

SYRACUSE RECEIVES \$3M INVESTMENT FROM JPMORGAN CHASE'S *ADVANCINGCITIES* CHALLENGE

JPMorgan Chase announced Syracuse is one of five winning cities in its inaugural *AdvancingCities* Challenge, part of Chase's \$500 million, five-year initiative to drive inclusive growth and create greater economic opportunity in cities. The *AdvancingCities* Challenge awarded \$3 million to each winner that presented cross-cutting approaches to solving deep-rooted challenges in their communities.



Thelma Ferguson, JPMorgan Chase Commercial Banking, announces Syracuse is the recipient of a \$3 million investment from JPMorgan Chase's *AdvancingCities* Challenge to develop long-term strategies to surface talent from vulnerable populations and connect them to jobs in high-tech industries, while also attracting, expanding and incubating tech businesses led by diverse founders.

"Syracuse has created the kind of coalition that we know is key to addressing entrenched challenges and this collaboration is critical to ensure everyone in the Syracuse region has a chance to participate in economic growth," said Thelma Ferguson, JPMorgan Chase Commercial Banking, who made the announcement in Syracuse. "By bringing the public sector, private sector and nonprofit partners together, we can ensure more Syracusans have access to the jobs and skills training needed to build a vibrant community."

Through *AdvancingCities*, CenterState CEO, in partnership with the city, county, Syracuse University, Le Moyne College, the Allyn Family Foundation, and dozens of community partners who supported the application, will create the business ecosystem and workforce necessary to help all members of the

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Summer Give Back BBQ

Tuesday, August 13

4 to 8 p.m. | Links at Erie Village

Don't miss this ALL NEW summer event for the business community! Join CenterState CEO members for great food, networking, fun and an opportunity to give back to some of the community's charitable organizations and nonprofits. Golf options also available.

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

Register by August 6 at centerstateceo.com/events

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



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community prosper. Syracuse's proposal builds on the recently-announced Syracuse Surge, an unprecedented series of investments in tech infrastructure that will position Syracuse as one of America's "smartest" cities and a leader in the New Economy.

The *AdvancingCities* Challenge attracted more than 250 proposals from 143 communities across 45 states and territories. The four other winning cities are Chicago, Illinois; Louisville, Kentucky; Miami, Florida; and San Diego, California. Syracuse was selected because its proposal successfully outlined local coalitions of elected, business and nonprofit leaders working together to address major social and economic challenges, such as employment barriers, financial insecurity and neighborhood disinvestment.

"This investment from JPMorgan Chase's *AdvancingCities* Challenge is the single largest private investment this community has received to advance efforts of economic inclusion within Syracuse and the Central New York region," said Robert Simpson, president of CenterState CEO. "This investment will help build capacity within our community that is needed to ensure that economic development actually leads to economic empowerment for all residents, whether through workforce or entrepreneurship. We are grateful for this opportunity and are ready to get to work."

CenterState CEO is excited to work with its partners to leverage this critical investment and bring more resources to the community to advance these strategies. To learn more about this investment or how to engage in these efforts, contact Dominic Robinson, vice president of Economic Inclusion, at drobinson@CenterStateCEO.com. To learn more about *AdvancingCities*, visit www.jpmorganchase.com/advancingcities.

AdvancingCities Challenge 2019 Inaugural winners

The Challenge
AdvancingCities is a \$500 million initiative to invest in cities that are creating sustainable solutions and helping more people benefit from the growing economy.

256 APPLICATIONS | **45 STATES** | **143 COMMUNITIES** | **5 WINNERS**

2019 winners
The 5 inaugural winners receive a commitment of **\$3 MM OVER 3 YEARS**

- West Side United**
will leverage the hiring, procurement and investment power of major health systems on the West side to improve health outcomes by creating greater economic opportunity and strengthening the vitality of surrounding neighborhoods.
- Syracuse Surge: Blueprint for Inclusive Growth**
will develop long-term strategies to surface talent from vulnerable populations and connect them to jobs in high-tech industries, while also attracting, expanding, and incubating tech businesses led by diverse founders.
- Advancing San Diego**
will use a demand-driven, employer-led strategy to both connect underrepresented residents to high-demand jobs and provide small businesses access to diverse talent pipelines.
- Digital Inclusion and Economic Resilience**
will help equip residents with skills necessary to compete for jobs while also connecting them to financial and social services through high-touch community outreach strategies and a formalized referral network.
- Resilient 305**
will help strengthen the region's economic resilience by dismantling silos across service providers to increase access to quality jobs, and working with anchor institutions to connect small businesses to procurement opportunities.

JPMORGAN CHASE & CO. To learn more visit www.jpmorganchase.com/AdvancingCities.

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ANNUAL MEETING: LEAD WITH INTENTION TO CREATE GREAT COMPANIES AND COMMUNITIES

In his annual address to membership last month, CenterState CEO President Robert Simpson spoke of the real and immediate opportunities, no longer on the horizon, but taking place right now in the region, and the need to lead with intention to influence change and achieve true impact.

“There is something exciting happening in Syracuse. Beyond investment in projects, company expansions and hiring around the region, there is renewed collaboration, a shift in attitudes, and perhaps more importantly, a sense of hope and optimism that hasn’t

been seen in recent memory,” said Simpson. “The time is now to lead with intention if we are to fully grasp this momentum and current set of economic circumstances. It is a chance for us as a community to not only grow, but grow differently, better, and in a way that both acknowledges the challenges of the past, but also embraces a more inclusive, equitable and fair future for our entire community.”

CenterState CEO’s Annual Meeting also featured a keynote address by Tony Bond, executive vice president and chief innovation officer of Great Place to Work, the global research and analytics firm that produces the annual Fortune 100 Best Companies to Work For list, and dozens of other distinguished workplace rankings around the world. In his remarks, Bond shared how companies can drive innovation and economic growth through highly engaged employees and that business can benefit by building winning workplace cultures.

“Technology is reshaping every industry, faster than ever before. In today’s business world, there is a rising need for innovation and speed,” said Bond. “Fostering innovation throughout the company will be a strategic necessity. Our research continues to show that having a strong workplace culture, built on trust and one that maximizes human potential, is a prerequisite to success. Leaders that are able to create a great place to work, for all, will not only ensure that the organization flourishes, but also their people and the world.”

In his role at Great Place to Work, Bond shapes the organization’s culture transformation work, and has served as a trusted adviser for some of the most successful global organizations, including the National Basketball Association, AT&T, Daimler, Coca-Cola, Indeed, Whole Foods, Dow Chemicals and American Express.

“The attributes of great places to work shared by Tony – high trust environments built on respect, credibility and fairness – apply not just to our places of employment, but to the way we perceive the place we live,” said Simpson. “When we respect the opinions of others, establish and maintain credibility through our words and actions, and focus on fairness – we can more fully commit to a different and more inclusive future for our entire region.”

More than 1,200 business and community leaders attended the meeting held at the Oncenter in Syracuse. CenterState CEO’s Business of the Year award winners in five categories were also announced. See page 4 for details.



Read CenterState CEO’s 2019 Annual Report at www.centerstateceo.com/annualreport

YouTube

Watch speeches by Simpson, Bond and Business of the Year videos from the event at www.youtube.com/CenterStateCEO

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A sell-out crowd of business and community leaders heard from keynote speaker Tony Bond, of Great Place to Work, at CenterState CEO’s Annual Meeting at the Oncenter in Syracuse.

MEET THE 2019 BUSINESSES OF THE YEAR

CenterState CEO congratulates its members honored with the 2019 Business of the Year awards.

Awards were presented by Joe Convertino, Jr., President, CH Insurance, a 2018 Business of the Year honoree; CenterState CEO President Robert Simpson; and Melanie Littlejohn, CenterState CEO board first vice chair and vice president - New York Jurisdiction, National Grid. Awards were accepted by Kristin Meyer, president and CEO, Northeast Information Discovery, Inc.; James Freyer Jr., CEO, Haylor, Freyer & Coon, Inc.; Mary Pat Hartnett, president, SRCTec, LLC, for SRC, Inc.; and Kate Rolf, president and CEO, Nascentia Health, Inc. The Minority-owned Business of the Year award was presented in partnership with the Upstate Minority Economic Alliance (UMEA) by Me'Shae Rolling, UMEA president, to NaDonte Jones, owner, NJ Jones Plumbing, LLC.



Northeast Information Discovery, Inc.

Companies with Less than 50 Employees

Northeast Information Discovery (NEID) is a woman-owned small business headquartered in Canastota, New York. The software company provides leading-edge research and development of advanced computer network operations and intelligence, surveillance, and reconnaissance capabilities for unmanned systems. This year, NEID acquired a new 6,000 square foot facility, 1,000-square-foot of incubator space, and a five-acre lot for future expansion. Given its growth, NEID currently needs to hire 40 new high-tech employees, adding to the 13 full-time associates brought on in 2018. Combined, this represents a more than 150 percent increase in staff for the company.

<http://neidinc.com>

Finalists: CBD Companies of CNY; Gardner & Capparelli CPAs



Haylor, Freyer & Coon, Inc.

Companies with More than 50 Employees

Haylor, Freyer & Coon is a full-service, employee-owned insurance agency. In 2018, it celebrated 90 years with banner sales, including 6.5 percent organic growth. It is renovating 37,000 square feet at One Park Place to relocate downtown, in Syracuse; hired 34 employees – more than half came as referrals from other employees; and made a \$1.5 million capital investment. It also grew its services surrounding the NYS Sexual Harassment Law, the #metoo movement and the cyber insurance market to educate and train its clients. HF&C and its employees contribute their time, talents and finances to dozens of organizations each year.

www.haylor.com

Finalists: Knowles Precision Devices; Thompson & Johnson Equipment Co.



SRC, Inc.

Community Involvement

SRC's community initiatives are focused on STEM, the United Way, and active and retired military. The company created the Corporate Campus Academic Mentoring Program with the Syracuse City School District; Partners for Education & Business; SRC STEM Scholars Program; and the L.C. Smith College of Engineering and Computer Science-SRC Engineering Ambassadors program. Created in 2013, the SRC Community Internship Program connects children of SRC employees to paid summer internships, funded by SRC, with a United Way organization. The company also matches 100 percent of its employees' donations to the United Way annually – last year, the company match was \$280,000.

www.srcinc.com

Finalists: Loretto; UPS



Nascentia Health, Inc.

Nonprofit

Nascentia Health is experiencing significant growth, which enables it to have a greater impact on the community. In 2018, Nascentia and its nearly 600 employees moved into its new, 47,000-square-foot headquarters on West Genesee Street, in Syracuse, supporting the redevelopment of the West Genesee Street corridor. It also opened a satellite office in Batavia, and acquired office space at the Towne Center Retirement Community in Fayetteville. The company has grown from a single county service area to three counties, and has grown its membership by 230 percent.

www.nascentiahealth.org

Finalists: Redhouse Arts Center; YMCA of Greater Syracuse



NJ Jones Plumbing, LLC

Minority-owned Business

NJ Jones Plumbing, LLC is a family owned and operated, New York state certified Minority Business Enterprise. Owner NaDonte Jones is the first and only African-American master plumber in Onondaga County. In addition to making history, Jones is paving the way for others by hosting a New York State Department of Labor certified apprentice program. His apprentices become certified plumbers in New York, adding to the diversity of tradespeople in the community. The company's mission — Humble, Patient, Integrity — illuminates the philosophy of its work.

www.njjonesplumbingllc.com

Finalists: Citronelle; Xeo Air, Inc.



Watch the Business of the Year winner videos at www.youtube.com/CenterStateCEO.



Visit www.facebook.com/centerstate for more photos from the event.

CenterState CEO President Rob Simpson invites attendees to lead with intention as the region focuses on the immediate opportunities before it.

SENTIENT BLUE WINS GENIUS NY \$1M GRAND PRIZE

Sentient Blue, a team from Italy, is the winner of the \$1 million grand prize from round three of the GENIUS NY accelerator. The GENIUS NY program, which is administered by The Tech Garden and CenterState CEO, and funded by New York state, is the world's largest business competition focused on unmanned systems, cross-connected platforms and other technology-based sectors.

During the event held at the Marriott Syracuse Downtown, the five teams pitched their business plans to a panel of judges and to a live audience. Following the pitches, all five competitors were awarded an investment: **EagleHawk One from Buffalo, New York; Vermeer from Brooklyn, New York; ResilienX from Syracuse; and CivDrone from Israel, each were awarded investments of \$500,000.** The teams will use these investments to continue to accelerate their growth and expand their presence in the region. ResilienX was also named the crowd favorite in a live poll taken during the event.

"We are honored to have been selected as the winner of GENIUS NY 2019," said Saif Akanni, CEO and CTO of Sentient Blue. "We would like to thank everyone at GENIUS NY for sharing our vision of revolutionizing the drone industry with our hybrid technology. We are thrilled to be a part of the GENIUS NY ecosystem. This award is a real milestone for Sentient Blue; it will allow us to establish the company in Central New York and accelerate our growth and development."

"Finals Night and the \$3 million awarded to the five teams, marks the beginning of the second phase of the GENIUS NY program," said Rick Clonan, vice president of innovation and entrepreneurship at CenterState CEO. "Our teams will now use the input received from judges to refine their business plans to accelerate their growth. We look forward to several more months of helping these teams make connections and seeing their incredible progress."

In addition to the investments, GENIUS NY offers incubator space, company resources, programming and mentoring. Participants are required to operate their business in Central New York for at least one year. The advancement of the GENIUS NY program builds on the progress of "CNY Rising," the region's award-winning strategic plan to revitalize communities and grow the economy.

GENIUS NY has now invested \$15 million in GENIUS NY over three rounds of the competition.

The GENIUS NY teams' business plans and pitches were judged by Colonel Anthony Basile, vice president of operations for the NUAIR Alliance; Somak Chattopadhyay, managing partner at Armory Square Ventures; Jim Fayle, regional director for Empire State Development Corporation; Craig Marcinkowski, vice president of strategy and corporate development at SRC; Noa Simons, executive director for Upstate Capital Association of NY; David Montanaro, president and founder of Strategic Advisory Associates; and Marc Viggiano, former head of Saab's Traffic Management business and founder of Niteopark.

Learn more about GENIUS NY at www.geniusny.com



Saif Akanni (fourth from left), CEO and CTO of Sentient Blue, celebrates with his team upon winning the GENIUS NY \$1 million grand prize. Sentient Blue develops efficient, more environmentally friendly micro gas turbine-based power plants for use in unmanned aerial vehicles to increase flight endurance.

Below, the GENIUS NY awards were presented by Rob Simpson (pictured left), president, CenterState CEO, and Jon Parry (pictured right), director, GENIUS NY.



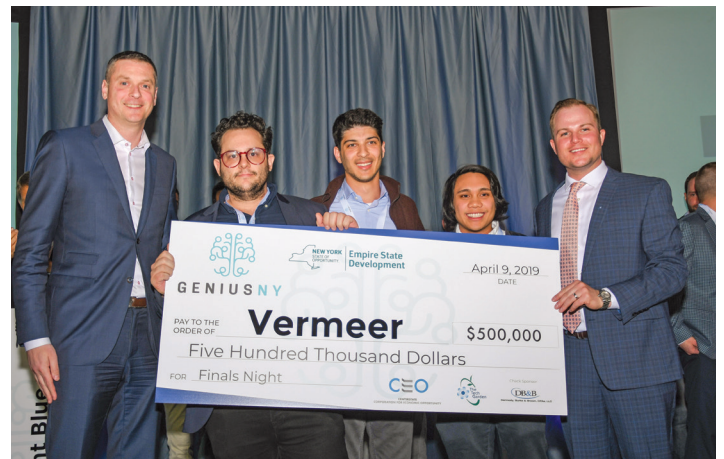
EagleHawk One, a Buffalo, New York-based startup, is a drone powered technology company revolutionizing the way commercial roofs are inspected and managed. In just two years, EagleHawk has inspected more than 500 buildings and 11 million square feet of rooftop, and is helping customers detect unknown issues, mitigate risk and reduce roof maintenance costs.



CivDrone, from Israel, develops fast, reliable and autonomous marking solutions on enterprise drones for the construction industry. Digitizing and automating land surveying services will increase productivity and shorten time of construction while lowering costs.



ResilienX is focused on improving safety in the autonomous traffic management ecosystem. Products from the Syracuse-based company will increase system resilience and operational uptime by automating fault detection and contingency management, benefiting adopters through decreased expenditures in operations, regression testing and maintenance.



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

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Apparel • Embroidery • Screen Printing
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ansun.biz



BBC World News Features GENIUS NY Team, Dropcopter

“BBC World News” recently interviewed Adam Fine, co-founder of Dropcopter and a GENIUS NY company that performs aerial pollination for agriculture. The eight-part series called, “Follow the Food,” looks at the future of food production, the challenges facing modern farming and some of the solutions that are being tried in different parts of the world.

The documentary series begins May 8; the segment featuring Fine will air May 28. Alongside the documentaries, there will be a multimedia story on “BBC Future” that will also feature Fine and some clips from the documentary. Learn more about Dropcopter at www.dropcopter.com.



Dropcopter used its unmanned aerial system to pollinate Beak and Skiff Orchards last spring. This was the first autonomous pollination of apples in the nation.

NUAIR ANNOUNCES NEW BOARD MEMBERS

The NUAIR Alliance has welcomed new members to its board of directors.

“We’re looking forward to the insight each of these new members will bring to our already amazing team,” said Mike Hertzendorf, chief of staff, NUAIR. “NUAIR’s vision is to make Central New York the leading place for UAS technology and advancement in the world and we have the right people onboard to make that happen.”

New NUAIR Alliance Board of Directors:

Wilson N. Felder - an industry professor and director of the Systems Engineering Research Center (SERC) Doctoral Fellows Program in the School of Systems and Enterprises at the Stevens Institute of Technology in Hoboken, New Jersey.

Ann Laird - arrived at Mohawk Valley Community College in August 2018 to begin the work of the National Science Foundation project, Microcredentialing for the Unmanned Aerial Systems Workforce, to support the emerging need for sUAS technicians and operators in the region.

Marc Viggiano - CEO and founder of Niteopark, LLC. He has 37 years of experience in the design and development of advanced sensor and communication systems including ground, air and space-based radar, air traffic control equipment and more.

Mike Whitaker - appointed by President Obama as deputy administrator of the Federal Aviation Administration (FAA) in June 2013. He is responsible for helping to ensure the safe and efficient operation of the largest aerospace system in the world.

Ryan Hartman - CEO of World View Enterprises and serves on the FAA’s Drone Advisory Committee and the FAA’s NextGen Advisory Committee.

Brendan Hughes - has been appointed assistant secretary for economic development. Hughes previously served as deputy commissioner at Empire State Development where he was responsible for oversight of Governor Cuomo’s Regional Economic Development Councils, as well as several programs, including the \$1.5 billion Upstate Revitalization Initiative and \$100 million Downtown Revitalization Initiative.

These industry experts join the following members of the NUAIR Board of Directors: John Collura, Agamemnon Crassidis, Jeffrey Decarlo, James Fayle, Michael Gerry, Chad Lawrence, Waseem Naqvi, Frank Serna, Robert Simpson, Paul Tremont and Victor Vaccaro.

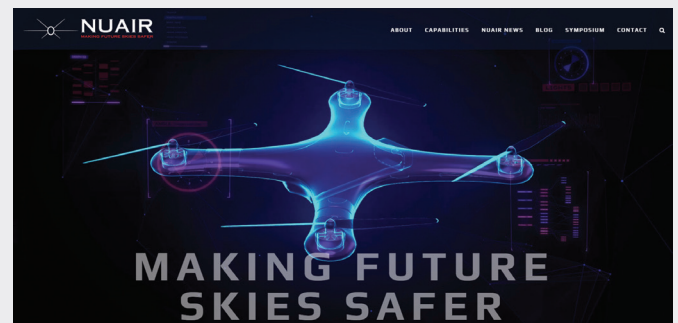
Save the Date: UAS Symposium

Save the date for the 2019 NY UAS Symposium at the Turning Stone Resort, September 16 to 18, 2019. Sponsorship opportunities are available. For more information visit www.nuair.org/symposium.



New Website Launches

The NUAIR Alliance has launched a new website with a new, shorter address. Check it out at www.nuair.org.



SYRACUSECOE SELECTS FIVE COMPANIES TO RECEIVE FUNDING TO ADVANCE INNOVATIONS

Five companies from the CenterState New York region will receive awards from the latest round of the SyracuseCoE Innovation Fund competition. Four recipients are startup firms and members of The Clean Tech Center, operated by CenterState CEO. SyracuseCoE's Innovation Fund helps Partner firms to commercialize potentially transformative innovations. The five winners are:

Cocoon Construct, based at The Clean Tech Center, is developing a prefabricated panelized system for whole-building deep energy retrofits in New York state and will create jobs at multiple manufacturers throughout the product's supply chain.

Ducted Turbines International, located in Potsdam and at the CleanTech Center, is commercializing a ducted turbine technology and will use the funding to address key aspects of the system that are not readily available.

Edson Innovative Power, LLC, based at The Clean Tech Center, will perform advanced thermal simulation and analysis on its product to drive design optimization and design verification prior to moving to production.

Farm to Flame Energy, a student-led venture from Syracuse University and CleanTech Center member, will construct a prototype of a biomass-powered electricity generator that is

capable of using any dry biomass feedstock.

LC Drives, located in Potsdam,

is developing the next generation of electric motors that are smaller, lighter and more efficient. This project will help scale the machine design and related manufacturing equipment.

"These awards highlight CenterState New York's vibrant ecosystem for innovations and entrepreneurship in environmental and energy systems," said Ed Bogucz, SyracuseCoE executive director, and associate professor of mechanical and aerospace engineering at Syracuse University. "These awards help companies bridge the gap to commercialization of new products."

SyracuseCoE is NYS's Center of Excellence for Environmental and Energy Systems. Award funding is provided by industry members of the SyracuseCoE Partner Program. The five awards in the current round total \$47,146. To date, these awards total \$407,345 to support 37 clean energy projects at 24 companies in New York.

All current **SyracuseCoE Partners** are eligible. The next call for proposals is in August. Applicants submit a proposal and then pitch to a panel of reviewers. For more information, contact Tammy Rosanio at tlrosani@syr.edu.



THE MEMBERS' CORNER: CATERERS

When deciding who to hire for an in-house business lunch, staff meeting or committee meeting, consider supporting a fellow CenterState CEO member. All of these members offer catering. Many will deliver while some require pick-up. Give them a call to see how they can meet your needs and keep your employees, customers and business guests happy.

1000 Islands Harbor Hotel
www.1000islandsharborhotel.com

Ale "n" Angus Pub
www.alenanguspub.com

American Food & Vending Corp.
www.afvusa.com

Attilio's Home of Karen's Catering
www.attiliosonjames.com

Café Kubal
www.cafekubal.com

Catering at the Zoo
www.cateringatthezoo.org

Cathy's Cookie Kitchen
www.cathyscookiekitchen.com

Chick-fil-A Cicero
www.chick-fil-a.com/Locations/NY/Cicero

Darwin (211 North Clinton Street, Inc.)
www.darwinonclinton.com

Dinosaur Bar-B-Que/A Genuine Honky Tonk Rib Joint
www.dinobbq.com

Dolce Vita
www.dvcuse.com

Firehouse Subs
www.firehousesubs.com/locations/NY/Camillus

Franco's Pizzeria & Deli
www.francoispizzeriaanddeli.com

Glazed & Confused Syracuse
www.glazedysyr.com

Green Hills Farms
www.greenhills.com

Harrison Bakery, Inc.
www.harrisonbakerysyracuse.com

Liehs & Steigerwald
www.liehsandsteigerwald.com

Mesa Grande Taqueria, LLC
www.mesagrandetaqueria.com

Mission Restaurant
www.themissionrestaurant.com

Panera Bread
www.paneracatering.com

Pastabilities
www.pastabilities.com

Peppino's Restaurant & Catering Company
www.mypeppinos.com

PressRoom Pub
www.pressroompub.com

Salt City Coffee
www.saltcitycoffee.com

The Evergreen
www.theevergreen.co

The Stoop Kitchen
www.stoopkitchen.com

TOPS Friendly Markets
www.topsmarkets.com

Twin Trees Restaurant (Original)
www.originaltwintrees.com

Vince's Gourmet Imports
www.vincesgourmet.com

Wegman's Food & Pharmacy
www.wegmans.com

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

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www.bankershealthcaregroup.com



Albert Crawford, *Co-founder and Chairman/Chief Executive Officer*

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315-671-4100

Bankers Healthcare Group (BHG) provides innovative, hassle-free financial solutions to health care practitioners and other licensed professionals. Since 2001, BHG has provided more than \$4 billion in financial solutions to thousands of satisfied customers nationwide. BHG is proud to maintain partnerships with leading health care industry associations, and is recognized regionally and nationally for innovation, continued growth and being a best place to work. BHG is partially owned by Pinnacle Financial Partners.



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www.inficon.com



Oliver Wyrsh, *President*

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www.lilandglobal.com



Robert Li, *President*

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Verizon

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Chip Lawrence, *Deputy Director, State Government Affairs*

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Verizon is a global communications and technology leader known for its 4G and 5G wireless networks, broadband and fiber optics, video and advertising platforms, and internet of things. Verizon engages in the provisioning of communications, information and entertainment products and services to consumers, businesses and governmental agencies through wireless and wireline networks.



WCNY

www.wcny.org



Mitch Gelman, *President and Chief Executive Officer*

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WCNY is a community-owned media company producing award-winning content across multiple platforms, including television and radio, dynamic web and targeted email, the WCNY CONNECT member magazine, and social media. Through streaming, WCNY has a global broadcast audience of viewers and listeners throughout the U.S. and 17 countries. WCNY operates five digital, pledge-free broadcast channels and three radio stations. Educational services include Enterprise America for middle school students and a career and technical media marketing communications program for high school students. WCNY is LEED® Platinum Certified by the U.S. Green Building Council.





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- Peter Wiltsie, President
Wiltsie Construction Co.



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dbbllc.com

GOVERNMENT RELATIONS

New York State 2020 Budget Priority Highlights



The enacted Fiscal Year 2020 New York State Budget — \$175.5 billion — contains policy items in addition to the state’s traditional financial plan, including items that are priority issues and concerns for CenterState CEO and its members. Below are some highlights:

Real Property Tax Cap Made Permanent

– Since its inception, the 2% real property tax cap has saved home and business owners millions of dollars in real property taxes. With the passage of the fiscal year 2020 budget, the tax cap is now permanent.

Upstate Public Transit

– For the last few years, CENTRO and other Upstate transit systems received yearly gap funding to maintain their current operation. The new 6% tax on car rentals in Upstate New York provides sustainable funding of an expected \$22 million annually. CENTRO was facing a \$3.5 million deficit for its upcoming fiscal year. This fee also provides \$11 million in 2019 to cover current shortfalls. This comes at a time when the demand is increasing for public transit to connect employers and employees to their jobs beyond their current service footprint and schedules, as well as planning for the future of the Interstate 81 viaduct.

Enhancements to the State’s Historic Preservation Tax Credit (HPTC)

– This effective and popular tax credit program is being enhanced in several ways. All historic buildings within two categories are now permanently included in the HPTC: (1) National Register buildings within New York State Parks and State Historic

Sites and (2) qualified properties in cities with a population less than one million with at least a 15% poverty threshold. This last change supersedes the previous criteria by census tract. Areas of some Upstate cities were facing disqualification as some census tracts would no longer be qualified or were next to qualified neighborhoods.

Funding for an Accurate Census Count – Additional funding (\$20 million) is in the budget to augment outreach for the upcoming 2020 census. A complete count is essential for New York state in order to receive the appropriate amount of federal funding, and seats in the House of Representatives, among other key matters, for the next decade. A less than complete count will cost New York in reduced federal support and the potential loss of another seat or two in the House.

Expansion of Prevailing Wage – Again this year, legislation was introduced to expand the state’s prevailing wage mandate to privately developed projects that receive any incentive or tax credit, with a major push by the sponsors to have this included in the state budget legislation. The additional cost of prevailing wage generally far exceeds the value of local municipal and state incentives combined, for this reason CenterState CEO actively opposes this legislation. While it was not included in the budget, the governor and legislative leaders in both houses have publicly supported it. It is now expected to be a major post-budget focus in Albany.

To learn more or get involved, contact Kevin Schwab, vice president of member and community engagement, at 315-470-1944 or kschwab@centerstateceo.com.

CEO IS NO. 26 AMONG BEST COMPANIES TO WORK FOR IN NY

CenterState CEO is pleased to announce that it is No. 26 among the top small employers in the state, according to the New York State Society for Human Resource Management’s annual Best Companies to Work for in New York State awards program.

The program evaluates and ranks the best places of employment in the state based on employee satisfaction and engagement, as well as workplace practices and policies. Employees’ survey responses count for 75 percent of the ranking formula.

“We are very pleased to receive this recognition on a statewide level,” said Robert Simpson, president of CenterState CEO. “Our staff culture of service and success helps our members and the region to thrive.”

The recognition was presented at The Best Companies to Work for in New York State awards dinner held in Albany last month.



CENTERSTATE CEO ECONOMIC CHAMPION

Legrand

For more than 125 years, Pass & Seymour has been a fixture of Central New York industry. As electricity spread rapidly in the late 19th century, electrical manufacturer Albert Seymour partnered with James Pass of the Onondaga Pottery Company to pioneer the use of porcelain as an insulator, revolutionizing electrical safety at the time and beginning a legacy of innovation.

As the needs of the market, and the world, have changed over the last century, the touchstone of the Pass & Seymour product line has remained being a trusted source for electrical wiring devices. Through acquisition by Legrand in 1984, this expertise became part of a larger mission to transform the spaces where people live and work through groundbreaking products and solutions that deliver power, light and data. As a global leader in technology that reliably manages widely used services everywhere, every day, Legrand has brought the innovative spirit to advancements in efficiency, functionality and design, while keeping safety at the forefront.

Legrand has delivered unparalleled safety, security and comfort to millions of homes, from Central New York to all corners of the world. The company has also invented several items that have improved the industry. Those include the Ground Fault Circuit Interrupter receptacle, which reduced the risk of electrocution and has permanently transformed electrical codes throughout the United States as well as the new radiant Smart Lighting switches and outlets, which feature app control of a home's lights from anywhere. Legrand is proud to serve Central New York.

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



Legrand – Pass & Seymour is located at 50 Boyd Ave. in Syracuse.



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Downtown Living Tour

Saturday, May 18, 2019

11 a.m. to 4 p.m.

Tickets to the 2019 Downtown Living Tour are now on sale through Thursday, May 16, at <http://DowntownSyracuse.com/DowntownLivingTour>. Advance sale tickets are \$12. Tickets may also be purchased 9 a.m. to 5 p.m. Monday through Friday at the Downtown Committee's office at 115 W. Fayette St. After Thursday, May 16, tickets will be available for purchase only on the day of the event, 11 a.m. to 2:30 p.m. at the City Hall Commons Atrium at 201 E. Washington St.

From luxurious apartments carved from the city's most iconic historic and commercial spaces, to never-before-seen additions to downtown's residential neighborhood, the 2019 Downtown Living Tour will grant guests access to some of the most talked-about residential addresses in downtown Syracuse. It also offers sneak peeks into some of the most anticipated new projects.

Volunteers Needed: The Downtown Committee needs volunteers to help showcase stops on the tour. Each shift is 2 1/2 hours. Volunteers will receive a T-shirt and a free ticket to enjoy the tour before or after their shift. If interested, please call 315-422-8284.

The 2019 Downtown Living Tour is presented by:



State Tower, the tallest building in the city of Syracuse, served as the Tour Headquarters for the 2018 Downtown Living Tour. Attendees were treated to birds' eye views from the 17th floor!

2019 Tour Stops:

GrangeX, 215 E. Water St.

Piper Philips, 227 W. Fayette St.

Official Tour Rest Stop: Whitney Lofts, 321-323 S. Salina St.

Syracuse Trust, 325 S. Salina St.

Whitlock Building, 480 S. Salina St.

TCGplayer, 489 S. Warren St.

Wood Building, 205 E. Jefferson St.

300 East Washington, 300 E. Washington St.

More details about the tour stops and all things related to the Downtown Living Tour may be found at www.DowntownSyracuse.com/DowntownLivingTour.

Downtown Blossoms

Later this month, downtown Syracuse will bloom in purple and pink. Keeping with tradition, hundreds of hanging flower baskets, adorned with petunias from Downtown Farmers Market vendor Oliver B. Paine Greenhouses, will dress downtown streets. 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 2019 season. Mail checks to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St., Syracuse, New York, 13202, or pay by credit card at <http://downtownsyracuse.com/flowers>.



Downtown Farmers Market Returns Next Month

The Downtown Farmers Market returns for its 46th season on Tuesday, June 11. Every Tuesday rain or shine through October 8, dozens of the region's best farmers and produce dealers converge 7 a.m. to 3 p.m. in Clinton Square. Get involved and keep up with the latest market happenings by subscribing to the electronic Farmers Market newsletter, distributed every Monday during the market season. Email mail@downtownsyracuse.com to sign up.



Visit Syracuse Welcomes Top Tier Journalists to the Syracuse area

Visit Syracuse is pleased to welcome the North American Travel Journalists Association (NATJA) to Syracuse, May 15 to 18 for the 17th Annual Conference & Marketplace. NATJA was founded in 1991 to bring together highly skilled and trained travel media experts; provide resources to encourage growth in its members; and promote tourism throughout the country. Along with the S.I. Newhouse School of Public Communications at Syracuse University, guests will follow an itinerary to include in-class learning, day trips and local offerings.



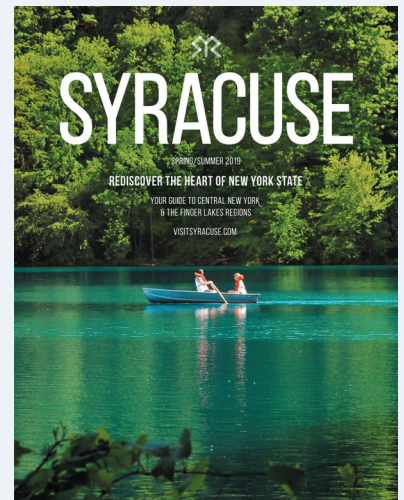
North American
Travel Journalists
Association

The impact of these journalists will last long after they leave. So what does this mean for Syracuse? Throughout their three days, the NATJA members will experience the renaissance of downtown Syracuse, beloved local restaurants, beautiful Green Lakes State Park, historic landmarks, and the agritourism scene, as well as the village of Skaneateles. Pre- and post-conference tours will provide additional experiences throughout Upstate New York.

Previous NATJA Conference sites include: Puerto Vallarta, Mexico; Las Vega, Nevada; and Chapel Hill, North Carolina. An extensive proposal was presented to NATJA meeting planners in 2017, followed by a series of site visits. The resurgence of Syracuse and Central New York shined among the competition.

To date, registrations include journalists from New York City, New Jersey, Pennsylvania, California, Texas, Maine, New Mexico, and Georgia, as well as Ottawa and Amsterdam. Be ready as these journalists and bloggers may walk into local establishments. Share with them the warmth and hospitality of this community and they may even produce content on a product and/or service that will help tell the wonderful story of the Syracuse area.

Keep a look out for the new and improved Spring/Summer Visitors Guide and be sure to grab a few copies for friends, family and out-of-town guests!



MEMBER ESSENTIALS

NBT Rated No. 1 in New York state on Forbes 2019 of World's Best Banks list.

Destiny USA stores, including Carhart, Eddie Bauer and Panera, step up to help panhandling prevention program in Syracuse.

Beef Jerky Outlet, 110 Grill and Our Neighborhood Chef open at **Destiny USA**.

Cryomech, Inc. in DeWitt plans to relocate, build a new plant and add jobs.

Thompson and Johnson Equipment Co., Inc. wins one of Toyota's prestigious President's Awards.



Bousquet Holstein opens office in Ithaca.

Wellnow Urgent Care opens new location in Utica.

SRC President and CEO Paul Tremont to retire in 2020; company names Kevin Hair to succeed Tremont.

SRC named prime contractor on new \$37 billion Army contract.

Oswego Health opens new orthopedic center at Fulton Medical Center.

KeyBank closes on acquisition of Laurel Road, which offers a suite of student loan, personal loan and mortgage options.

St. Joseph's Health Cardiovascular Institute opens in Rome, New York.

Shulman Grundner Ettl & Danaher, P.C. are joining **Hancock Estabrook, LLP**.

Salina-based engineering firm **Barton & Loguidice, D.P.C.** has acquired a Baltimore-area company as the local firm adds a second office in Maryland.



Nascentia Health has been named one of the "Healthiest Companies in America" for 2018 by Interactive Health.

Mohawk Valley Community College has signed new transfer agreements with SUNY Potsdam and SUNY Cobleskill.

Onondaga Community College becomes first public college in the nation to partner with Barnes & Noble College on new model to significantly reduce the price of textbooks and technology for students.

Bankers Healthcare Group is ranked No. 2 on "FORTUNE" magazine's Best Workplaces in Finance and Insurance list.



NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, co-chaired by Danielle Mensing, Foundation of the Roman Catholic Diocese of Syracuse, and Rita Marble, Pinnacle Employee Services.

Beef Jerky Outlet



The Beef Jerky Outlet took the highest quality USDA approved jerky you can find and built a store around it. It's made in small batches so it will always be fresh. The store is filled with so many varieties and flavors of "made in the good old USA" jerky that folks will be amazed. Visit for lots of free samples as well as some of the best popcorns, cheeses, peanut butters (the list goes on and on).

John Schemm
9657 Destiny USA Drive, Space J 211
Syracuse, NY 13204 315-477-9734
www.beefjerkyoutlet.com/syracuse

Brookfield Renewable

Brookfield Renewable

Brookfield Renewable owns and operates one of the world's largest renewable power portfolios, anchored by 218 hydroelectric facilities. With strong regional operating platforms in core markets, they are able to leverage their local expertise to grow the business organically and through acquisition. Brookfield Renewable's portfolio includes 930 renewable power facilities in North America, South America, Europe, India and China with a combined installed capacity of 18,000 megawatts. In New York, they own 74 facilities, which generate more than 887 MW of clean, renewable energy.

Julie Pelletier
399 Big Bay Road
Queensbury, NY 12804 518-615-9357
www.brookfieldrenewable.com

Case Supply, Inc.



CASE SUPPLY, INC.

The Kitchen & Bath Professionals

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

Shannon Harvey
601 W. Fayette St.
Syracuse, NY 13204 315-425-1801
www.casesupplyinc.com

Cleanstart Systems



Cleanstart Systems has been providing quality janitorial services to Central New York for over 35 years. Whether your looking for a one time construction clean or an ongoing service program, we have everything you need to keep your facility looking its best. Our employees are certified, fully insured, and are provided with the best available equipment and cleaning supplies in the industry. We service a broad spectrum of customers that include: office parks and buildings, medical facilities, schools, retail stores, manufacturing, as well as auto dealerships, banks and credit unions. Call us today to discuss your needs and how we can help you keep your facility looking its best.

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Costco Wholesale



Costco is a membership warehouse club, dedicated to bringing members the best possible prices on quality brand-name merchandise. With hundreds of locations worldwide, Costco provides a wide selection of merchandise, plus the convenience of specialty departments and exclusive member services, all designed to make your shopping experience a pleasurable one.

Michael Swanka
120 Township Blvd.
Camillus, NY 13031 315-883-2369
www.costco.com

Genesee Grande Hotel



GENESEE GRANDE HOTEL

The Genesee Grande hotel has been a mainstay of the Syracuse area since 1975. Recently acquired by the Scholar Hotel Group of Ardmore, Pennsylvania, the property will be undergoing renovations to its guest rooms, restaurant, lobby and meeting space. The Genesee Grande looks forward to continuing to serve this great community, and to showing all of the CEO members the transformations being made to this local icon!

Mahim Sharma
1060 E. Genesee St.
Syracuse, NY 13210 315-476-4212
www.geneseegrande.com

The Hamilton Group

The Hamilton Group is locally owned and has been based in Syracuse since 1991. The Hamilton Group helps companies manage their cash flow by advancing funds based on their accounts receivable. Hamilton has a highly flexible program that doesn't require personal guarantees, monthly minimums or long-term contracts.

Timothy Donaghue
PO Box 352
North Syracuse, NY 13212 315-413-0086
www.hamiltongroup.net

in Architects



in-ARCHITECTS is downtown Syracuse's newest Architecture and Design firm. Specializing in user-experience centric projects; including hospitality, office, retail, and residential; their successes are the result of executing the clients' vision while creating an impact for the community. Focusing on urban development and adaptive re-use sites, in-ARCHITECTS has more than 30 years of experience with more than 50 projects in the city of Syracuse. Using the industry's leading technologies, including the fully immersive virtual reality environment, assures in-Architects' presentations are easy to comprehend and provide a highly coordinated set of documentation that reduces construction conflicts, schedule overruns, and cost increases.

James Knittel
239 E. Water St., 2nd Floor
Syracuse, NY 13202 315-728-9458
www.in-architects.com

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707 Scott Ave.
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Sky Zone Syracuse is the original home of wall-to-wall aerial action and the most favorably reviewed indoor trampoline park in Syracuse. Private conference rooms are available for corporate events, as well as facility rentals for larger groups. At Sky Zone Syracuse, your employees can work hard and play even harder for team bonding your business will never forget. Book your event today! Learn more at skyzone.com/syracuse. Located on Erie Boulevard next to Five Guys.

Pam Tuohey
3179 Erie Blvd. E.
DeWitt, NY 13214
www.skyzone.com/syracuse

315-928-3737

SpringHill Suites by Marriott

SpringHill Suites is ideal for business and leisure travelers. Free Wi-Fi in the hotel's lobby and high-speed internet access in every suite allow guests to remain connected at all times. The hotel offers business services, same-day dry cleaning, guest laundry facilities, an indoor swimming pool, fitness center and express checkout.

Judy Herzig
6580 Weighlock Drive
East Syracuse, NY 13057
www.springhillsuitessyracuse.com

315-437-0056

Wilson Dental PC



Wilson Dental treats several thousand patients a year that have Medicaid or Medicaid Managed Care insurances. Wilson Dental patients are 6 months old to more than 100 years old and come from diverse backgrounds. Wilson Dental's team of doctors includes several general dentists and a variety of dental specialists (pediatric dentists, oral surgeons, orthodontists and anesthesiologists). A similar comprehensive team would be almost impossible to find in Upstate New York. Although a big part of Wilson Dental's growth has to do with the significant amount of pre-existing need that existed in these communities before opening, a lot of it also has to do with the caring nature of Wilson Dental's doctors and staff.

Mike Wilson
224 S. Geddes St.
Syracuse, NY 13204
www.wilsondentalny.com

315-423-9900

Xyfection



Xyfection Electrostatic Disinfection is now serving in Central New York. Whether it's a one-time need for contamination or an ongoing service contract, Xyfection has what your facility needs to minimize the spread of infectious bacteria and viruses, particularly during flu season. Electrostatic disinfection has been proven to be the most effective way to break the chain of pathogen mobility. Reduce worker absenteeism and give your employees a healthy work environment by keeping your facility germ free. Servicing educational facilities, fitness centers, nursing homes, daycare centers, food service, offices, banks and the transportation industry.

87 Grant Ave.
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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.

45 YEARS

Greater Syracuse Moving & Storage Company, Inc.

40 YEARS

Murnane Building Contractors
NBC3, CBS5, CW6 and CNYCentral.com

30 YEARS

ARISE Child and Family Service, Inc.
CNY Regional Market Authority
Hummel's Office Plus

20 YEARS

Avalon
K. Meyer Landscaping

10 YEARS

ACS Web Design and SEO
BITZER Scroll, Inc.
JF Real Estate Paul Myles
Novelis Inc.
Summer Street Capital Partners

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.



AECC – Asbestos & Environmental Consulting Corporation celebrates its 10th anniversary. AECC is located on Fly Road in East Syracuse.



Apex Entertainment celebrates its grand opening at Destiny USA.



Dr. Adrienne Morton, Blue Lotus, becomes a national board-certified coach for life and career coaching.



Regional Donut Authority cuts the ribbon at its new location in One Park Place at 300 S. State St., Syracuse.



Marathon Energy, 100 Elwood Davis Road in Liverpool, is welcomed to the Syracuse market.



Seneca Savings, 35 Oswego St. in Baldwinsville, celebrates major renovations to the property.



Talking Cursive held its grand opening at 301 Erie Blvd. W. in Syracuse.



Visions Federal Credit Union, 500 Erie Blvd. W., Syracuse, celebrates Financial Literacy Month.

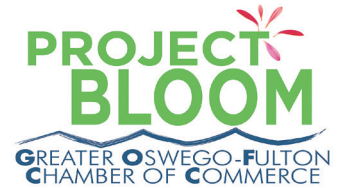
GOFCC PLANS PROJECT BLOOM AND FARMERS MARKETS

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) is gearing up for two popular annual community events, Project Bloom and The Oswego-Fulton Farmers Markets.

Each year the flowers seen in downtown and city park gardens around Oswego and Fulton are made possible by sponsors and GOFCC's Volunteer Committee. This spring, Pathfinder Bank is the first Presenting Sponsor of Project Bloom and will rally its employees to beautify the cities of Oswego and Fulton.

The Oswego-Fulton Farmers Markets, presented by Oswego Health, will begin in June. Patrons can attend the **Oswego Market 4:15 to 8 p.m. each Thursday**, enjoy live entertainment, pop in to local shops and eateries, and enjoy the sunshine. Kick off your weekend by strolling through the **Fulton Market 8 a.m. to noon each Saturday** by enjoying delicious fruits and vegetables, artisanal baked goods and more.

Learn more about Project Bloom or how to become a vendor at the Oswego-Fulton Farmers Markets by contacting sbroadwell@oswegofultonchamber.com.



Get incentives for energy upgrades,
cultivate a space for innovation.

Connect with experts at ngrid.com/business



TRAVEL THE WORLD WITH CENTERSTATE CEO

Visit America's Canyon Country in September

CenterState CEO's next adventure heads to America's Canyon Country in Arizona and Utah, September 11 to 18. Highlights include Scottsdale, Oak Creek Canyon, Kaibab National Forest, the Grand Canyon, Lake Powell, Bryce Canyon National Park, Zion National Park and Las Vegas. The trip includes roundtrip air from Syracuse Hancock International Airport, air taxes and fees/surcharges, hotel transfers and 10 meals. For more information, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The Grand Canyon is one stop among many on the Canyon Country tour in September.

Discover Switzerland, Austria & Bavaria; Travel Presentation, May 7 at 5:30 p.m.

Join CenterState CEO as we travel to Switzerland, Austria and Bavaria, November 6 to 15. Highlights include Bern, Château de Chillon, Montreux, GoldenPass Panoramic Train, Gstaad, Lucerne, Choice on Tour, Innsbruck, Austrian Alps, Salzburg, Mirabell Gardens, St. Peter's Restaurant, Tyrolean Folklore Show, Bavaria, Oberammergau. Per person rates: Double \$3,599; Single \$3,899. AAA Members receive an additional \$50 off per person. Join us for a FREE travel presentation **5:30 p.m., Tuesday, May 7**, at AAA Camillus (5103 W. Genesee St., Camillus) to learn more! To attend, RSVP to Jennine Lombardi at (315) 701-2648 or jlombardi@nyaaa.com.



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

Explore Spain & Morocco; Travel Presentation, May 7 at 6:30 p.m.

CenterState CEO is heading to Spain and Morocco from March 14 to 26, 2020. Highlights include Madrid, Córdoba, Granada's Royal Chapel, Royal Alcázar of Seville, Paella Demonstration, Flamenco Show, Jerez de la Frontera, Sherry Tasting, Tangier, Chefchaouen, Fes, Meknes, Rabat, Mausoleum of Mohammed V, Marrakech, El Bahia Palace, Koutoubia Mosque, Choice on Tour, Casablanca, Hassan II Mosque. Per person price if booked by September 15, Double \$4,399, Single \$5,249, Triple \$4,369. Join us for a FREE travel presentation **6:30 p.m., Tuesday, May 7**, at AAA Camillus (5103 W. Genesee St., Camillus) to learn more! To attend, RSVP to Jennine Lombardi at (315) 701-2648 or jlombardi@nyaaa.com.



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

Clarification: An article in our May issue, UMEA Focuses on How Opportunity Zones Can Impact Minority Communities, noted the sale of the Richmark Building, in Syracuse. This does not include the sale of the Richmark Furniture Co. Inc.

CEO EVENTS CREATE NEW CONNECTIONS

Signature Access – Nascentia Health

At the Signature Access event, sponsored by Dannible & McKee, LLP, attendees enjoyed guided and self-guided tours of Nascentia Health’s newly constructed \$11 million, 47,000-square-foot operational headquarters. Guests also enjoyed light refreshments and beverages while connecting with CenterState CEO members.

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



Congratulations Karl Jacob (second from left), partner-in-charge of tax services, Dannible & McKee, LLP, winner of the del Lago gift. He is pictured with Kate Rolf, president and CEO, Nascentia Health, Inc., sponsor Mike Reilly (second from right), managing partner, Dannible & McKee, LLP; and Kevin Schwab, CenterState CEO.

Business After Hours & Member Showcase – The Hops Spot

CenterState CEO members gathered at one of Armory Square’s newest restaurants, The Hops Spot, for a Business After Hours and Member Showcase sponsored by United Airlines that featured nonprofits. Attendees engaged with 12 organizations and explored opportunities to help others in the community.

Nonprofit members featured:

- 100 Black Men of Syracuse, Inc.
- ACR Health
- Alzheimer’s Association, Central New York Chapter
- ARISE
- Better Business Bureau
- CNY Ronald McDonald House Charities, Inc.
- Home HeadQuarters
- Liberty Resources
- Muscular Dystrophy Association
- Prevention Network/OCAA
- SUNY Oswego - Graduate Studies
- YWCA of Syracuse and Onondaga County Inc.



Congratulations Ali Raham (center), 100 Black Men of Syracuse, winner of the United Airlines tickets. He is joined by Kevin Schwab (left), CenterState CEO, and Bare Antolos with United Airlines.

B2B Connections to the Growing UAS Industry Explored by CEO & SME Members

Members of CenterState CEO and Central New York (CNY) Sales and Marketing Executives participated in a discussion on the growing unmanned aerial systems industry in CNY. Attendees heard from four local drone companies about the impact their technologies will have on the future of the CNY economy, and about the business connections needed to accelerate their further growth in the community.



Seminar panelists from left include Moderator Jon Parry, CenterState CEO; and GENIUS NY teams: Don Berchoff, TruWeather Solutions; Jon Byrd, EagleHawk; and Greg Walker, Prevision. Just off camera is Jon Thies of SkyOp.

EVENTS

CenterState CEO Summer Give Back BBQ

Tuesday, August 13

4 to 8 p.m.

Links at Erie Village

5904 N. Burdick St., E. Syracuse

Register by August 6 at

www.centerstateceo.com/events

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



Don't miss this ALL NEW summer event for the business community! Join CenterState CEO members for great food, networking, fun and an opportunity to give back to some of the community's charitable organizations and nonprofits. Golf options also available.

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

Cost*

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

Golf+BBQ: Foursomes: \$600 members;
\$700 non-members. Individuals: \$175/
member; \$200/non-member.

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

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

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

MEDIA SPONSORS:

**BJ
NN** Business Journal
News Network

NEWSRADIO
570WSYR
Now on 106.9FM

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

CNYIBA Members Luncheon; E-commerce Management for International Business, May 9

Noon to 1:30 p.m.

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

Hear from ALTENEW - a regional exporter driving international sales (B2B & B2C) to over 70 countries through e-Commerce. Altenew innovates and influences the world of paper crafts. This program is for companies of all sizes wanting to learn more about increasing export sales and expanding international business.

Cost: \$35 per person includes lunch; for CNYIBA members only.



Speed Networking, May 9

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

TERACAI, 217 Lawrence Road E., North Syracuse

Bring your business cards and be prepared to engage in small group dialogue while building relationships with other CenterState CEO members. There is time for informal networking and sharing your one- to two-minute pitch. Space is limited; please pre-register. Refreshments provided by Salt City Coffee.

Cost: \$15 for members; \$25 for non-members.



Business After Hours and Member Showcase Presented by United Airlines, May 16

5 to 7 p.m.

NBT Bank Stadium, One Tex Simone Drive, Syracuse

Welcome the Syracuse Mets to Syracuse! Network with business leaders at NBT Bank Stadium's Hank Sauer Room and stay to enjoy the game. There will also be a raffle for two roundtrip tickets on United Airlines.

Cost: \$15 for members; \$25 for non-members.



Ethics and Lobbying Compliance in NY - Navigating the Minefield, May 22

8:30 to 10 a.m.

The Tech Garden, 235 Harrison St., Syracuse

Learn the issues and obstacles associated with lobbying in New York state. Now more than ever, compliance with ethics and lobbying laws is at a premium and organizational awareness is the key to identifying and mitigating risk. This discussion, led by Harris Beach's Lobbying Compliance Team — Mitch Pawluk, Esq. and Joan Sullivan, Esq. — brings greater awareness to boards of directors, executive leadership and government affairs personnel. It will address issues commonly faced by companies and nonprofits, including: what is lobbying and who needs to register; exceptions; economic development; municipal lobbying; best practices and more.

Sponsored by Harris Beach PLLC.

Cost: \$15 for members; \$25 for non-members.



HARRIS BEACH
ATTORNEYS AT LAW

CNYIBA Port Tour of NY/NJ, June 12

Depart Syracuse at 7 a.m.; Return to Syracuse at 7:30 p.m.

Join the CNYIBA Port Tour of the Maher Terminal and learn how the largest container shipping terminal in the Port of New York/New Jersey operates. The Port of New York/New Jersey is one of the busiest in the world and third-largest in the United States. You will also hear a presentation from the Port Authority of New York and New Jersey who has management oversight of all of the ocean, rail, truck and air terminals in the greater metro area. Space is limited to 40.

Cost: \$95 for CNYIBA members; \$125 for non-members.



Business Owner Forum, Unlocking a Lifetime of Work, June 14

7:30 a.m. registration; 8 a.m. to 1 p.m. program (breakfast and lunch included)

The Holiday Inn Syracuse-Liverpool-Exit 37, 441 Electronics Parkway, Liverpool

A business transition is a complex event that involves a full range of personal, business, wealth management and family concerns. Whether your transition is a few years away or a few decades away, it's important to start thinking about how you want to live your future. Panelists include local professionals and business owners sharing expertise on strategies to prepare for a successful exit. Sponsored by UBS Financial Services.

Cost: \$49 for members; \$59 for non-members.



SAVE THE DATE:

Disney's Approach to Employee Engagement, September 24

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

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For more information and to register for GOFCC events, visit www.oswegofultonchamber.com.



Small Business Week, May 5-11

Sponsored by: Eastern Shore Associates, Pathfinder Bank, Oswego Health, SUNY Oswego, Palladium Times and Valley News.

Small Business Panel Discussion, May 7

3:30 to 4:30 p.m., Panel Discussion; 4:30 to 5 p.m. Networking Reception.

Eagle Beverage Company, 1043 County Route 25, Oswego.

Challenges and rewards of small business ownership. What it takes to succeed and who to have on your side. Panelists include: Eryl Christiansen, president, Eastern Shore Associates; Chena Tucker, executive director, SUNY Oswego Office of Business and Community Relations; Jim Dowd, CFO, Pathfinder Bank; Andrew Fish, owner, 4 Tin Fish Farm, and SVP business development, CenterState CEO.

Perc Club, May 8

Uniforms Etc., 129 Cayuga St., Fulton

Morning networking.

Small Business Stroll, May 9

5 to 8 p.m.

The Stroll kicks off at the river's end bookstore and continues to Murdock's Bicycle & Sports, Man in the Moon Candies and Riverside Artisans. Attendees will enjoy discounts and giveaways, and the evening will end with networking, food and beverages at The Good Guys Barber Shop.

Money Smart for Small Business, May 21

Tavern on the Lock, 24 S. First St., Fulton

A lunch and learn presented by Pathfinder Bank.

Business After Hours, June 4

Tailwater Lodge, 52 Pulaski St., Altmar

Golf Social, June 17

Oswego Country Club, 610 W. First St., Oswego



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