

UP START KICKS OFF RELAUNCH WITH NEW TRAINING PROGRAM



3
The Germinator: Three Startups Awarded \$150,000

Up Start, CenterState CEO's unique business and neighborhood development program to empower urban and minority entrepreneurs to start businesses, has adapted a national model to scale its pilot. The program brings together new collaborators and more comprehensive and innovative components to serve a greater number of aspiring and existing business owners.

The relaunched Up Start program includes a new training component, **Start It!**, which began in April welcoming 15 aspiring entrepreneurs to The Tech Garden for 12 weekly sessions. Participants will learn the essentials of starting a business such as creating a business plan, learning operations and accounting skills, marketing and customer acquisitions.

Up Start helps develop businesses within low-income neighborhoods and underrepresented communities, and brings together the collective resources of existing business organizations and community partners, including the Upstate Minority Economic Alliance, Cooperative Federal Credit Union, Home HeadQuarters and others. It also bridges the work of CenterState CEO's Economic Inclusion and Innovation and Entrepreneurship portfolios to reach an even broader group of entrepreneurs.

Up Start helped establish 13 businesses in its pilot phase, including Aloha Japanese Bento Express restaurant and That's What's Up food truck, both based in Syracuse. Up Start is poised for further expansion in 2016, and is supported by the Onondaga Civic Development Corporation, Bank of America and the City of Syracuse.

To learn more about Up Start, contact Dan Cowen, at dcowen@centerstateceo.com.



Entrepreneur Curtis Washington successfully completed the Up Start pilot program to launch his That's What's Up food truck and catering business. Look for his "comfort food with a twist" around Syracuse this summer.

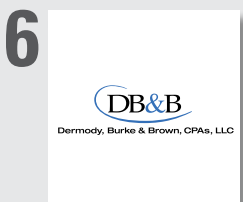


5
Two New Trips: Canada and Peru

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Zaw Thin Nyein (third from right) opened Aloha Japanese Bento Express restaurant in downtown Syracuse in 2015, after having received support, training and mentorship through Up Start.



6
New Investor Focus



18
CenterState CEO Events

CENTERSTATE CEO CLAMBAKE, AUGUST 4

Hinerwadel's Grove
5300 W. Taft Road, North Syracuse
4 to 8 p.m. | See page 18 for details.

PRESENTED BY:

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GOVERNMENT RELATIONS

Highlights of the New York State 2016-17 Enacted Budget

Tourism



- The iconic I Love New York marketing campaign receives \$50 million to keep growing this important sector of the state’s economy, which supports more than 883,000 jobs and contributed a state-wide economic impact of \$100 billion as of 2015.
 - Matching fund grants for tourism regions increased by \$500,000 to \$4.3 million.
- The Market NY campaign has \$13 million in new competitive funding for regional tourism marketing plans.
- The Taste NY campaign, which promotes locally grown or produced food products using a strategy that combines development of retail venues with marketing and branding, received \$1.1 million. New York will be opening retail stores, carts and next-generation vending machines to sell these products, free of sales tax, in high-traffic rest areas, train stations and airports throughout New York.

Empire State Development

- The new budget funds a sixth round for the state’s Regional Economic Development Council competition at \$750 million.
- The budget includes \$100 million for a new Downtown Revitalization Initiative to fund transformative economic development, transportation and community projects designed to attract and retain residents, visitors and businesses. One community in each of the 10 economic development regions will be selected in a competitive proposal process.
- Unallocated Excelsior credits as of 12/31/24 have been extended through 12/31/29.

CENTRO

- CENTRO will receive \$32.6 million as part of an overall increase in Upstate transit funding. However, a proposed new Upstate transit funding formula based on a percentage of the state’s sales tax was not enacted.

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

Consensus: We Heard You

The comments are in – from more than 2,500 people at more than 60 meetings. The commission is reviewing the feedback and preparing a full report to be released late this spring. Consensus will return to the community to share its full report and encourage elected leaders to take action on recommendations that will help to modernize local government services, making them as effective and efficient as possible. Learn more at www.consensuscomment.com.



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THE GERMINATOR: THREE STARTUPS AWARDED \$150,000

CenterState CEO has announced three teams that will advance in The Germinator, the region's most comprehensive business competition. Five startups pitched their business ideas and progress to judges in the second of four "Greenhouse Demo Days." After the judges deliberated, the three teams to move forward in the competition are:

Euphony Inc., specializing in natural-sounding text-to-speech synthesis software, and applying their technologies to speech therapy applications and speech simulation.

Life Source Health, Inc., a company that offers real time vital health information to emergency responders in order to better assist them in saving patients.

Voss Vertical, a company creating new technology that expands the distance and endurance of unmanned aerial systems.

Teams will each receive \$50,000 in funding and ongoing mentorship. The Germinator awards startups funding every six months over the course of two years. Ultimately, one winner will receive a grand prize of \$100,000, for a total of \$250,000 in investments during the program. In addition to funding, teams receive training on marketing, intellectual property, sales, financing and fundraising. Participants also have access to software developers in The DevBox that can assist in building software, application and other digital products.

Teams compete every six months in Greenhouse Demo Days where judges and sponsors rate their progress and potential for success. Teams are then chosen to earn additional funding and continue through to the next round of the competition.

Special thanks to Greenhouse round 2 judges: Brian Anderson, lead economic developer CEcD, National Grid; Ryan Garver, senior vice president of engineering, Terakeet Corporation; Tim McDevitt, vice president, M&T Bank; and David Montanaro, president and founder, Strategic Advisory Associates.

Sarita's and Volu, Inc., the teams eliminated from the competition in this round, are now eligible to compete for a \$50,000 "Best of the Rest" investment during the final Greenhouse with three other eliminated teams. Eliminated teams receive space and access to The Tech Garden services until the end of the competition.

Germinator is presented by National Grid and supported by lead sponsors M&T Bank and CenterState CEO, as well as Hancock Estabrook LLP; CPS Recruitment, Inc.; Fust Charles Chambers LLP; Pathfinder Bank; and TERACAI. To learn more about The Germinator, visit www.thegerminator.net.



The Germinator



Fuz Fuller, president of Euphony, presents his business's text-to-speech technology at The Germinator's Greenhouse Demo Days at The Tech Garden.

GRANTS UP TO \$25,000 AVAILABLE TO EXPORTERS

The Central New York International Business Alliance (CNYIBA) can assist businesses in obtaining Global NY grants of up to \$25,000 a year to drive export growth. In addition, loan guarantees up to \$500,000 for exporters are also available. If your business is in distilled or fermented beverages, there are also interest-free loans available for your export projects, up to \$50,000 per year.

The CNYIBA assists regional exporters with an array of support services and resources. Whether it's finding your company new buyers, dealing with distribution strategies, pricing issues, being paid, export documentation, compliance challenges, logistics, foreign exchange, building a focused export plan or any other export challenge, the CNYIBA can help.

For more information check out "Help and Resources" at www.cnyiba.net and select "Global NY Grants and Loans." Or contact the CNYIBA at 315-470-1800 or info@cnyiba.net.



SYRACUSE COWORKS TRIPLES MEMBERSHIP, CELEBRATES ANNIVERSARY

Syracuse CoWorks recently celebrated the one-year anniversary of its move to the CommonSpace building at 201 E. Jefferson St. Its move to larger and enhanced space has been met with strong support from the business community, with membership more than tripling in the past year. CoWorks offers the region's independent workers, entrepreneurs and freelancers a collaborative and affordable place to work, with perks like free WiFi and coffee. Its goal is to encourage organic collaboration between businesses and to inspire coworkers to be more creative.

Syracuse CoWorks, which is supported in part by Harris Beach, Onondaga County, Pathfinder Bank, the Gifford Foundation, National Grid and the Community Foundation, was originally founded as a partnership of 40 Below and CenterState CEO, and was incubated in The Tech Garden.

CoWorks has also launched a number of programs and events to encourage the growth of local entrepreneurship networks. CoWorks hosts the local chapter of 1 Million Cups at 9 a.m. every Wednesday where local entrepreneurs explain their business or start-up concept to 30 to 40 attendees who provide advice and feedback. The space is also host to a number of coding, hacking, meet-up and networking events. With the recent relocation of SALT Makerspace into the facility, CoWorks even has on-site 3D printing and laser cutting.

For more information on Syracuse CoWorks visit www.syracusecoworks.com or check them out in person—each Wednesday is free coworking day when anyone can come and work in the space all day at no charge.



Syracuse CoWorks continues to expand the local entrepreneurship network by offering professional and creative workspace out of the CommonSpace building, 201 E. Jefferson St., where it has been located for one year.

VOLUNTARY BENEFIT INSURANCE GIVES EMPLOYEES OPTIONS TO FILL COVERAGE GAPS

Today's employees have a wide variety of career, financial, lifestyle, family and medical needs. In such a vast landscape, it is nearly impossible for basic medical insurance to meet the requirements of every employee. Voluntary benefits can offer employees a way to customize a benefits package.

Voluntary benefit insurance products allow employees to add to existing plans to cover any gaps that may exist. These benefits are offered by employers, but are typically paid for by the employee through payroll deferral.

Traditional benefits include life insurance, vision, dental, disability, cancer and critical illness, as well as accident insurance. Employers are also offering non-traditional benefits such as financial planning, career development and online education.

Employees enjoy these benefits because of the flexibility and peace of mind they provide, but there are also many ways that voluntary benefits can be an asset to employers.

According to the 2015 Aflac Workforces Report, 88 percent of

surveyed employees view voluntary benefits as an important aspect of a comprehensive benefits package. Offering benefits employees want helps attract top-level talent and keep current employees happy and loyal.

Voluntary benefits allow employees to feel more secure about their financial future, allowing employees to be less distracted by money worries and more focused on their work.

Voluntary benefits are cost effective for the employee and the employer. These offerings are typically affordable and since these benefits are mostly or completely paid for by the employee, a business can maintain the competitiveness of its benefits package while adding little to no cost.

Learn more about how voluntary benefits can enhance your current benefits package and create happier and more productive employees. **Contact Benefit Specialists of NY at 315-470-1930 or visit www.benefitspecialistsny.com.**

CANADA'S WINTER WONDERLAND NOVEMBER 10 TO 16

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

Eight meals are included, including an authentic "First Nations" dinner in Jasper. Warm up by the fire while you sip hot cocoa and roast marshmallows in Banff after your horse-drawn sleigh ride. Per-person rates are \$2,959 (double) and \$3,459 (single) if booked by May 10 (price increases by \$100 after May 10). AAA members receive an additional \$50 off per person. Learn more at www.centerstateceotravel.com.



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

PERU: ANCIENT LAND OF MYSTERIES FEBRUARY 11 TO 20

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



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

Travel Presentations

Monday, May 2 – Canada

Monday, May 23 – Peru

Comfort Inn & Suites

6701 Buckley Road, North Syracuse • 5:30 p.m.

RSVP to Jennie Lombardi at 315-701-2648

or jlombardi@nyaaa.com.



Space is still available to travel to Cuba, September 15 to 23. Contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com for additional details.

2016 NYtech SUMMIT SAVE THE DATE **JUNE 8-10**
TURNING STONE RESORT & CASINO | VERONA, NY

the Northeast's premier business-driven technology event!

Register today: www.nytechsummit.com [in](#) [t](#) [w](#) [f](#) [y](#)

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.

Huhtamaki, Inc.

www.huhtamaki.com



Mark Southwick, Plant Manager

100 State St., Fulton, NY 13069

315-593-5311

At Huhtamaki, we're global specialists in packaging for food and drink, dedicated to making every consumer experience enjoyable, consistent and safe. We understand packaging is about more than just what goes around a product. It's about building brands, protecting reputation, and opening up new opportunities in new markets. That's why we're on hand, around the world, working as long-term partners to our customers as they develop and grow. Wherever we are, we adapt and deliver packaging that meets local demands. We work efficiently and with respect for the world around us, demonstrating our values every day – always providing quality products with reliable service

JPMorgan Chase Bank

www.chase.com



William Dehmer, Managing Director & Region Manager

Upstate New York, 1 South Clinton Ave., Suite 700, Rochester, NY 14604

585-797-2854

Chase Commercial Banking serves clients nationwide including corporations, municipalities, financial institutions and not-for-profit entities with annual revenue generally ranging from \$20 million to \$2 billion, and provides financing to real estate investors and owners. With offices in 33 states plus Washington, DC, and a coverage model that expands internationally, Chase Commercial Banking provides clients access to dependable local banking solutions and global financial capabilities. By partnering with the firm's other businesses, Chase Commercial Banking provides a variety of comprehensive solutions to meet our clients' domestic and international financial needs.

NewsChannel 9 WSYR-TV

www.LocalSYR.com



Bill Evans, Vice President & General Manager

5904 Bridge St., East Syracuse, NY 13057

315-446-9999

WSYR-TV has been affiliated with the ABC Television Network since signing on in 1962. In addition, WSYR 9.2 carries MeTV and WSYR 9.3 features Bounce TV. WSYR-TV produces more than six hours of top-rated local news programming each weekday, including The Morning News, NewsChannel 9 at Noon, First at Four, 5:00, 5:30 & 6 p.m. News and NewsChannel 9 Eleven @ 11, plus NewsChannel 9 at 10 on WSYR 9.2. WSYR also produces a live morning talk/entertainment show, Bridge Street, plus Weekly Syracuse University sports programming and "Newsmakers with Dan Cummings." NewsChannel 9's internet site, LocalSYR.com, is among the most-visited television websites in the USA, offering updated news and information around the clock.

SEFCU

www.SEFCU.com



Gary Young, Chief Banking Officer

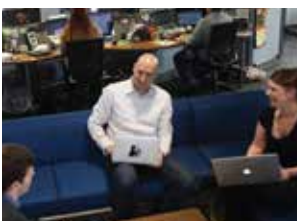
700 Patroon Creek Boulevard, Albany, NY 12206

518-464-5270

SEFCU is one of the 50 largest credit unions in the U.S. with more than \$3 billion in assets, 47 branches, and more than 300,000 members in the Capital Region, Binghamton, Syracuse and Buffalo. In addition to standard deposit and loan products, SEFCU offers 24-hour banking by Internet, Text Banking and iPhone®, iPad®, Android®, and Kindle Fire® apps, electronic bill payment, eStatements, and eNotices. SEFCU has two wholly-owned subsidiaries, SEFCU Insurance Agency, which provides auto, life, long-term care and business insurance, and SEFCU Mortgage Services which offers fixed-rate mortgage, FHA loans and Reverse Mortgages.

TCGplayer.com

www.tcgplayer.com



Chedy Hampson, Chief Executive Officer

109 South Warren St., Suite 1020, Syracuse, NY 13202

315-416-9881

TCGplayer is a fast growing e-commerce marketplace for buyers and sellers of collectible items. Founded in 2006, we are the stock market of collectible card games. TCGplayer.com hosts real-time pricing information and executes thousands of daily transactions for a multibillion dollar industry with more than 50 million players. We sell and ship tens of thousands of cards daily.



“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

Celebrate 10 years of Residential Growth and Progress on May 21

This month, the Downtown Committee is opening the doors to the most talked about NEW examples of urban living. Come see how these never-before-seen apartments and condos blend history with modern amenities. Plus, for the first time, the Downtown Committee is introducing two bonus stops.



Tour Stops:

- 1 **Headquarters**, 110 Walton St.
- 2 **The 214**, 214 W. Jefferson St.
- 3 **Marriott Syracuse Downtown** (Hotel Syracuse), 500 S. Warren St.
- 4 **Common Space**, 201 E. Jefferson St.
- 5 **Icon Tower**, 344 S. Warren St. *Grand Opening in 2017
- 6 **Salina Place**, 205 S. Salina St.
- 7 **One Clinton Square**, 1 Clinton Square
- 8 **Herald Commons**, 210 Herald Place
Official Tour Rest Stop
*Grand Opening in December, 2016!
- 9 **The Amos**, 208 W. Water St.

Bonus Stops – just outside downtown's borders:

- 10 **538 Erie**, 538 Erie Blvd. W.
- 11 **Fayette Place**, 712 E. Fayette St.

To reserve a ticket, visit www.downtownsyracuse.com/downtownlivingtour or call (315) 422-8284.

Fun Fact: In 2006, about 2,200 people lived in Downtown Syracuse. In 2016, more than 3,250 people call downtown home.

Downtown Blossoms

Later this month, Downtown Syracuse will bloom in purple and pink. A record number of hanging flower baskets (355!) adorned with petunias from Oliver B. Paine Greenhouses – a Downtown Farmers Market vendor – will dress downtown’s streets 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>.



Save the Date: Downtown Farmers Market Returns Next Month!

The Downtown Farmers Market returns for its 44th season on Tuesday, June 14. Every Tuesday rain or shine through October 11, look for dozens of the region’s best farmers and produce dealers at Clinton Square. The Downtown Committee looks forward to the return of the cooking demonstrations by the Food Bank of Central New York to show visitors how to prepare their fresh market purchases, as well as a continued partnership with the Onondaga County Public Library. To keep up with the latest market happenings, email mail@downtownsyracuse.com and sign up to receive the Downtown Farmers Market newsletter.



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**.



CENTERSTATE CEO ECONOMIC CHAMPION

Creole Soule Café

After one successful year in business, Creole Soule Café has opened a new restaurant, added a food cart and plans to open another location in 2017. Recent expansions will double the company’s workforce to 12 and owners Darren and Vinita Chavis hope to employ 20 people by early next year.

The New Orleans natives brought their love of Louisiana cuisine to Creole Soule Café, which has been located at 128 E. Jefferson St., Syracuse since last May. The menu boasts traditional New Orleans dishes such as seafood gumbo, jambalaya and red beans and rice. Creole Soule Café’s second location opened in ShoppingTown Mall in April and owners plan to open a third location in Fayetteville or Cicero next year. The ShoppingTown location is both a storefront with available curbside pickup and offers catering services. The addition of a food cart will bring Creole Soule Café’s dishes to new customers at local festivals and expand the restaurant’s visibility.

Creole Soul received the NAACP Youth College Division Image Award for Small Business in 2015 and also won first prize in the Winterfest Sandwich Stroll.

The restaurant is popular among those who like something spicy: “If your nose ain’t runnin, you ain’t eatin’.” But they are quick to point out that Creole Soule Café has a little something for everyone: “Although Louisiana is known for bringing the heat, it’s just as much about bringing the flavor. So if you can’t take the heat, it’s OK, we’ve got something here for you, too!”



Vinita and Darren Chavis, owners of Creole Soule Café, show off some of their Nawlins’ specialties.

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.

SKILLSUSA Celebrates 50TH YEAR

Join Visit Syracuse in congratulating The New York Association of SkillsUSA on its 50th conference! The student vocational conference returned to Syracuse in April, to host the New York State Leadership Conference and Skills Championships – contributing an estimated \$2.8 million to the local economy.

“SkillsUSA New York is thrilled to celebrate our 50th Anniversary in Syracuse,” said Skills Conference Coordinator Katrina Fiorenza. “Syracuse has been the host to our spring conference for almost 20 years now, so it feels like home.”

“We are thrilled to celebrate this major milestone with SkillsUSA,” said Visit Syracuse Vice President of Sales and Services Tracey Burkey. “We see it as a wonderful accomplishment to have such a major conference return for almost two decades. Thank you, Skills USA New York, for the confidence you’ve entrusted not only in our Visit Syracuse team, but our Syracuse destination partners as well.”

During the conference, more than 2,400 students from 83 trade

and technical schools in New York competed in 81 trade and leadership contests.

Students and their advisors joined more than 1,000 industry and education partners from across New York state participating as

industry advisory members, contest chairs and judges for the skills contests. The skill contests included automotive technology, auto collision repair, carpentry, cosmetology, culinary arts, electronics repair and health care. Students also competed in public speaking, job demonstrations, job interviews and other contests related to their course of study.



Parlez Vous Francais?

Author and travel writer Marie-France Bornais, of Montreal, took her admiration of the Salt City and featured it in her new book, “Escapades Americaines” (American Getaways). Her book offers great tips for Canadian travelers planning a trip to Upstate New York or Vermont.

The Syracuse inclusion is the result of Visit Syracuse’s participation in the Finger Lakes regional public relations program. Digital Brand Manager Justin Lynch hosted Bornais in early 2015. Soon after, Bornais wrote an article about Syracuse’s St. Patrick’s Day celebrations and later included Syracuse in an article about road trips in the eastern United States, both of which were featured in Montreal’s largest newspaper (in French), Le Journal de Montreal.

Bornais’ Syracuse mentions fall in line with Visit Syracuse’s mission to strengthen the positive awareness of the city of Syracuse and Onondaga County as a convention and visitor destination.

Sweet Adelines - Lake Ontario Region 16 Convention



Nearly 1,000 women participate in the mass sing on the steps of the Onondaga County Courthouse.

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.

Hack Upstate VII

Hack Upstate VII was held April 9 and 10 at The Tech Garden. The event brought together more than 200 talented Upstate New York STEM students, practitioners and hobbyists to collaborate and learn.

The Grand Prize was awarded to VoteFor, a civic application with nearly a dozen interfaces to make voting easier by allowing users to effortlessly identify nearby polling locations. The First Runner-Up Prize went to the mobile app, Beacon, which allows users to light “beacons” and set impromptu meeting spots so friends can be notified, attend and meet up.

Judges were respected industry hackers: Tom Tongue, executive director, Tech Valley Center of Gravity; David Brenner and Oscar Pedroso, founders, Thimble; and Marcello Pratico, engineering manager, ATTN:. Prizes were technology products from Amazon and Sentry.

Hack Upstate facilitates collaboration among the greater Upstate New York technology community, through programs such as hackathons, web and mobile development classes and lectures. It was sponsored by CenterState CEO and The Tech Garden and organized by The Tech Garden’s Hacker-in-Residence Doug Crescenzi.

Check out Hack Assist at <https://hackassist.com/hackathons/hack-upstate-vii/projects> to learn more about the winners and all 14 projects.

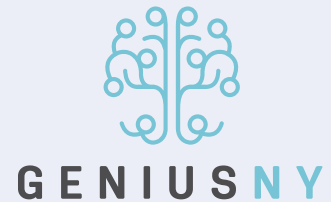


Peter Smith (left), Peter Vaillancourt (center) and Ryan Gaus, of VoteFor, grand prize winner of Hack Upstate VII.

Get Your Best Business Ideas Ready!

The application period to the Genius NY (Growing ENTrepreneurs & Innovators in UpState New York) business competition will open later this month, with a focus on unmanned systems and data platforms. The competition will create a world-class acceleration experience for high-quality startups. With **\$2 million in prize money**, Genius NY is among the largest competitions of its kind in the country, and is open to candidates from Central New York and around the globe.

For more information, contact Rick Clonan, VP of Innovation and Entrepreneurship at rclonan@centerstateceo.com.



MEMBER MILESTONES

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

60 YEARS

Genesee Grande Hotel

30 YEARS

Meals on Wheels of Syracuse New York, Inc.

15 YEARS

Countryside Federal Credit Union

Gannon’s Ice Cream Inc.

10 YEARS

Holiday Inn Express Airport

Open Atelier Architects

Peppino’s Restaurant & Catering Company

Price Chopper/Golub Corporation

5 YEARS

CTK Conference Center

Cafe Kubal

Holmes, King, Kallquist & Associates

IMR Test Labs

LPCiminelli Inc.

Syracuse IMG Sports Marketing

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.

Advanced Automation Corporation



Advanced Automation Corporation's mission is to be an expert provider of systems engineering services, products and training to government organizations and contractors within the defense and aerospace industries. Advanced Automation Corporation seeks to be recognized as the best small business provider of these services and products, for the complete product/program life cycle. AAC recognizes that a customer's efforts must benefit the Warfighter and the mission. Toward that end, AAC personnel will always represent themselves and the company with integrity, high standards for professionalism, and an eager desire to help customers succeed in securing the national defense.

Robert Clancy
Mill Pond Landing
Syracuse, NY 13202 315-336-2071
www.aac-usa.com

Aloft Syracuse Inner Harbor



Opening June 7, the Aloft Syracuse Inner Harbor is an always-happening hotel that's close to the water as well as downtown, museums, shopping, colleges and universities, and the airport. Energy flows and personalities mingle in a setting that combines urban-influenced design, accessible technology, and a fantastic social scene. The Aloft Syracuse Inner Harbor is the perfect spot for your next meeting with 690 square feet of meeting space, high quality A/V equipment and plenty of parking.

Michael Fults
310 W. Kirkpatrick St.
Syracuse, NY 13204 315-422-1700
www.aloftsyracuseinnerharbor.com

Apizza Regionale



Inspired by the Italian approach to regional cooking and seasonality, Apizza Regionale sources ingredients from regional growers and producers in New York state, Italy and surrounding areas. The restaurant's specialty is a relationship of Naples and NY-style pizza made in a handmade wood-fired oven from Naples, Italy. Seasonal sides available; sausage and mozzarella made in-house daily. Full bar carries hand-crafted cocktails, regional beers and dynamic wines.

Paul Messina
260 W. Genesee St.
Syracuse, NY 13202
www.apizzaregionale.com

Armory5, Inc.



Armory5 is born out of experienced technicians, C-level business consultants and unmatched customer service allowing your organization a strategic IT partnership with a company you can trust. Armory5's IT services include strategic planning, outsourced CIO, consulting, managed services, IT infrastructure and centralized support through a help desk. The company also offers business consulting and digital marketing services including content marketing, website CMS, SMO, social media management and SEO assistance.

Mary Manning
324 W. Water St., Suite 120
Syracuse, NY 13202 315-329-5200
www.armory5.com

BXI Consultants, Inc.

Buffalo Xerographix, serving the copying, printing and computing needs of Western New York businesses since 1993 and is a minority-woman-owned business. BXI Consultants specialize in assisting businesses manage documents and information. BXI entered the Syracuse and Rochester market in 2014.

Nick Mallaro
6117 Jemola Runne
Cicero, NY 13039 315-802-4363
www.bxiconsultants.com

Brown Sharlow Duke & Fogel, P.C.



Brown Sharlow Duke & Fogel, P.C. (BSDF) is a law firm with offices in Syracuse, Monticello and New York City dedicated to providing focused and practical legal advice to clients in the areas of environmental law, land use, zoning and development, mining and litigation. The firm's mission is to provide quality legal services and achieve results for clients.

Michael Fogel
100 Madison St., Suite 1820
Syracuse, NY 13202 315-399-4343
www.bsdfllaw.com

Anthony Matrone - Colonial Voluntary Benefits

Colonial Voluntary Benefits provides essential, affordable supplemental insurance products for employees at no cost to the employer.

Anthony Matrone
231 Salina Meadows Parkway, Suite 175
Syracuse, NY 13212 315-345-8695
www.coloniallife.com

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Joanne Stewart
274 N. Goodman St., Suite B260
Rochester, NY 14607 855-271-0040
www.edrdpc.com

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www.escapetheestate.com

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Michael Parsons
4451 Commercial Drive
New Hartford, NY 13413 315-272-1403
www.fsource.org

Hill Insurance Service - Destiny USA



Hill Insurance Service is an independent life and health insurance agency, specializing in individual and employer group health insurance, Medicare plans, life insurance, final expense plans, dental, vision and Teladoc plans. Hill Insurance Service's latest product offering is a home care services plan that can help folks live at home longer before needing to move to an assisted care facility. Hill Insurance helps folks understand their options before and after they enroll in a plan. Hill educates clients and prospects through the process of obtaining and using insurance.

Tom Hill
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Syracuse, NY 13204 315-299-8111
www.hillinsurancellc.com

Hill Insurance Service - Great Northern Mall

4155 State Route 31
Clay, NY 13041 315-299-8111
www.hillinsurancellc.com

Hill Insurance Service - Shoppingtown Mall

3649 Erie Blvd. E. #D205
DeWitt, NY 13214 315-299-8111
www.hillinsurancellc.com

Library Lounge



Indulge in creative cocktails in an intimate setting at the Library Lounge, open from mid-afternoon to late evening. The bar offers game tables, plasma TVs and a light menu.

Mike Cotanch
701 E. Genesee St.
Syracuse, NY 13210 315-703-1900
www.cpsyracuse.com

Metro Fitness Club



Metro Fitness Club is an executive training facility. Its mission is to improve the lives of members by providing a broad range of lifestyle-enhancing services in an atmosphere of comfort and congeniality. Metro's professional staff is guided by an abiding belief in its services, the staff's extensive education and experience enabling them to deliver on tenet with passion and dedication.

Randy Sabourin
6800 E. Genesee St.
Fayetteville, NY 13066 315-446-2638
www.getmetrofit.com
www.metro42challenge.com

New York State Education Department ACCES-VR

The office of Adult Career and Continuing Education Services – Vocational Rehabilitation (ACCES-VR) assists individuals with disabilities to achieve and maintain employment and to support independent living through training, education, rehabilitation and career development.

Barry Tatters
State Office Building, Room 230
Syracuse, NY 13202 315-428-4179
www.acces.nysed.gov/vr

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Steven Lickstein
109 S. Warren St., Suite 404
Syracuse, NY 13202 315-422-1172
www.newmanlickstein.com

City of Oswego



Oswego, NY, is situated on the Southeastern shore of the picturesque Lake Ontario. The city is transforming into a diverse community that is building on its strengths, embracing our historic and natural assets, and moving towards becoming a regionally competitive area while maintaining our small town charm. The city is dedicated to the success of our employers, anchor institutions, and the region in which we live, which is why community partnership, business leadership and economic development are important. We recognize that this partnership is vital to retain and recruit residents, businesses and visitors to Oswego.

Justin Rudgick
13 W. Oneida St.
Oswego, NY 13126 315-343-3795
www.oswegony.org

Peppino's Restaurant & Catering Company



Peppino's Pizzeria & Catering Co. strives to deliver only the best customer service to our valued customers. For almost 40 years Peppino's has proudly served the people and businesses of Central New York, and have often catered our menu to their changing tastes. With this idea in mind Peppino's encourages customers to call us if they want an item that is not included on our menu.

Steve Atkinson
409 S. Clinton St.
Syracuse, NY 13202 315-422-8811
www.mypeppinos.com

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CENTERSTATE CEO AMBASSADORS

CenterState CEO Ambassadors welcome new CEO members, and provide recognition to businesses celebrating important milestones. If your company or organization will be celebrating a special event in the near future, or if you are interested in becoming an Ambassador, please contact Sharon Abert at 315-470-1810 or sabert@centerstateceo.com.



Apizza Regionale attracted a large crowd at its grand opening at 260 W. Genesee St., Syracuse.



Costello, Cooney & Fearon, PLLC celebrates its 120th anniversary at their offices located at 300 Plum St., Syracuse.



Syracuse Coworks celebrates its first anniversary at 201 E. Jefferson St., suite 200.



Diego Ramos Brazilian Jiu-Jitsu holds a grand opening at 731 James St. in Syracuse.



HighPoint Advisors, LLC expands its office at 5900 N. Burdick St. in East Syracuse.



Eastwood Litho, Inc. enjoys congratulations from many fans as the company celebrates its 70th anniversary. Eastwood Litho is located at 4020 New Court Ave.

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The Ice Cream Stand celebrates its grand opening at 7265 Buckley Road in North Syracuse.



Wireless Business Group, LLC, located at 1620 Burnet Ave. in Syracuse, celebrates its 10th anniversary.



Hill Insurance Service celebrates its new location in Destiny USA.

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MEMBER ESSENTIALS

Woodbine Group to convert abandoned Franklin Square building into a microbrewery, beer garden-style restaurant and tasting room featuring New York-made beers, wines and foods.

Syracuse Orthopedic Specialists partner with Oswego Health to bring SOS orthopedic surgeons to Oswego County.

Crouse Hospital will rename its expanded emergency department after William and Sandra Pomeroy after the couple made a sizable donation. **Crouse Hospital** has lowest cesarean section rate in the nation.



Mohawk Valley Community College granted a Section 333 Exemption to fly Unmanned Aerial Systems by the Federal Aviation Administration. **MVCC's** Police Pre-Employment Training Program seeing great success. **MVCC** adds a nationally accredited EMS/Paramedic degree.

Pioneer Cos. plans renovations for the top 13 floors of the 21-story State Tower Building in Syracuse.

Peppino's Pizzeria wins second place in the traditional category at the International Pizza Expo in Las Vegas.



Sherwin-Williams to buy rival Valspar for about \$9 billion.

KeyBank plans to invest \$16.5 billion in communities it serves, as it prepares to acquire First Niagara.

Bell & Spina, Architects receives five RCI Document Competition Awards from the international association of professional consultants, architects and engineers.

Galaxy Communications combines WSEN-FM 92.1 and Sunny 102 FM into one "superstation."

St. Joseph's Health and Rome Memorial Hospital enter into collaborative relationship to expand patient access in the community. **St. Joseph's Hospital Health Center** receives the 2016 Women's Choice Award as one of America's Best Hospitals for Obstetrics.



Vernon Downs plans to hire 45 people for its food and beverage staff.

State Comptroller announces \$3 million contract with **C&S Engineers** of North Syracuse to design the new expo center and equestrian facility at the New York State Fairgrounds.

Upstate Medical University establishes the Dr. Gregory L. and Lynn M. Eastwood Endowment for ethics to support bioethics education at Upstate.



Syracuse University agrees to pay the city of Syracuse \$7 million over five years to offset its use of city services.

St. Baldrick's fundraiser at **Kitty Hoynes Irish Pub and Restaurant** raises nearly \$500,000 for childhood cancer research.



Vice President Joe Biden will deliver the commencement address to **Syracuse University's** College of Law Class of 2016.

ACR Health names Wil Murtaugh as executive director.

O'Connell Electric Co. plans to create 35 new jobs after a move from East Syracuse to larger facility in Cicero.

Wegmans supermarkets ranks No. 1 on annual top grocery retailer list by Market Force.

Destiny USA plans seven-story, \$48 million hotel near the mall.



Share Member News with Us!

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



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SAVE THE DATE: Tech Meets Taste, July 14

Save the date for this year's Tech Meets Taste, which will be July 14 on the patio of The Tech Garden, 235 Harrison St., Syracuse. This popular annual event brings together SyracuseFirst and CenterState CEO members, independent local business owners and Tech Garden residents for a unique networking experience.

Attendees can sample food and beverages from local businesses while enjoying live music and getting a closer look at regional startup companies. Vendor space and sponsorship opportunities are available. Contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com for more information.



Attendees at the 2015 Tech Meets Taste sample local products ranging from organic cookies to locally brewed beer while learning about local and regional startups.



With a 10% SHIFT we can create nearly \$130 million in new economic activity and \$24 million in new tax revenue without spending additional monies or tax dollars. Make the 10% SHIFT pledge at <http://shift.syracusefirst.org>, or contact Chris Fowler at chris@syracusefirst.org to learn more.

NOW AVAILABLE: 2016 CENTRAL NEW YORK COMMUNITY GUIDE

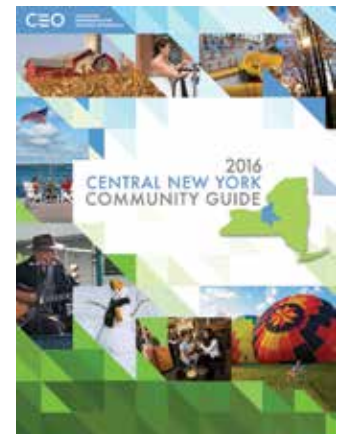
CenterState CEO has released its 2016 Central New York Community Guide.

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 publications are mailed to CenterState Chamber Alliance 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/news-events/publications/cny-community-guide.

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



NETWORKING WORKS

More than 60 business professionals recently attended Networking Works – a professional networking training - at the Crowne Plaza Hotel & Conference Center. Presented by Rick Olszewski of Sandler Training, attendees learned how to define their target market, ask for warm leads or introductions, and garner more qualified referrals. According to Olszewski, if you're building relationships, you're building business.

See more CenterState CEO training and education opportunities on Page 18 or visit www.centerstateceo.com/events.



Attendees learn the secrets of effective networking from Rick Olszewski of Sandler Training.

EVENTS

CenterState CEO Clambake

August 4, 2016

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

Join CenterState CEO for great food, music and fun!

Cost: \$69/person for CenterState CEO members; \$79/person for non-members.**

Make it your company picnic!

Group packages available: 5 tickets for \$325, 10 tickets for \$650, 15 tickets for \$975.

Deadline to register is July 27.

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

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

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Register online at www.centerstateceo.com/events

Business Meets the Arts at Business After Hours, May 4

5 to 7 p.m.

Everson Museum of Art, 401 Harrison St., Syracuse

Look behind the curtain and connect with the Redhouse, Everson Museum of Art, Syracuse Opera, International Film Festival, Open Hand Puppet Theatre, Symphoria and more. Swing by the Everson Museum to enjoy delectable appetizers prepared by SKY Armory and discover some of the coolest organizations in town. Visit each display table for a chance to win two roundtrip tickets on Delta Air Lines!

Cost: \$15 for members; \$25 for non-members. For more information, contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.



Government Contracting Basics, May 12

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

ONEGROUP, 706 N. Clinton St., Syracuse

Learn how to navigate government contracts and respond to government bids and proposals. The seminar is presented by Advanced Automation Corporation and will be led by Carl DeFranco, ACC's principal engineer and program manager. DeFranco is a seasoned expert in government contracting.

Cost: \$199 for members; \$249 for non-members. For more information, contact Karen DeJoseph 315-470-1997 or kdejoseph@centerstateceo.com.



U.S. Ambassador to Chile Discusses Latin American Export Opportunities, May 16

10:30 a.m. to 12:30 p.m.

Mohawk Global Logistics, 123 Air Cargo Road, Syracuse International Airport, North Syracuse

Join the CNYIBA and guest speaker Michael Hammer, U.S. Ambassador to Chile, to learn about doing business in Chile, Latin American export opportunities, and the latest details on the Trans Pacific Partnership (TPP) Agreement. Sponsored by Mohawk Global Logistics.

Cost: \$25 for CNYIBA members; \$35 for non-CNYIBA members. Lunch is included. For more information, contact Kathy Hallahan at 315-470-1948 or khallahan@centerstateceo.com.



CEO Talks: Beyond Charity - How CNY Businesses are Addressing Poverty, May 18

8:30 to 9:30 a.m.

CenterState CEO, 115 W. Fayette St., Syracuse

Increasing levels of poverty in CNY communities, urban to rural, threaten our quality of life and the future of our regional economy. While nonprofits and government agencies are working to combat these dynamics, businesses also have an opportunity to make an impact. Come engage in a roundtable discussion with local business leaders who are addressing this challenge in creative and substantive ways.

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



Peru Travel Presentation, May 23

5:30 p.m.

Comfort Inn & Suites, 6701 Buckley Road, North Syracuse

Learn more about an adventurous trip to South America February 11 to 20, 2017. Highlights include Lima, San Francisco Monastery, Cuzco, Sacred Valley of the Incas, Pisac Market, Ollantaytambo Ruins, Machu Picchu, a culinary demonstration, Lake Titicaca, and Uros Floating Islands.

Cost of travel presentation: Free. For more information or to RSVP, contact Jennie Lombardi at 315-701-2648 or jlombardi@nyaaa.com.

Introduction to Emotional Intelligence, June 2

8:30 to 9:30 a.m.

CenterState CEO, 115 W. Fayette St., Syracuse

Explore the link between leadership effectiveness and emotional intelligence, and how the characteristics of self-awareness, self-management, social awareness and relationship management impact and sometimes determine one's effectiveness. Participants will take away leadership practices designed to enhance emotional intelligence skills. Presented by Productivity Leadership Systems, LLC.

Cost: \$149 for members; \$199 for non-members. For more information, contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



Understanding Effective Technical Presentations, June 8

1 to 5 p.m.

ONEGROUP, 706 N. Clinton St., Syracuse

Learn basic techniques and approaches for giving effective technical presentations. The seminar is presented by Advanced Automation Corporation and will be led by Carl DeFranco, ACC's principal engineer and program manager. DeFranco is a seasoned expert in government contracting.

Cost: \$99 for members; \$149 for non-members. For more information, contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



Tour the Port of NY/NJ, June 8

7 a.m. to 7 p.m.

Bus departs CNYTDO parking lot, 445 Electronics Parkway, Liverpool, at 7 a.m.

Join the CNYIBA on a tour of Maher Terminal - the largest container shipping terminal in the Port of New York/New Jersey. Daytrip includes presentations from Maher Terminal managers and Port Authority of New York and New Jersey personnel on port operations and customs processes. Sponsored by Mohawk Global Logistics.

Cost: \$95 for CNYIBA members; \$125 for non-CNYIBA members. Lunch is provided. For more information, contact Kathy Hallahan at 315-470-1948 or hallahan@centerstateceo.com.



Speed Networking, June 15

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 a one- to two-minute "pitch." Breakfast provided by Peppino's Restaurant & Catering Company.

Cost: \$15 for CenterState CEO members; \$25 for non-members. Space is limited; please register in advance. For more information contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



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CEO ESSENTIALS

Mohawk Valley
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 AWARDS

Presented By:



Thursday, May 5, 2016
 Stanley Theatre, Utica

The Business Journal News Network and Berkshire Bank announce the 2nd annual Mohawk Valley Legacy Awards. In the spring of 2016, we will recognize local entrepreneurs who have built thriving corporations and also generously supported their communities, both financially and in terms of their time.

Event Details:

Event date: May 5, 2016
Location: Stanley Theatre, Utica
Cost: \$75/ticket
Black Tie Optional

Time: 6:00 pm-8:30 pm

6:00 pm-7:30 pm: Enjoy delicious food stations, open bar, networking & live music! *(Please note: this is not a sit-down dinner, it is open-seating)*
7:30 pm-8:30 pm: Awards Program, Dessert & Photos

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