundhog. They were bundled up, armed with signs, and cheered for an extended season.

“The campaign may seem a little hokey but it’s supposed to be,” Holder said. “Our presence in Punxsutawney drew interest from national media—and that’s what we’re going for. Our goal is to spread awareness about Syracuse and all of the attributes of the destination.”

On Groundhog Day, various members of the team were interviewed by CNN, the Weather Channel, Voice of America and more. They also had several live phone and Skype interviews with local media from Central New York.

The winter campaign includes a local aspect to get the community to rally behind it. A large winter display was installed on the third floor of Destiny USA. The winter wall encourages mall visitors to enter a fun photo contest by posting as one of the six winter characters. When they share their photo on social media, they are encouraged to use the hashtag #OFFICIALHOMEOFWINTER to enter to win one of the weekly prizes.

Although the season is nearing the end, the campaign will continue with guest appearances throughout the year. The Visit Syracuse team is already planning to make it bigger and better next year.



Winter, the official mascot of Syracuse, is on hand to cheer on Punxsutawney Phil as he emerges from his burrow to determine how much longer the season will stick around.



Jim Cantore, the most famous face of the Weather Channel, interviews Winter, the face of Syracuse!



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.

MEMBER ESSENTIALS

VNA Homecare breaks ground on its new operational headquarters on West Genesee Street in Syracuse.

Aurora of CNY announces strategic partnership with **Liberty Resources**. **Liberty Resources** Victims of Violence Program is now called the Help Restore Hope Center.

Excellus BlueCross BlueShield announces research that shows the number of diagnosed cases of cervical cancer in New York state have dropped nearly 40 percent since 1976 and deaths from the disease are down 50 percent.

Barton & Loguidice announces new president and CEO John F. Brusa.



Lockheed Martin Corp. celebrates the manufacture of the 100th unit of its Q053 radar, which pinpoints the source of enemy rockets. U.S. Army and U.S. Navy award **Lockheed Martin** a \$66.3 million contract for a Joint Air-to-Ground Missile program.

Trading card distribution company **TCGplayer** named for the second year in a row as one of the best companies to work for in New York state.

Syracuse University professor Jennifer Stromer-Galley leads multidisciplinary team for 50-month, \$11.5 million contract to develop digital tools for improving reasoning and decision making.

Northland Communications named one of the best companies to work for in New York.

U.S. Army awards \$65 million contract to **SRC Inc.** of Cicero to detect and defeat slow and low-flying drones.

1911 Established, the hard cider and distilled spirits arm of **Beak & Skiff Apple Orchards** in LaFayette announces its newest flavor, Honeycrisp Hard Cider, will be released early this year. 1911 Established, of **Beak & Skiff Apple Orchards**, will partner with United States Beverage to manage sales and distributor relationships for its small batch craft cider brand in the United States. **Empire Brewing Company** and 1911 Established will merge their sales departments to increase visibility and grow the brands.

Loretto announces 20 Medicaid-eligible assisted living program beds at Sedgwick Heights location; it is the largest provider of this type of care in Central New York. Weatherup Anthis, owner of **JWA Construction Management** in DeWitt, meets with President Donald Trump at the White House to discuss regulations on small businesses.

Aquarii Inc., manufacturer of LED lighting, announces worldwide release of the Zino, its third product in a line of programmable LED fixtures.



St. Joseph's Health named one of America's Best Hospitals for Heart Care by the Women's Choice Award.

Saab Defense and Security USA will move its headquarters from Ashburn, Virginia to its office on Enterprise Parkway in DeWitt, bringing 260 jobs to the area.

Oneida Nation makes shared payments to New York state and 10 Central New York counties totaling almost \$62 million.

Cornell University announces \$150 million donation by Fisk Johnson and SC Johnson, which will name the Cornell SC Johnson College of Business.

VIP Structures has hired Ken Osmun of Naperville, Illinois as the next president of construction.

SWBR Architects announces the election of Thomas R. Gears as president of the firm.

Welch Allyn receives \$3.1 million in tax breaks for upcoming expansion in Skaneateles.

Hancock International Airport announces ParkSYR, a pay for parking system that is similar to the New York State EZ Pass.

Morse Manufacturing Co. will move from East Syracuse to Salina to solidify its future.

Wegmans supermarkets lands on the 2017 list of America's Best Grocery Stores. **Wegmans** was ranked No. 2 among the 100 "most visible" companies in the country, according to a new Harris Poll Reputation Quotient study.

Upstate University Hospital opens \$15 million cord blood bank facility on Upstate's Community campus.

Syracuse Media Group changes its name to Advance Media New York.

Pinckney Hugo Group named one of best companies to work for in New York.



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.



Cortland Regional Medical Center, 134 Homer Ave. in Cortland, is recognized for its 125th anniversary.



Peppino's Neapolitan, 409 S. Clinton St. in Syracuse, celebrates its renovations, expansion and new menu items.

Grand Openings

Preventive Esthetics, 5100 W. Genesee St., Camillus
Cups-n-Cakes Bakery/Café, 500 Old Liverpool Road, Liverpool

FreshySites, 108 E. Jefferson St., Syracuse
Segar & Prusinowski, 499 S. Warren St., Syracuse

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.

Altenew, LLC



Altenew firmly believes in sharing happiness and comfort with loved ones through the creative expression of crafting. Altenew knows that personal, delicate touches of a hand-made card or scrapbook page can bring joy to people. They proudly create products that help inspire alluring projects and creations using clear high-quality photopolymer stamps and inks manufactured in the U.S. Altenew serves customers in more than 50 countries.

Nabil Rab
222 Teall Ave.
Syracuse, NY 13210
www.altenew.com
315-478-3639

Burdick Porsche of Syracuse



Burdick Porsche is the right place for people in the market for an exhilarating luxury car that will make a statement wherever they go. Burdick Porsche has a great selection of new Porsche models in Cicero, and welcomes test drives daily. Burdick Porsche also offers great financing options on new and used models, as well as expert service and repairs when needed. See how easy shopping for a new car can be when shopping with Burdick Porsche.

Will Ostrowski
5885 E. Circle Drive
Cicero, NY 13039
www.driversvillage.com
315-233-5386

California Closets

California Closets of Syracuse can transform any storage space in the home or office by maximizing its hidden potential. California Closets collaborates with its clients to create a personalized design, tailored to their needs, style and budget. Call, click or stop by to learn more.

Patti Muller
3210 Erie Blvd. East
DeWitt, NY 13214
www.californiaclosets.com/syracuse
315-701-4382

Community Options New York, Inc. - Syracuse

Community Options New York, Inc. was established in Syracuse in 2000 to provide habilitative support to individuals with traumatic brain injury and other developmental disabilities. Services include: service coordination, community-based day services, in-home and community-based residential services, supported employment and more.

Cynthia Barnaby
216 W. Manlius St.
East Syracuse, NY 13057
www.comop.org
315-431-9859

Imajion

We are a virtual reality (VR) tech company that provides a technology solution suite for businesses in the realm of real estate. Imajion specializes in project manager 360-degree tours for construction companies, drone footage and spatial mapping, BIM to VR conversion and residential and commercial VR tours. Giving back is essential to its culture as they seek to collaborate with non-profits and the community to assist with promoting their services using virtual reality.

Charles Preuss
The Tech Garden
Syracuse, NY 13202
www.imajion.com
315-317-6174

Maguire Nissan of Syracuse



The Maguire family of dealerships is a local family owned car dealership dedicated to the community and the environment. The first dealership opened in 1977 in Trumansburg, NY. Maguire now has 10 locations with 18 different automotive brands, including dealerships in Ithaca, Trumansburg, Watkins Glen and Syracuse.

Frank Vanderpool
716 W. Genesee St.
Syracuse, NY 13204
www.maguirenissanofsyracuse.com
315-802-4432

Syracuse City School District



The Syracuse City School District educates more than 21,000 students each day, from pre-kindergarten through 12th grade. The district's mission is to build, support and sustain school communities that provide all students with a high-quality education that prepares them to graduate as responsible, active citizens ready for success in college and careers and prepared to compete in a global economy.

Jaime Alicea
725 Harrison St.
Syracuse, NY 13210
www.syracuecityschools.com
315-435-4161

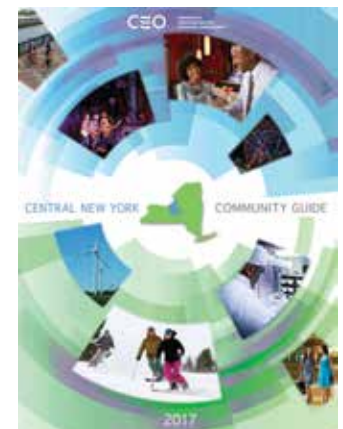
NOW AVAILABLE: 2017 CENTRAL NEW YORK COMMUNITY GUIDE

CenterState CEO has released its *2017 Central New York Community Guide*.

The *Community Guide* is a four-color magazine that conveys up-to-date information about housing, education, health care, transportation, business and leisure activities in Syracuse and Central New York. This annual publication is a resource for members to aid in recruitment efforts and as a tool in CenterState CEO's economic development efforts. It's an excellent promotional piece for individuals and companies considering relocation to the region.

The publication is mailed to CenterState CEO and SyracuseFirst members. Additional copies can be purchased by calling 315-470-1800. The *Community Guide* can also be viewed and downloaded from the CenterState CEO website at www.centerstateceo.com/publications.

Businesses interested in advertising in next year's *Community Guide* are invited to contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com.



EVENTS

CenterState CEO Annual Meeting

Thursday, April 27, 2017

11:30 a.m. registration; 12 to 1:30 p.m. program
Nicholas J. Pirro Convention Center at Oncenter
800 S. State St., Syracuse

Register by April 20 at
www.centerstateceo.com/events
or contact Lisa Metot at 315-470-1870 or
lmotot@centerstateceo.com.

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

Business with 1-50 Employees

Business with more than 50 Employees

Community Involvement

Nonprofit Agency

Minority Owned Business

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



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Register online at www.centerstateceo.com/events

Implementing New Minimum Wage Standards at Your Business, March 1

8:30 to 9:30 a.m.

The Tech Garden, 235 Harrison St., Syracuse

Plan ahead for New York's multi-year phase-in to a \$15-statewide minimum wage. Phase one went into effect on December 31, 2016, bringing the minimum wage in Upstate New York to \$9.70 per hour.

Maura McCann, director of labor standards for the NYS Department of Labor, will lead a minimum wage regulation training session to help you identify pay rates for your employees. Q&A to follow.

Cost: \$10 for members; \$20 for non-members. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



Creating a Magnetic Brand as a Professional Speaker, presented by Arel Moodie, March 7

8:30 to 10 a.m.

The Tech Garden, 235 Harrison St., Syracuse

Learn how to create a magnetic brand as a professional speaker that attracts clients to hire; how speakers often repel potential clients without even knowing it (and how to fix this); how to position yourself as the perfect solution to clients' most pressing problems, so that they want to work with your business; and the client attraction elements to start booking presentations.

Cost: \$20 for members and \$30 for non-members. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.

Good Morning Downtown Syracuse Breakfast, March 14

8 to 9:30 a.m.

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

Learn about the status of downtown Syracuse at the first Progress Breakfast of 2017, presented by Eric Mower + Associates and the Downtown Committee of Syracuse. Featured speakers include: Mike Intaglietta and Stephanie Crockett representing the Landmark Theatre; Carol Eaton of Visit Syracuse; and Sean Kirst, former columnist and masterful storyteller. See page 10 for details.

Cost: \$25; \$200 for a table for eight. Contact Kris Sherlock at 315-470-1952 or ksherlock@downtownsyracuse.com.



Speed Networking, March 22

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

TERACAI, 217 Lawrence Road E., North Syracuse

Bring your business cards and be prepared to engage in small group dialogue while building relationships with other CenterState CEO members. There is time for informal networking and sharing your one- to two-minute pitch. Space is limited; please pre-register. The food sponsor is Peppino's.

Cost: \$15 members; \$25 non-members. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



CEO Talks: Examining Regulatory Impacts on Your Business, March 29

8:30 to 9:30 a.m.

The Tech Garden, 235 Harrison St., Syracuse

Take part in a meaningful discussion on legislative, policy and regulatory issues impacting businesses in Central New York, and examine the results of a recent member survey on proposed federal regulatory changes. CEO Talks is a CenterState CEO member-only series focused on strategic initiatives that impact regional businesses. Seating is limited to 20 attendees.

Cost: Free for members; \$25 for non-members; registration required. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



CNYIBA – Doing Business in Canada – Moving People and Product, April 12

8:30 to 11 a.m.

Syracuse Center of Excellence, 727 E. Washington St., Syracuse

This program helps U.S. companies strengthen the skills necessary to effectively do business in Canada. Topics include: finding qualified partners in Canada; the advantage of the non-resident importer program; goods and services tax; and sending your employees into Canada – requirements for temporary workers.

Cost: \$25 for CNYIBA members; \$45 for non-members. Both prices include continental breakfast. Contact Kathy Hallahan at 315-470-1948 or khalahan@centerstateceo.com.



EXPLORE SHADES OF IRELAND THIS SEPTEMBER

CenterState CEO presents Shades of Ireland, featuring Northern Ireland. This journey will take place September 5 to 17, 2017. Highlights include Dublin, Kilkenny, Waterford Crystal, Blarney Castle, Killarney, Ring of Kerry, Limerick, Cliffs of Moher, Galway, Donegal Town, Derry, Giant's Causeway, Glens of Antrim and Belfast. Per person rates: \$4,149 (double) and \$4,649 (single). If booked before March 5, 2017 this price includes a \$100 air booking bonus. Price includes round-trip airfare from Syracuse Hancock International Airport, air taxes, airport-hotel transfers, tour manager and 17 meals.



Giant's Causeway, Northern Ireland

DISCOVER ICELAND'S MAGICAL NORTHERN LIGHTS IN 2018, INFO MEETING APRIL 13

Discover Iceland's Magical Northern Lights with CenterState CEO, February 20 to 26, 2018. Highlights include Reykjavik, Northern Lights Cruise, Golden Circle, Thingvellir National Park, Geysir, Gullfoss, Seljalandsfoss, Vik, Eyjafjallajokull Volcano Visitor Center, Skogar Museum, Skogafoss, Jokulsarlon Glacial Lagoon, Skaftafell National Park, Vatnajokull Glacier and Blue Lagoon. Per person rates: \$3,429 (double) and \$3,929 (single). Price includes a \$200 air booking bonus (if booked by August 20, 2017), round-trip airfare from Syracuse Hancock International Airport, air taxes, airport-hotel transfers, tour manager and 10 meals.



Jokulsarlon Glacial Lagoon, Iceland



TRAVEL PRESENTATION: ICELAND – APRIL 13

Join CenterState CEO for a travel presentation on Iceland at 5:30 p.m. on April 13 at the Maplewood Suites Extended Stay, 400 Seventh North St., Liverpool, to learn more. RSVP to 315-701-2648 or jlombardi@nyaaa.com. The presentation is free to attend.

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.

75 YEARS

Bill Rapp Superstore

35 YEARS

Dairy Farmers of America, Inc.

Instant Delivery, Inc.

Edward Schalk & Son, Inc.

30 YEARS

Widewaters Group, Inc.

The Murdock Group

25 YEARS

The McKenzie Institute, USA

20 YEARS

Harris Beach PLLC

10 YEARS

Finger Lakes Railway Corp.

Primerica Financial Services

Patricia Electric

Voss Signs, LLC

QPK Design, LLP

5 YEARS

Kasson Place

KinaneCo Printing Co.

Operation Oswego County, Inc.

DJB Associates, LLC

Johnson Brothers Lumber Co.

The Hanover Insurance Group

Nagle Athletic Surfaces, Inc.

Bliss Bridal & Formal Wear, Inc.

CNY & Syracuse FunFlicks

CEO ESSENTIALS

HOW WILL YOU TRANSFORM THIS YEAR?

ORGANIZATIONAL CHANGE

Customized services to create a holistic and transformative program to catalyze all aspects of an organization's performance.

LEADERSHIP DEVELOPMENT

Programs that inspire action, help transform thinking and decision-making, and tools to help leaders create lasting change.

TEAM PERFORMANCE

Training and insight to improve communication, build trust, create alignment and achieve lasting, improved performance and results.

PROFESSIONAL COACHING

Move to the next level. Discover and refine your core competencies with guidance from trusted, experienced advisor.

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MARCH 22ND & 23RD
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