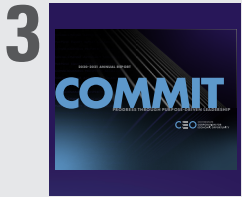


MEET THE 2021 BUSINESSES OF THE YEAR WINNERS & HEALTH CARE HEROES



3
Annual Meeting:
Commit: Progress
Through Purpose-driven
Leadership

CenterState CEO congratulates its members honored with the 2021 Business of the Year and Health Care Heroes awards. The accolades were presented during CenterState CEO’s Annual Meeting, held virtually on April 29.

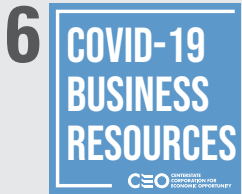
Quadrant Biosciences, Inc. More Than 50 Employees

Quadrant Biosciences is an epigenetic diagnostics company with a focus on the early detection of neurological disorders and other large-scale health issues. With its academic research partners, it codeveloped COVID-19 diagnostics and surveillance tools to aid in the detection of COVID-19 in individuals and communities across the U.S. In 2020 it gained national recognition for codeveloping the No.1 ranked saliva test for COVID-19 by the Food and Drug Administration. Quadrant Biosciences is an active supporter of Autism Speaks on a national level and supports a variety of Parkinson’s disease activities and programs in the Syracuse area. Additionally, it applied its expertise gained from working on diagnostic tests for health conditions such as autism and Parkinson’s disease to the development of its more reliable and faster COVID-19 test.

Finalists: HealthWay Family of Brands; MOWER



The award was accepted by Andrew Brindle (left), vice president - Computational Biology; Rita Romano (center), president - Quadrant Laboratories LLC; and Bryan Greene, chief operating officer, Quadrant Biosciences, Inc.



6
COVID-19 Business
Funding Resources

ComSource, Inc. Less Than 50 Employees

ComSource is an enterprise IT solutions and service provider that has been operating in Central New York for more than 30 years. When the COVID-19 crisis hit, ComSource was able to quickly adapt to the changing business landscape and its customer needs, a critical factor in its success in 2020. The company developed and connected clients to a variety of work-from-home solutions. It also connected customers with health and safety-related technology to aid their reopening efforts. This includes facial recognition and temperature scanning software from standalone kiosks, storage units that disinfect laptops while they charge, and digital signage to relay important information or alerts to customers. Additionally, ComSource opened a new state-of-the-art headquarters in Franklin Square, created several new positions while retaining existing employees, and contributed to 23 philanthropic efforts, including the Jim & Juli Boeheim Foundation.

Finalists: N.K. BHANDARI, Architecture & Engineering, P.C.; United Way of Central New York



Awardees from left: Michael Fay, president; Tracy Stauffer, CFO; and Jim Carrick.



8
CenterState CEO Hires
New VP of Human
Resources



22
CenterState CEO
Events: Disney’s
Approach to Business
Excellence, June 2

view more winners on page 4

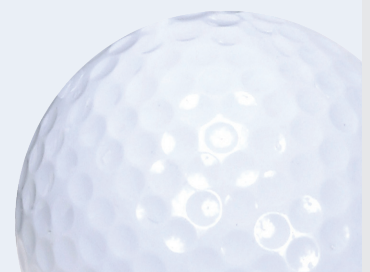
CenterState CEO Annual Golf Outing

Tuesday, August 17

The Links at Erie Village

Don’t miss CenterState CEO’s summer golf tournament. Invite your staff, colleagues, vendors or clients for an 18-hole round of Captain and Crew.

Details forthcoming. Sponsorships are available. Contact Beth Savicki at 315-657-0423 or bsavicki@centerstateceo.com.



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ANNUAL MEETING - COMMIT: PROGRESS THROUGH PURPOSE-DRIVEN LEADERSHIP

In his message to membership, CenterState CEO President Robert Simpson spoke about the challenges the community faced as the result of the COVID-19 pandemic and how, following a year of disruption, there are promising signs of recovery. Simpson called on the business community to lead with a greater community consciousness to achieve economic growth, equitable prosperity and positive social change.

“We are beginning to see real signs that we are approaching a turning point in our economic recovery. Unemployment has dropped from record highs at the height of the pandemic, the pipeline of projects is beginning to fill quickly, and perhaps more importantly, a sense of hope and optimism about our region’s recovery is returning,” said Simpson. “And yet, not everyone across our community is seeing this positive momentum, with many still experiencing the impacts of the past year’s economic crisis. As community and business leaders we must commit to accelerating our progress well beyond where we were in early 2020. Through purpose-driven strategies we cannot only grow, but grow better, and in a way that embraces a more inclusive, equitable and fair future for our entire community.”

The event’s keynote remarks were given by Aisha Glover, vice president of Urban Innovation at Audible. Audible, the leading creator and provider of premium audio storytelling, uses its innovative business mindset to enact positive change in the cities and countries in which it operates. With its global headquarters based in Newark, New Jersey, Audible has implemented several groundbreaking initiatives aimed at driving tangible impacts in its surrounding community, and providing opportunity to local residents and businesses.

“At Audible, we know firsthand that impact initiatives can have tangible, positive outcomes for both communities and businesses,” said Glover.

“Our model can be replicated in communities of all sizes, but it requires collaboration and partnership. If businesses take intentional steps to drive social impact, they can help lead short-term pandemic recovery, as well as long-term institutional change, and it’s encouraging to see Central New York business leaders committed to moving in this direction.”

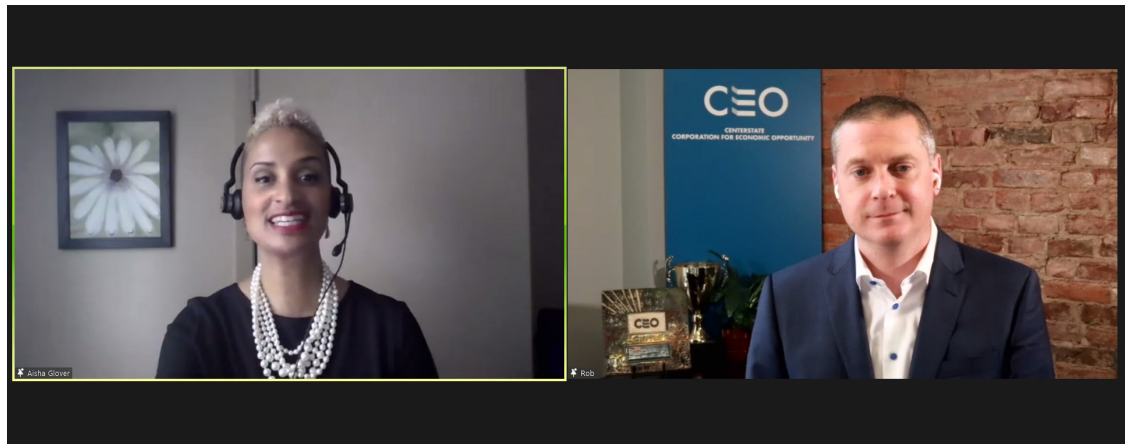
“More now than ever we are seeing businesses being held accountable by their customers to drive forward social change,” said Simpson. “Audible has shown its leadership and commitment to bridging business, economic and community initiatives to drive true impact in Newark. Their progress serves as a model for Central New York businesses looking to engage in workforce, innovation and community investment initiatives that can have a meaningful impact here.”

CenterState CEO’s Business of the Year award winners in five categories were also announced at the event. See the cover story for details.



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

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



Aisha Glover, vice president of Urban Innovation at Audible, and Rob Simpson, president, CenterState CEO, discuss ways businesses can commit to social impact and institutional change during CEO’s virtual Annual Meeting.

BUSINESS OF THE YEAR WINNERS continued from cover

Central New York Community Foundation

Nonprofit

The Central New York Community Foundation supports the growth of permanent charitable endowments and serves as the steward of charitable legacies for individuals, families and businesses. It is a civic leader, convener and sponsor of special initiatives designed to strengthen local nonprofits and address the region's most pressing challenges. In 2020, the Community Foundation administered the CNY COVID-19 Community Support Fund Grants, a collaborative effort with United Way and other local partners, which raised more than \$2.2 million for immediate emergency response grants to nonprofits across four Central New York counties. It also launched the Black Equity & Excellence Fund, an initiative to support Black-led and Black-governed nonprofits and projects in Syracuse, which distributed more than \$550,000 in support to local, Black-led nonprofits and projects this past year.

Finalists: Food Bank of Central New York; Hospice of CNY / Hospice of the Finger Lakes



Accepting the Business of the Year award is Peter Dunn, president and CEO.

Thompson & Johnson Equipment, Co.

Community Involvement

Since 1954, Thompson & Johnson Equipment Co., Inc. has provided new and used forklift and material handling equipment solutions to customers across Upstate New York. It has always been committed to giving back to the community. Employees pay \$5/week to the charity of the month to wear jeans on "Blue Jean Fridays." In 2020, the company started the year providing monetary donations to the American Heart Association and Children's Miracle Network. At the onset of the pandemic, the company shifted focus to how it could help with its material handling equipment. It provided support to nonprofits with forklifts and heavy equipment, in addition to staff volunteer time and monetary donations. Most notably, it supported nearly 10,000 meals to the Food Bank of CNY, Food Bank of the Southern Tier and the Regional Food Bank of Northeastern New York.

Finalists: CH Insurance; Speech Family Candy Shoppe, Inc.



Business of the Year recipients from left: Shaun Manning, marketing manager; Judy Hulpiau, controller; Dave Doing, director of information systems; Tim Gaughan, sales manager; David Schneckeburger, president; Bill MacBlane, VP of finance; Angel Giamartino, human resources manager; and Brian Hill, Bobcat general manager.

Dreissig Company

Minority-owned Business - presented in partnership with the Upstate Minority Economic Alliance

The Dreissig Company offers products and services focused on apparel/uniforms, textiles/linens, industrial supplies, paper products and janitorial supplies. In 2020, Dreissig lost 60% of its revenue because of COVID-19. The company pivoted its business model to distribute PPE supplies to hospitals, state agencies and local customers, thus greatly reducing its revenue loss for the year. Dreissig continues to successfully serve corporate and athletic customers across the nation. It also focuses on local talent, recruiting and training from local colleges and universities. Dreissig Owner Marc Jones co-founded the Willow Street Foundation, established in 2011, to provide quality education and leadership development, to financially disadvantaged youth, via partnerships with premier academic institutions and community organizations. In 2020, Dreissig received the first NAACP Onondaga County Chapter Muhammad Ali Sports Entrepreneur and Business Award.

Finalist: Nick's Landscaping



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 (from left) Jack Mannion, intern; Hannah Winnewisser, account manager; Marc Jones, president and CEO; Crystal Beaubiah, account manager; and John Galvin, project manager.



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

See Health Care Hero Winners on page 12.



REFLECTING ON THE CYCLES OF RACE IN AMERICA THROUGH HISTORY

In times of challenge, history is our greatest teacher. However, the inclusive histories of all people have not always been taught to the masses. Yet, if we do not understand where we are coming from, then how do we make progress on social matters? If we don't understand the depths of segregation, which left a legacy that limits growth opportunities and economic prosperity still seen today, then how can you and your staff fully understand the lived experiences of friends, colleagues and neighbors? How do you begin to engage in addressing race and equity issues?

In 1903, W.E.B Du Bois wrote that *"the problem of the twentieth century is the problem of the color line - the relation of the darker to the lighter races of men in Asia and Africa, in America and the islands of the sea."* Nearly 120 years later, his words still hold significant relevance.

History allows us to reflect on the cycle of these racial realities in America. It forces us to recognize the systemic racism that plagued Asian and Southeast Asians in internment camps in the 1940s, on racism against Muslims following the attacks of 9/11, and reflect on the "Asian blame" and anti-Asian hate that we witness today.

As we heard from our Annual Meeting keynote speaker Aisha Glover of Audible, our commitment to driving social change and advancing equity work is something that all businesses have the ability to engage in, even disrupt. "It is in our power to right size so many of the social and economic inequalities that exist in our country. Consider it a business decision," emphasized Glover.

Martin Luther King, Malcolm X, Fannie Lou Hammer, Toni Morrison, Madame CJ Walker, Cesar Chavez, Zora Neal Hurston. The activists, entrepreneurs, literary leaders and scholars that came before us challenged systems during moments in our history where there were few opportunities. As leaders in their moment, they committed to do just that, lead, even when the odds were stacked against their favor.

Let's use their lessons as a blueprint to how we lead in this moment. As employers, the commitment to diversity, equity and inclusion (DEI) must be in-depth, and ongoing. It must start with education, and in some cases, re-education. Whether your company or organization is small or large, the tools and resources to do so are more abundant than ever. It requires an intentional commit to using them.

- Read, and watch films that open you to new histories and perspectives, and spark dialogue.
- Attend panel events through our Racial Equity & Social Impact division.
- Take CenterState CEO's Business Equity Pledge, to show your commitment to this work.

- Encourage your teams to use the tools on our www.centerstateceoequity.com site. Visit our curated library of resources, assessment tools, and micro course on racism.
- Commit to a deeper examination of how your organization will expand its DEI efforts. Reach out to us to find out how we can help you in these efforts.

In the spirit of Carter G. Woodson, an African American scholar and inventor, we must re-educate ourselves in order to lead differently.



New racial equity and social impact initiatives, DEI training courses and consultation services from CenterState CEO are available. Contact Dr. Juhanna Rogers at jrogers@centerstateceo.com to learn more.

TOWARD RACIAL EQUITY
#TakeThePledge

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COVID-19 BUSINESS FUNDING RESOURCES

Several new funding sources and program updates, listed below, are available to support businesses and nonprofit organizations affected by the COVID-19 pandemic. Please follow the provided links to determine whether your business or nonprofit is eligible to apply.

FEDERAL

SBA Restaurant Revitalization Fund (RRF) - Opens May 3

RRF provides funding to help restaurants and other eligible businesses keep their doors open. Funding will be equal to businesses' pandemic-related revenue loss up to \$10 million per business and no more than \$5 million per physical location. Recipients are not required to repay the funding as long as funds are used for eligible uses no later than March 11, 2023.

While SBA will accept applications from all eligible businesses upon the program's opening to the public, SBA will only process and fund applications from priority groups during the first 21 days. Priority groups include:

A small business concern that is at least 51% owned by one or more individuals who are:

- Women
- Veterans or
- Socially and economically disadvantaged.

[For more information and an application.](#)

Employee Retention Credit (ERC) UPDATE

Through the 2021 Consolidated Appropriations Act, the ERC is available to employers who receive, or have received, a PPP loan, and through the American Rescue Plan Act, has been extended through the end of Q1 and Q2 of 2021. Additional program updates through both the CAA and ARP include:

- Credit has increased to 70% of qualified wages.
- Maximum credit per employee for each quarter has increased to \$7,000.
- Definition of a small employer has expanded to include businesses with 500 employees or fewer.
- Extends the availability of Paid Leave Credits through September 2021 for small- and mid-size businesses that offer paid leave to employees who may take leave due to illness, quarantine or caregiving. Businesses can take dollar-for-dollar tax credits equal to wages of up to \$5,000 if they offer paid leave to employees who are sick or quarantining.

[For more information.](#)

SBA Shuttered Venue Operators (SVO) Grants UPDATE

After being temporarily closed due to online technical issues, this program has reopened.

Applicants must fill out an [IRS Form 4506-T specific to SVOG](#). | [For more information](#). | [FAQs](#)

STATE

New Small Business Grant Program

Next year's New York state budget includes an \$800 million grant program to assist small businesses impacted by the COVID-19 pandemic. See article on page 7 for details.

Suspension of NY State Debt Collection Activity UPDATE

Designed to provide relief for businesses and individuals from collection activity, interest accrual and the assessment of collection fees. Eligible applicants include businesses or individuals that owe (non-medical and non-student) debt to the state of New York that have been referred to the Office of the Attorney General for collection/litigation. This program has been extended through May 31, 2021. [For more information.](#)

REGIONAL AND LOCAL

Impact Giveback Program

WCNY and Ithaca College have created a new resource to jump-start recovery in individual businesses. The program will provide \$800,000 in video production, digital marketing, WCNY TV and radio underwriting, print advertising, and more, to support business efforts to revive and thrive in a post-pandemic economy. See page 7 for details. [Applications will be accepted until May 28.](#)

**COVID-19
BUSINESS RESOURCES**

CEO CENTERSTATE
CORPORATION FOR
ECONOMIC OPPORTUNITY

Stay up to date on relevant COVID-19-related business resources and CenterState CEO's response efforts at www.centerstateceo.com/covid19resources, and contact us at support@centerstateceo.com if we can help.

GOVERNMENT RELATIONS

New York State Prepares to Launch New Small Business Grant Program



Next year's New York state budget includes an \$800 million grant program to assist small businesses impacted by the COVID-19 pandemic. The program will be open to companies with fewer than 100 employees that are independently owned and operated within the state. CenterState CEO advocated for this approach before the New York State Assembly Working Group on Transitioning the State's Economy toward COVID-19 Recovery, co-chaired by Assemblyman Al Stirpe.

Under the program guidelines, there will also be priority categories, including enterprises with fewer than 10 employees and small businesses that haven't qualified for federal assistance or didn't receive sufficient federal assistance, based on economic impacts occurring between March 1, 2020 and April 1, 2021. Priority will also be given to businesses located in communities that were economically distressed prior to March 1, 2020.

Companies that apply for grants will be required to show financial hardships from the pandemic, including lost revenue or costs of compliance with COVID-19 health and safety protocols which resulted in business modifications, interruptions or closures. Eligible costs for the program include payroll, rent or mortgage payments, local property or school taxes, insurance, utilities, personal protective equipment, facility related costs including HVAC modifications or other equipment, and other COVID-19 costs noted by the business.

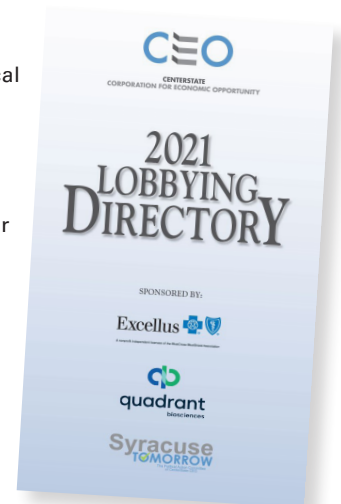
The grant program will be operated by the Empire State Development Corporation, which is finalizing how it will be administered. The start date for grant applications has not yet been announced. CenterState CEO will provide members with additional information as it becomes available.

LOBBYING DIRECTORY: A RESOURCE TO CONNECT WITH LOCAL, STATE, FEDERAL LEADERS

The 2021 CenterState CEO Lobbying Directory provides a comprehensive listing of federal, state and local elected officials in the region, providing a great resource to navigate how to connect with representatives and their staffs. The directory includes names, addresses, phone and email information for elected representatives as well as key staff members.

Hard copies of the Lobbying Directory feature an easy-to-use, fold-out design, and are available for \$5 for CenterState CEO members. To order directories, contact Kristine Sherlock, 315-470-1952 or ksherlock@centerstateceo.com.

The Lobbying Directory is produced by CenterState CEO's Research and Policy Planning portfolio. For questions about CenterState CEO's government relations work or to share information about regulatory or legislative issues that are important to your business, contact Kevin Schwab, vice president, public policy and government relations at 315-470-1944 or kschwab@centerstateceo.com.



CENTERSTATE CEO ENCOURAGES MEMBERS TO APPLY FOR IMPACT GIVEBACK PROGRAM

CenterState CEO member WCNY is Central New York's community-owned flagship public broadcaster. In partnership with Ithaca College, WCNY has created a new resource to jump-start recovery in individual businesses while stimulating the Central New York economy. Businesses across the region are invited to apply to its new Impact Giveback Program.

The program will provide \$800,000 in video production, digital marketing, WCNY TV and radio underwriting, print advertising, and more, to support business efforts to revive and thrive in a post-pandemic economy. WCNY will select 60 small, local businesses from across the region, including the Oswego-Fulton, Auburn, Ithaca-Cortland, Greater Syracuse, Utica-Rome and other areas between the Finger Lakes and Thousand Islands. **Applications will be accepted until May 28.**



CENTERSTATE CEO HIRES NEW V.P. OF HUMAN RESOURCES

CenterState CEO has hired Monifa A. Wilcox as its vice president of Human Resources. Wilcox comes to CenterState CEO with more than 20 years' experience in the human resources field. Most recently, she served as vice president of Human Resources at St. Vincent de Paul of Baltimore, a leading provider of community services to people suffering from the effects of hunger, homelessness and poverty in the Baltimore region. In that role, and as a member of the organization's executive committee, she developed the organization's strategic plan and managed budget development and all functional areas of Human Resources.

This position serves CenterState CEO as well as its organizational partners: the Downtown Committee of Syracuse, Visit Syracuse, the CNY International Business Alliance and Electronics Park, LLC.

"We are incredibly fortunate to have someone with Monifa's extensive knowledge and experience to support the diverse needs of our team," said Robert Simpson, president of CenterState CEO. "She has already proven to be a tremendous asset to staff, the organization and our partners, and we are grateful to have her support as we navigate these challenging times. We are also fortunate to welcome her to Central New York and know her impact will reach across the community."

In her role as vice president of human resources, Wilcox oversees the overall administration, coordination and evaluation of the human resources function, including forming and implementing policies, payroll and benefits analysis and administration, and human resources information system. She is also responsible for the design, implementation and communication of the organization's talent management strategy, including support for recruitment, and performance management and employee engagement. Wilcox will also take the lead in shaping the organizational culture that leverages inclusion, trust, transparency and accountability.

Wilcox earned a master of science degree in business advanced coursework from Johns Hopkins University and a bachelor of arts degree in psychology from the University of Maryland, Baltimore County. She holds advanced certificates in personnel and industrial management, and in economics from the University of Maryland, Baltimore County. Wilcox is also a long-standing member of the Society of Human Resources.

Wilcox may be reached at mwilcox@centerstateceo.com.



Monifa A. Wilcox

CENTERSTATE CEO WELCOMES NEW & RE-ELECTED BOARD MEMBERS

CenterState CEO recently held its annual elections to the board of directors.

"These business leaders provide our organization with critical insights and strategic support to guide and advance regional efforts that benefits us all," said Robert Simpson, president, CenterState CEO. "We are grateful that they share their combined experience and passion. On behalf of our staff and members we thank them for their dedication and engagement."

Directors re-elected to a new term expiring in 2024:

- Mr. Tony Baird, Tony Baird Electronics
- Ms. Stephanie Crockett, Mower
- Ms. Piper Titus Kline, Keith Titus Corporation
- Mr. Nathan R. Andrews, Morse Manufacturing
- Mr. Jeff Knauss, Digital Hyve
- Mr. Christopher Dugan, Knowles Precision Devices
- Dr. Jonathan C. Gibraltar, Wells College
- Mr. Timothy P. Murphy, Hancock Estabrook, LLP
- Ms. Catherine Keib Johnson, COR Development
- Mr. Noel Dempsey, Spectrum Enterprise
- Mr. John Wakefield, Empower Federal Credit Union
- Mr. James Fox, Ramboll

- Mr. Joseph R. Scuderi, Widewaters Group, Inc.
- Mr. Michael W. Brunner, Bank of America Merrill Lynch
- Mr. Kevin M. Bernstein, Bond, Schoeneck & King, PLLC

New directors elected for one term expiring in 2024:

- Mr. Dan Dorsey, Eagle Beverage
- Mr. Troy McClelland, JADAK
- Mr. John Trimble, C & S Companies
- Mr. Eli Smith, E. Smith Contracting
- Ms. Joanie Mahoney, SUNY College of Environmental Science and Forestry
- Mr. Darin Price, Price Right Companies
- Ms. Gwen Weber-McLeod, Gwen Inc.

CENTERSTATE CEO WEBSITE PROVIDES MONTHLY ECONOMIC UPDATES FOR CNY ECONOMY

Unemployment rates for the City of Syracuse, the broader metro region and the state of New York are now available as [interactive charts](#) on the CenterState CEO website, along with regional industry employment change and broader measures of labor force change. This allows local business leaders to quickly access high-level economic indicators that are updated frequently.

Unemployment rates are shown for the past 12 months and compared by geographic region: Syracuse City, Syracuse MSA, New York state, and the U.S. Data comes from the Local Area Unemployment Survey from the U.S. Bureau of Labor Statistics and the New York State Department of Labor.

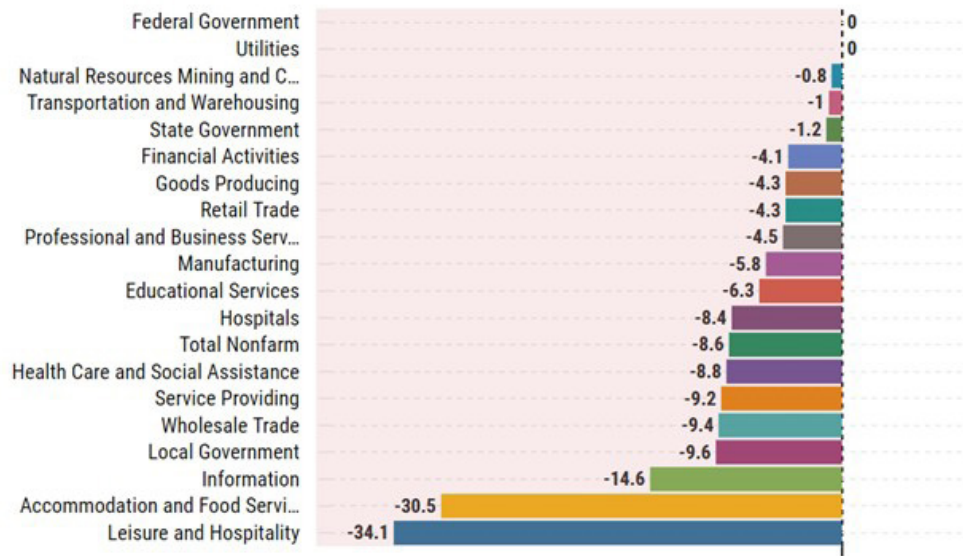
CenterState CEO also reports on data from the Bureau of Labor Statistics that

identifies the 12-month employment change by industry and the overall labor force, including employed, unemployed and total workforce.

As the nation continues to experience unprecedented impacts to the economy, this data represents the most recent look at how employment, industry and workforce are changing at the local level. Please check the [CEO Economic Insights](#) for updates on the third week of each month for data and analysis of recent employment changes.

Hospitality and Food Services employment still far behind 2020 levels

Syracuse MSA, 12-month % change, January 2021



Source: U.S. Bureau of Labor Statistics

FEDERAL RESERVE BANK OF NEW YORK IDENTIFIES OPPORTUNITIES, CHALLENGES

Business leaders met with John C. Williams, president and CEO of the Federal Reserve Bank of New York, to discuss the Central New York economy and offer insights about how the pandemic has affected businesses here. Central New York is in the Fed's New York jurisdiction; the meeting provided an opportunity for business leaders to interact with the leadership of the nation's central bank.

During the March meeting, CenterState CEO members discussed impacts to their business from the pandemic and how they expect their business to change in the next few years. Business leaders identified an ongoing need for improved access to funding and workforce, and noted that strong demand is expected to continue through the year.

[In an interview with Syracuse.com](#) following the event, Williams identified two opportunities for the Central New York Economy to benefit from changes caused by the pandemic: remote workforce and reshoring of supply chains.

The increased shift to work from home for many employees means that Syracuse can draw from a larger talent pool that could take advantage of the area's housing affordability and quality of life. Williams thought the advantages of low-cost areas would be helpful in attracting new talent to the Syracuse workforce.

Williams noted that global supply chains that were disrupted by the pandemic will begin to shift more toward American companies. CEO members discussed supply chain bottlenecks with Williams, identifying it as a significant challenge in meeting high customer demand. Williams told [Syracuse.com](#) that the growing need for reshoring, "would be perhaps an opportunity for the region to attract some of that manufacturing," he said. "I don't think it's going to be a complete U-turn from the longer-term trends we've seen of manufacturing playing a lesser role, but perhaps some pivot on that."



John C. Williams

YWCA'S STAND AGAINST RACISM

CenterState CEO President Rob Simpson was among those recognized with a 2020 Diversity Achiever Award by the YWCA of Syracuse & Onondaga County, during its 2021 Stand Against Racism event last month. CenterState CEO VP of Racial Equity and Social Impact Dr. Juhanna Rogers provided the keynote address for the event, focused on raising awareness about the impact of institutional and structural racism, and the importance of working for racial justice.

CenterState CEO members also recognized as 2020 award recipients include Jim Reed, CEO, Excellus, CEO; and Alberto Bianchetti, CNY regional director of Customer and Community Engagement, National Grid. The honorees were recognized this year after last year's event was cancelled due to the pandemic. The 2021 Diversity Achiever Award was presented to Excellus BlueCross Blue Shield Corporate Diversity Relations Director Joseph Searles. This award is given in recognition of leadership in the community for efforts to combat racism.

The event also included a proclamation from County Executive Ryan McMahon and Syracuse Mayor Ben Walsh, in recognition of the YWCA's efforts to eliminate racism and empower women in the community.



YWCA's Stand Against Racism awardees pictured from left: Joseph Searles, Excellus (2021); Jim Reed, Excellus (2020); Alberto Bianchetti, National Grid (2020); Fanny Villareal, YWCA; and Rob Simpson, CenterState CEO (2020).



Dr. Juhanna Rogers

CenterState CEO

Dr. Juhanna Rogers provides keynote remarks at Stand Against Racism, a YWCA campaign, to celebrate the Day of Commitment to Eliminate Racism and Promote Justice.

WORK TRAIN CONNECTS EMPLOYERS TO UNTAPPED LOCAL TALENT

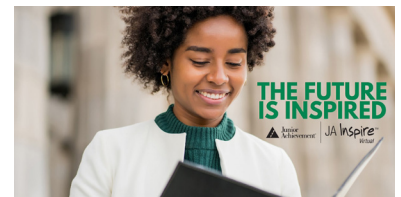
CenterState CEO's Work Train program, in collaboration with the Syracuse City School District (SCSD), Le Moyne College's ERIE21 and MACNY recently hosted two **Career Connections Workshops**. These virtual events provided SCSD seniors and their parents/guardians a venue to learn about workforce opportunities available to them immediately following graduation. More than 25 students attended the first event, featuring remarks from Superintendent Jaime Alicea. Seven CenterState CEO member employers representing the health care, technology and construction industries participated: Rapid Response Monitoring; Upstate University Hospital; St. Joseph's Health; Loretto; Central New York ETA-IBEW local 43 training; JMA Wireless; and TCGPlayer.

"The SCSD: Career Connections event was amazing," said Daniel Fadden, player operations supervisor at TCGplayer. "It's these types of events and the people that put these events together that make a lasting impact on Syracuse, and our youth. Talking directly with the young adults of Syracuse about real opportunity is simply the right direction for Syracuse. I hope to participate in more Career Connections Workshops in the future."

In addition to employment opportunities, students learned about job readiness training from Jalyn Clifford at the Syracuse Housing Authority, and continuing education opportunities from On Point for College. Following the event, participants were able connect to career coaching and On Point for College for support, helping them continue job readiness preparation and/or continuing education.

Hueber-Breuer Construction Co. joined employers for the second workshop, while SUNY EOC provided the job readiness overview.

Employers interested in participating in future workshops should contact CenterState CEO's Surge Workforce Manager Laiza Semidey at lsemidey@centerstateceo.com.



More Ways to Engage

CenterState CEO is partnering with Junior Achievement of Central Upstate NY to identify local businesses for its virtual career fair May 5 to June 30. As part of Junior Achievement's work readiness program, JA Inspire™, this event will showcase careers in a wide range of fields and give students a direct opportunity to learn about the opportunities that exist in the region. **Companies can learn how to participate here.**

Member Spotlight

Density, Inc.

Anchor tenant **Density**, a leader in business intelligence for the built environment, announced it has added \$25 million from existing investors, bringing the total capital raised more than \$100 million. Density uses sensors to monitor the number of people entering and exiting a room or building. The new capital will be used to accelerate growth and scale initiatives at the company. At the same time, the company announced the release of a new addition to its growing software suite, called Portfolio. Density has been a Tech Garden member since 2014 and in 2019 moved its manufacturing center from Texas to The Tech Garden.



Density VP of Operations Garrett Bastable speaks to Lt. Governor Kathy Hochul during her recent visit to The Tech Garden about the company's manufacturing space, and the additional \$25 million investment it recently raised.

FSCL

Tech Garden member FSCL was a recent co-winner for the (Raymond von Dran) RvD iPrize and one of two qualifiers for software and services for the Compete CNY Regional Competition. The concurrent online competitions earlier this year were coordinated by Blackstone LaunchPad & Techstars at Syracuse University Libraries, with 33 teams vying for prizes.



Sam Hollander '21, founder and CEO of FSCL, will move on to the Compete CNY Regional qualifier for the New York State Business Plan Competition. Hollander is a Syracuse University senior in the Whitman, Newhouse dual degree program studying finance and advertising, with an emphasis in financial and investor communications.

FSCL is pioneering the use of alternative finance vehicles (such as income share agreements) to build a simple, affordable and flexible solution to finance higher education. FSCL's goal is to become the first company in the country to issue ISA's at scale to address the student debt crisis. FSCL became a Tech Garden member in August 2020.

Learn more about [FSCL](#) and [the competition](#).

SAVE THE DATE: DONATE BLOOD THE WEEK OF JUNE 21

CenterState CEO and the American Red Cross are looking for summer superheroes to roll up their sleeves to donate blood as the two organizations join forces to sponsor a week of blood drives starting June 21.

Donating blood can be a great way to help local nonprofits, especially during the pandemic, and is a meaningful way to make a difference in someone's life. There is a nationwide blood shortage, including in Central New York. CenterState CEO encourages the business community to give blood during this time of need.



American Red Cross

Fact: Every two seconds someone in the United States needs blood.

Fact: Only about 38% percent of the population is eligible to donate blood, but of the 38%, less than 10% actually donates.

Blood drive locations will be available across Onondaga and Oswego counties the week of June 21; details to come. **All presenting donors will receive a coupon for a \$5 Amazon gift card.**

NOVELIS & GOFCC PARTNER TO SUPPORT SMALL BUSINESSES

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) is partnering with Novelis, the leading manufacturer of aluminum, to incentivize local small businesses to engage with the chamber. Novelis' support of the program enables 50 small businesses to receive a 50% reimbursement of their chamber membership. To qualify, applicants will be asked to participate in chamber programming and do business with existing chamber members.



"We are beyond grateful for the support that our partners at Novelis have shown our chamber and our local business community," said Katie Toomey, executive director of the GOFCC. "It's another example of our incredible partners from across the region working alongside our team to achieve our bold vision for a vibrant and growing community. This initiative empowers local small businesses to receive continued promotion, advocacy and support that membership provides while also allowing new businesses to learn more about our services."

Program Details:

- Fifty businesses, 35 existing members and 15 new, will receive a 50% discount on their new or existing membership.
- To qualify, members must participate in two, small in-person or virtual GOFCC events, two large/anchor events and conduct business with two existing chamber members within 12 months of becoming a member.
- To request an application, email ktoomey@oswegofultonchamber.com.
- **Application deadline is June 1, 2021.** Awardees will be announced at the annual GOFCC Golf Social on June 21.

"Novelis is pleased to sponsor the GOFCC incentive program," said Jeff Cruse, plant manager at Novelis. "The GOFCC is a valuable and strategic partner that supports businesses and economic development opportunities. Whether you are a global organization based in the community or a local small business, we can all benefit from the strong collaboration and expertise that GOFCC and CenterState CEO offer. We are pleased to support access to these resources for our esteemed community businesses."

Health Care Heroes

CenterState CEO celebrated its members that represent hospitals and critical COVID-19 testing partners as Health Care Heroes, for their front-line response during the pandemic.



MEMBER OPPORTUNITY: PROVIDE MEANINGFUL EMPLOYMENT TO CITY YOUTH THIS SUMMER

The City of Syracuse and Onondaga County have again partnered to offer the 2021 Summer Youth Employment Program (SYEP). Members are encouraged to consider providing meaningful employment to youth this summer through the program.

“As we continue to work toward greater prosperity in our community at all levels, it is important to engage and connect our youth to economic opportunities as we prepare the workforce for tomorrow,” said Rob Simpson, president, CenterState CEO.

The 2021 SYEP is seeking work site sponsors to host one or more young adults this summer to provide meaningful summer work experiences. Participants gain valuable career exploration, skill-building and work readiness experiences to prepare them for the future. Employer costs to hire young adults for these summer work experiences can be fully funded through this city and county partnership. All payroll and related costs, including employment preparation requirements for these short-term, temporary paid work experiences will be managed by CNY Works. Employers are encouraged to consider virtual work experience positions, as well as traditional on-site work experience opportunities.

If your organization has meaningful work this summer and the ability to help a young person learn important life skills, please contact: CNY Works Workforce Manager Amy Stage at 315-477-6937 or astage@cnyworks.com.

City County Summer Youth Employment Program

Youth Employees

The youth employees will be:

- between the ages of 14 and 20
- Syracuse and Onondaga County Residents

Employment Details

Positions will be funded for:

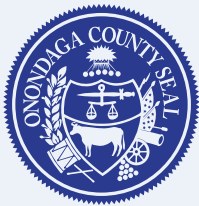
- Six to eight weeks (flexible start date through Thursday, September 30, 2021)
- 20 to 29 work hours per week at \$12.50 per hour (New York State Minimum Wage)

NOTE: Fund availability may determine the maximum number of hours worked.

Work/Employment Experience

Youth employees will have opportunities to learn new skills and gain valuable work experience. Similar to summer internships, job duties can include, but are not limited to:

- Office Administrative Support
- Data Entry
- Research
- Recreation Programs
- Outdoor work, including landscaping, which may depend upon job requirements, tools and machinery use, and safety and health age limits
- Entry-level duties related to the participants' intended or actual academic fields of study if he or she is in college.



CENTERSTATE CEO ECONOMIC CHAMPION

Helio Health

In 2020, Helio Health celebrated 100 years of transforming lives. As a leader in the behavioral health care industry whose vision is to be a place where hope meets healing, the organization is dedicated to treating the whole person, not just the symptoms of addiction, mental illness and housing vulnerability.

Increasing access to care by expanding clinical and housing services in the Central New York region is a critical component of Helio Health's work. As such, in 2020 the 75-bed Elements residential treatment facility and Star Park, a 50-unit mixed-use apartment building offering mental health and affordable residences, were opened in Onondaga County. In addition, the number of Helio beds in Rochester and Binghamton will increase by 13 and 50, respectively.

On January 1, 2021, Helio Health merged with Central New York Services and Insight House to offer one of the most comprehensive continuums of care in the state. With 35 sites, outpatient and residential care centers, integrated substance use and mental health treatment, 1,345 beds, employment opportunities for nearly 1,000, and a footprint that now includes Utica and the Mohawk Valley, Helio Health serves more than 13,000 people annually.

Jeremy Klemanski, Helio Health president and CEO, said, "In the past two years we've added more than 175 beds and 100 new jobs to the region, and we plan to do more to meet the behavioral health needs of people in New York."



TransformNation

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.



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MEMBER ESSENTIALS

Ashley McGraw

Architects names Matthew Broderick as its new CEO.



Marquardt expands into contract manufacturing following pandemic experiences.

Oswego Health opens second Fulton primary-care office in April.

Upstate Medical University among four sites globally to enroll young children in Pfizer COVID vaccine trial.

Wegmans ranked No. 4 on Fortune's 100 Best Companies to Work For in 2021.



AmeriCU recently introduced the First Responder Loan Discount Program.

Digital Hyve was ranked No. 73 on the Inc. 5000 Regionals list of fastest-growing private companies in the New York Metro Area.

Crouse Health receives nearly \$2 million as federal reimbursement for pandemic operations.

The **New York State Energy Research and Development Authority**

(**NYSERDA**) board of directors has appointed Doreen Harris as its president and CEO.



Syracuse Mets near completion of \$25 million NBT Stadium remodel. **Syracuse Mets** are selling fan cutouts to raise money to benefit residents and organizations in Central New York that have been affected by COVID-19.

Syracuse Cooperative Market — a full-service grocery store — opens second location at Salt City Market, 484 S. Salina St. in Syracuse.



Congratulations to CenterState CEO members named to **The 2021 Upstate Power 100**, a list of movers and shakers who have upstate New York on the upswing: Melanie Littlejohn, **National Grid**; Ray Halbritter, **Oneida Nation Enterprises**; Leslie Paul Luke, **St. Joseph's Health**; Mantosh Dewan, **SUNY Upstate Medical University**; Michael Printup, **Watkins Glen International**; and Colleen Wegman, **Wegmans**.

Quadrant

Biosciences CEO Rich Uhlig named one of the Top 50 Healthcare Technology CEOs of 2021 by The Healthcare Technology Report.



Syracuse

University's Martin J. Whitman School of Management maintains prestigious AACSB International Accreditation—the Association to Advance Collegiate Schools of Business.

Congratulations to CenterState CEO members named to **City & State's 2021 Higher Education Power 100** list due to their extracurricular activities outside the classroom as they seek to make the state a better place: Martha Pollack, **Cornell University**; Joanie Mahoney, **SUNY College of Environmental Science and Forestry**; Kent Syverud, **Syracuse University**; Alex Colvin, **Cornell University School of Industrial and Labor Relations**; Brian Casey, **Colgate University**; Deborah Stanley, **SUNY Oswego**; and Greg Morrisett, **Cornell Tech**.

John Mezzalungo, CEO of **JMA Wireless** participated in a House Energy & Commerce Committee hearing on America's wireless future.

Saab to expand, add 50 jobs in Central New York after winning Navy contract.



Share Member News with Us!

Submit your member news at www.centerstateceo.com/add-member-news

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.

35 YEARS

Meals on Wheels of Syracuse New York, Inc.

15 YEARS

Peppino's Restaurant & Catering Company

20 YEARS

Gannon's Ice Cream Inc.

10 YEARS

Holmes, King, Kallquist & Associates

Countryside Federal Credit Union

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. For that reason, we are proud to recognize and sponsor *New Investor Focus*.

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

Gear Motions, Inc.

www.gearmotions.com



Dean Burrows, President & CEO

1750 Milton Ave., Syracuse, NY 13209

315-488-0100

Gear Motions is a leading gear manufacturer specializing in supplying custom cut and ground gears for OEMs all around the world. Gear Motions' wide range of precision gear manufacturing capabilities and services deliver quality gears to meet almost any application. The Gear Motions network can manufacture all types of custom gears — cut or precision ground. With products including precision ground helical gears, spur gears, pump gears, bevel gears, worm gears and precision assemblies, as well as multiple types of sprockets, timing pulleys, shafts and splines. Gear Motions focuses on quality and customer service to exceed its customers' expectations.



LC Drives, Corp.

www.lcdrives.com



Russ Marvin, CEO

65 Main St., 67 Main St., Potsdam, NY 13676

860-712-8926

LC Drives is revolutionizing the design and manufacture of power-dense, liquid-cooled Permanent Magnet (PM) electrical machines. The company designs and manufactures light-weight motors and generators that are purpose-built for a range of industries and applications including marine propulsion, wind and industrial process automation. Its CoolSlot™ innovation is a thermal management solution designed into the area of the motor/generator that generates most of the losses — the stator conductors. This approach allows the size and weight of the machine to be 50 to 75% smaller than that of the world's leading suppliers. This enables the production of purpose-built electric motors and generators that are significantly smaller, lighter and more efficient than conventional water-cooled PM machines.



LC DRIVES

N.E.T. & Die, Inc.

www.netanddie.com



Michelle Shatrau, President & CEO

24 Foster St., Fulton, NY 13069

315-592-4311

N.E.T. & Die, Inc. is a third-generation, family owned and operated CNC machine shop located in Central New York just 20 minutes north of Syracuse in Fulton. N.E.T. & Die provides custom, prototype, low volume production and repair machined products and services. N.E.T. & Die specializes in CNC Vertical and Horizontal Milling and Boring with large part capabilities and CNC Turning with live tooling lathes. With more than 500 years of manufacturing experience, the N.E.T. & Die team can provide unparalleled engineering support and machining expertise.



Quadrant Biosciences Inc.

www.quadrantbiosciences.com



Richard Uhlig, Founder & CEO

505 Irving Ave., Syracuse, NY 13210

315-614-2325

Quadrant Biosciences is a life science company developing molecular diagnostic solutions for large-scale health issues. The company has entered into collaborative research relationships with a number of institutions including SUNY Upstate Medical University and Penn State University to explore and develop novel biomarker technologies with a focus on Autism Spectrum Disorder, concussion and Parkinson's disease. Recently, it has leveraged its expertise in RNA analysis to address the COVID-19 pandemic. Quadrant also participates in the Start-up NY program, a New York state economic development program.





“Providing Us Advice for the Future”

“Cathedral Candle Company has been in existence for over one hundred years and over fifty of those years have been with Dermody, Burke & Brown. As our fourth and fifth generation of Steigerwalds take the lead, our accounting firm continues to provide us with proactive, insightful advice that contributes to our current and future growth – lighting the way for our next one hundred years.”

- Louis Steigerwald III, President of Cathedral Candle Company



Dermody, Burke & Brown, CPAs, LLC

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NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months, each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, co-chaired by Rita Marble, Pinnacle Employee Services, and Charles Harkola, Nurse Connection Staffing, Inc.

ACCESS Global Group

ACCESS Global Group's coaching and consulting team creates specially designed programs for academic communities and professional organizations in the areas of cultural competency, social awareness, leadership development and employment/educational equity. ACCESS Global Group's programs are based on extensive research, practical knowledge and more than 20 years of mentoring, teaching, training and leadership experience.

Shanelle Benson Reid
PO Box 3703
Syracuse, NY 13220 315-484-3845
www.accessglobalenterprises.com

Enwave Syracuse LLC



Nathan Prior
500 E. Taylor St.
Syracuse, NY 13202 315-443-5105
www.enwave.com

Gwen, Inc.

Gwen, Inc. is a private sector leadership development corporation that exists for the purpose of helping individual leaders and leadership teams achieve business goals by focusing on developing the competencies of confidence, competence, courage and calm. Gwen, Inc. specializes in organization development consulting, DEI strategy development, strategic planning, leadership development and executive coaching for emerging and established women and minority leaders.

Gwendolyn Webber-McLeod
Auburn, NY 315-252-6326
www.gweninc.com

MT Mechanical Group, LLC

MT Mechanical Group is a design-build mechanical and industrial engineering company, with a New York state licensed professional engineer, specializing in the custom machine design and manufacturing sectors. Using data analytics and Six Sigma, MT Mechanical Group also offers business optimization and process improvement services for all businesses.

Ken Canestraro
135 Fairbannks St.
Watertown, NY 13601 315-955-4367
www.mtmechanicalgroup.com

OrangeHousing.com

OrangeHousing.com is the only city of Syracuse WBE Certified locally owned online apartment/home listing business. OrangeHousing.com has been helping both tenants and property owners navigate the Syracuse rental market with ease for more than two decades. Proven track record since 1997.

Donna Glassberg
8 Quaker Hill Road
Syracuse, NY 13224 315-263-4621
www.orangehousing.com

Paideia Philanthropy Management

Leveraging 30 years of professional experience and personal commitment to help FQHCs and nonprofits navigate challenging and competitive environments. Paideia Philanthropy Management leverages quantitative and qualitative data to improve program delivery, boost revenue, enhance governance and build authentic relationships with patients and other stakeholders.

Babette Baker
1638 S. Salina St.
Syracuse, NY 13205 315-313-4226
www.paideiapm.com

Syracuse Salt Company, Inc.

Syracuse Salt Company is a local family business bringing the storied salt industry back to the Salt City. Syracuse Salt Company produces a beautiful flake salt from brine running under the city for use as the perfect topping for your favorite food.

Mary Kay Iannicello
333 Pulaski St., Suite 1
Syracuse, NY 13204 315-719-1239
www.syracusesaltco.com

Such Chaos

Such Chaos is a multidisciplinary idea consultancy. Focusing on the discovery and development of ideas, the company uses design thinking, branding and technology to create memorable consumer experiences, whether in print, digital, products, spaces or communities.

Andre Ivanchuk
Skaneateles, NY 315-657-5691
www.suchchaos.com

Town of Geddes



In the mid 1800s, the Town of Geddes thrived with industrial development. Many facilities remain important to the local economy along with strong residential neighborhoods in Westvale and Lakeland. Its location provides ample opportunities to preserve and expand upon its strengths. The town is bordered on the west by Onondaga Lake, whose restoration continues to stimulate new recreational opportunities and developments, including the nearby Lakeview Amphitheater venue. A current town project looks to link the community to the Loop the Lake and Empire State trails. This venture, along with Onondaga County and New York state recently completed infrastructure and aesthetic improvements, drastically changes the visual consistency along these main corridors, providing inviting gateways to the community. Extraordinary redevelopment opportunities abound, with key vacant properties, brownfield sites, The Dwight Park complex, industrial areas north including the former GE/Lockheed Martin complex, and west of Interstate 690. The New York State Fair is held in Geddes annually, and there are spinoff development opportunities along Lakeland's State Fair Boulevard. Pride in the community is its passion as well as a great vision for the future.

Jerry Albrigo
1000 Woods Road
Syracuse, NY 13209 315-468-3600
www.townofgeddes.com

Village of Solvay



The Village of Solvay was initially founded in 1794 by James Geddes. The village was renamed "Solvay" after 1884, when the Solvay Process Company built a Solvay process plant. The Village of Solvay was incorporated in 1895. Nationally recognized companies such as WestRock, Legrand Pass & Seymour, and Ben Weitsman and Son continue to have factory locations in this great village. The Village of Solvay also prides itself on having its own municipal electric company providing quality electric service to residents. In addition, the village is home to one of the only remaining Carnegie libraries in the country.

Jerry Albrigo
1100 Woods Road
Syracuse, NY 13209 315-468-1670
www.villageofsolvay.com

CENTERSTATE CEO AMBASSADORS

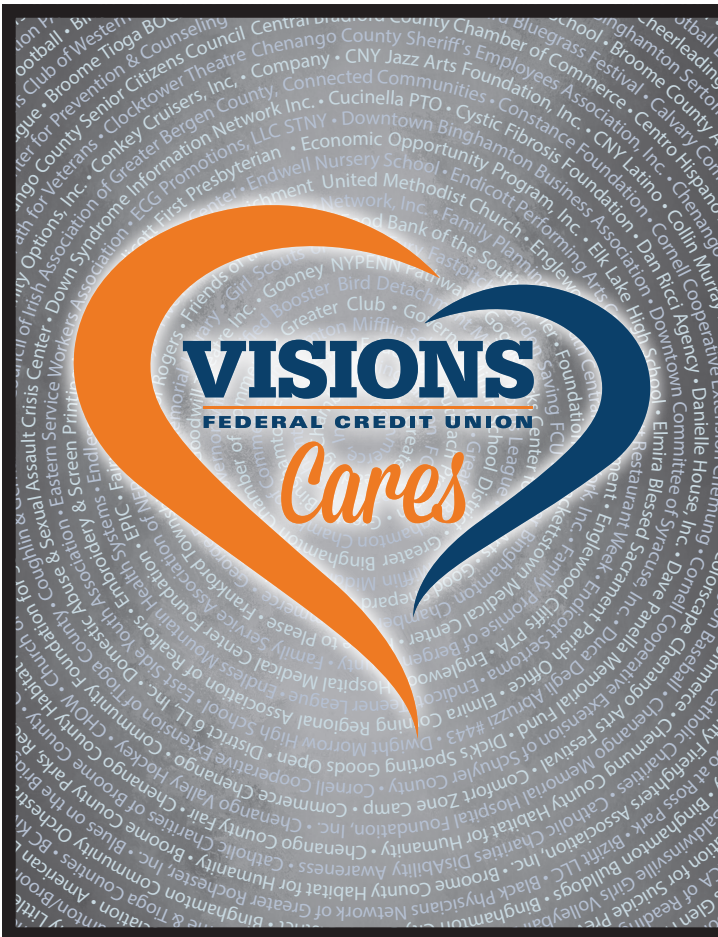
CenterState CEO Ambassadors welcome new CEO members and provide recognition to businesses celebrating grand openings, company anniversaries and other important milestones. While the Ambassadors are practicing social distancing during the COVID-19 pandemic, we still want to recognize and celebrate your special event. Please contact Sharon Abert at 315-470-1810 or sabert@centerstateceo.com to share your recent milestone, or find out how you can join the Ambassador committee.



Metro Fitness at their Fayetteville location celebrates the company's 25th anniversary and newly renovated facility. Metro Fitness has another location at 205 S. Salina St. in Syracuse.



The Upstate Minority Economic Alliance and CenterState CEO Ambassadors congratulate the vendors involved with **The Life at Salt City**, a nonprofit venture located at Salt City Market in downtown Syracuse.



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Visions is about people, not profits. Giving back is what we do. Visions supports hundreds of causes with donations that fund good works, employee volunteers who pay it forward, and sponsorships that support community events. Because Visions Cares, where you bank can make a difference where you live.

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Downtown Is Open For Business Campaign

Two new marketing opportunities will help downtown Syracuse businesses this spring, made possible through a grant from the Syracuse Economic Development Corporation (SEDCO). Earlier this year, the Downtown Syracuse Foundation received \$20,000 through a SEDCO COVID-19 relief grant funded by the federal CARES Act. The Downtown Syracuse Foundation is applying these funds to two opportunities to directly support downtown businesses: A **Cooperative Marketing Program and a “Downtown is Open for Business” campaign.** The goal is threefold: To highlight businesses that have reopened;



to enhance connections with businesses located throughout the city of Syracuse; and to attract visitors downtown.

The Cooperative Marketing Program invites businesses located throughout the 82 blocks that comprise downtown Syracuse, and businesses all through the city, to partner on a new event or special promotion to drive visitors downtown. Each business collaboration is eligible to receive \$500 in paid advertising services provided by the Downtown Syracuse Foundation. **Deadline to enter is May 6.**

To provide visual cues that downtown Syracuse is open for business, every street-level business that wants a “Downtown is Open” flag may have one. The first round of flags will be installed later this month. The flags are available in five different colors and will be customized with the logo of each business. Together, the flags will showcase all the businesses that have reopened during the pandemic, and create a celebratory streetscape. Businesses located downtown that are interested in flying a “Downtown is Open” flag branded with their logo should contact Heather Schroeder, director of economic development for the Downtown Committee, at 315-470-1958 or HShroeder@DowntownSyracuse.com.

Downtown Syracuse in Bloom This Spring

Later this month, downtown Syracuse will bloom in purple to welcome spring and summer! Support the Downtown Syracuse Foundation by sponsoring a flower basket to dress streets throughout downtown. Each tax-deductible donation of \$50 per basket helps foster a vibrant, thriving downtown Syracuse. Interested parties may mail a check to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or [access a link for credit card payments.](#)



Downtown Farmers Market: Opening Day is June 8

The Downtown Farmers Market returns to Clinton Square for its 49th season starting Tuesday, June 8. Every Tuesday, rain or shine, the region’s best farmers and produce dealers set up shop in Clinton Square to offer open-air access to fresh and seasonal fruits, vegetables, plants, baked goods and more. The Downtown Farmers Market continues weekly through October 12. Once a month, there will be live music during lunchtime. Organizers will continue to adhere to health and safety guidelines to support the health of shoppers, farmers and staff. **Stay tuned for event details.**



NUAIR Seeks State Agencies Looking to Save Time, Money and Resources by Using Drone Technology

NUAIR is dedicated to the continued adoption of drone technology by New York state agencies and has fortified its partnership with DRONERESPONDERS to expedite the integration of drone technology into public safety and state agency operations. NUAIR provides organizations the tools and knowledge to integrate and conduct advanced drone operations while DRONERESPONDERS focuses on aerial first responders and emergency managers, helping them learn, train and fly in emergency situations. Their combined efforts will help move New York state into a new age of technological advancement and economic efficiency.

State agency adoption of drone technology across the United States continues to rise as states begin to see how drones are making operations more efficient. **In New York, NUAIR has already helped more than 25 state, county and**

local agencies implement their drone programs. The public safety realm continues to use drones for search and rescue, accident reconstruction, firefighting assistance and more. In these uncertain times, when resources are sparse, NUAIR and DRONERESPONDERS are fortifying their partnership to fast-track state agency drone adoption to ease financial burdens and free up state resources.

[Contact NUAIR to learn more about how drones can help organizations thrive.](#)



An Albany County drone pilot prepares to fly a search and rescue scenario.



SPRING IS IN THE AIR

Step out and Enjoy Syracuse!
Explore Restaurants, Parks and more



Tech and Culture Speaker Series Featuring Malcolm Egun, May 5

Virtual event

5:30 to 6:30 p.m.

Malcolm Egun is the founder & CEO of FROGSHOP, a digital partner for gyms worldwide. Egun is passionate about providing technological resources for gyms, in addition to improving the health and wellness of the world's populations. Prior to founding FROGSHOP, Egun built his career in the sales industry, working as a sales executive for a Wall Street firm and later as an account executive for a tech startup in New York City. In his spare time, Egun enjoys exercising and bodybuilding, martial arts, traveling, reading and mentoring individuals looking to embark in entrepreneurship and debating. Sponsored by JPMorgan Chase & Co.

Cost: Free. [Register to participate.](#)

JPMORGAN
CHASE & CO.

Beyond Donations: How Your Business Can Support Local Nonprofits, May 6

Virtual event

9 to 10:30 a.m.

Like so many businesses, CNY's nonprofits have faced enormous hurdles in the past year, while still delivering services that the community and its residents depend on. While monetary donations might be impossible during these challenging times, it's more important than ever to continuing supporting these organizations. This session will focus on other ways your business can support the extraordinary work of nonprofits, featuring a panel discussion with four past CenterState CEO's Community Involvement Business of the Year awardees.

Cost: Free for members; \$10 for non-members. [Register to participate.](#)

How to Apply for the Restaurant Revitalization Fund, May 7

Virtual event

9 to 10 a.m.

The U.S. Small Business Administration will share details on the Restaurant Revitalization Fund (RRF), including how to apply. The American Rescue Plan Act established the RRF to provide emergency assistance for eligible restaurants, bars and other qualifying businesses impacted by COVID-19, to help keep their doors open. Applications open May 3. The RRF will provide eligible applicants with funding equal to their pandemic-related revenue loss up to \$10 million per business, and no more than \$5 million per physical location.

Cost: Free to members; Non-members \$10. [Register to participate.](#)

Work Better: Returning to an Improved Experience (Session 1), May 11

Virtual event

9 to 10 a.m.

From engagement and productivity to innovation and belonging, the work experience matters for people and for business. Hear from national expert Dr. Tracy Brower, a principal with Steelcase's Applied Research + Consulting group, on the sociology of work about new research related to what people love (and don't love) about working from home, employees' shifting expectations about their in-office experience, and how the work experience connects to business outcomes. The session will share surprising data, new insights and fresh ideas about where employers go from here and how they and their employees can embrace working better.

Cost: Free for members; \$10 for non-members. [Register to participate.](#)

Disney's Approach to Business Excellence, June 2

Virtual event

Presented live online by Disney Institute leaders, Disney's Approach to Business Excellence course offers the opportunity to build one's professional knowledge and discover proven Disney business insights from their chain of excellence. The presentation will include Disney best practices in leadership excellence, employee engagement and quality service that can be adapted and applied to one's profession, team or organization to achieve greater results.

[Register to participate.](#)

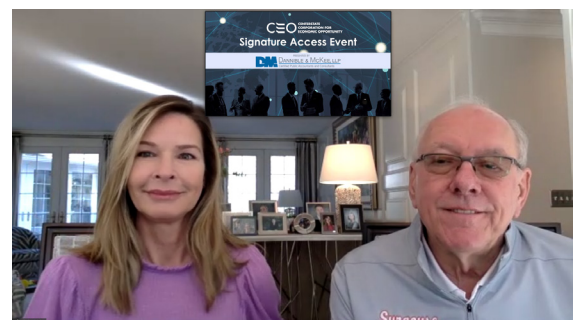
SIGNATURE ACCESS EVENT WITH JIM & JULI BOEHEIM

CenterState CEO members enjoyed a unique opportunity to hear from Jim and Juli Boeheim during a recent Signature Access Event, sponsored by Dannible & McKee, LLP. The Boeheims shared how their foundation strives to enrich the lives of children in need within Central New York and provides support for eliminating cancer through research and advocacy.

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 just by the elite level of invitees, but also the unique access to speakers, topics and venues highlighting significant projects or initiatives in the region.

CenterState CEO donated \$5 per attendee and collected additional donations, raising more than \$800 for the Jim and Juli Boeheim Foundation. Congratulations to Nick Shires, from Dannible and McKee, winner of an autographed basketball from the Syracuse University men's basketball team!

DM DANNIBLE & MCKEE, LLP
Certified Public Accountants and Consultants



Juli and Jim Boeheim during CEO's Signature Access Event, sponsored by Dannible & McKee.

CENTERSTATE CEO VIRTUAL EVENTS INFORM & CONNECT MEMBERS

CenterState CEO brings engaging speakers and critical information to its members and the business community for networking, professional development, community engagement and more. Recent highlights included:



CEO | Speaker Series – Tech & Culture Speaker Series Featuring Anthony Frasier

Anthony Frasier, founder and CEO of ABF Creative and author of “Don’t Dumb Down Your Greatness: A Young Entrepreneur’s Guide to Thinking & Being Great,” spoke about his more than a decade of tech experiences to the 25 engaged viewers and the common threads between lessons he learned in the hard streets of Newark, New Jersey, and the innovative clusters of Silicon Valley. Hosted by Generation Next; sponsored by JPMorgan Chase & Co.



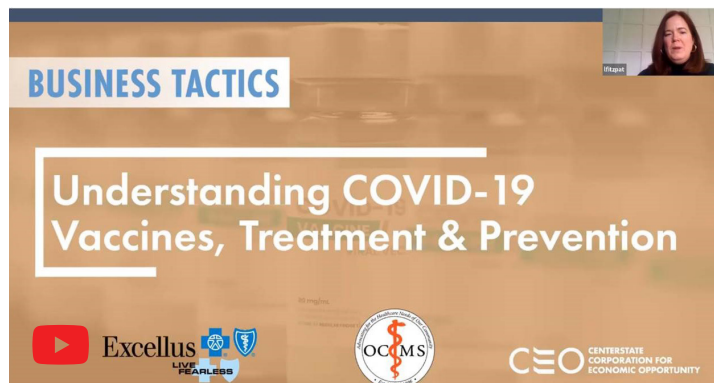
CEO | Speaker Series – Tech & Culture Speaker Series Featuring Kelsey Davis

Hosted by Generation Next, Kelsey Davis discussed the distinct experiences that women have in the tech industry with more than 50 attendees. Davis is the founder and CEO of CLLCTVE, a nationally recognized platform connecting college creators and brands targeting Gen-Z consumers. Sponsored by JPMorgan Chase & Co.



CEO | Business Tactics - Post Pandemic Inclusive Talent Retention & Attraction Strategies

This presentation was a review of current labor market trends and strategies to help employers retain current employees and attract others. Topics covered included an economic forecast of candidate availability, factoring in unemployment trends, an interactive discussion on tactics used by local and national firms to maximize employee retention and attract the most qualified candidates.



CEO | Business Tactics – Understanding COVID-19 Vaccines, Treatment & Prevention

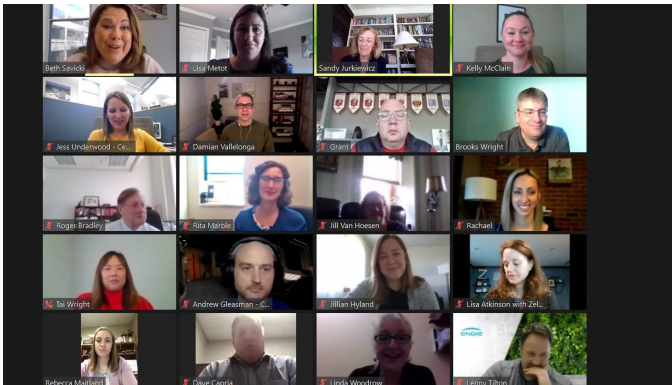
CenterState CEO, the Onondaga County Medical Society and Excellus BlueCross BlueShield hosted an informative discussion about COVID-19 vaccinations and what everyone needs to know about efficacy, availability and up-to-date vaccine-related insight. More than 30 attendees had the opportunity to learn the latest developments in prevention, detection and treatment from these area physicians and experts.

continued on page 24

SAVE THE DATE

CenterState CEO
Annual Golf Outing
August 16
 The Links at Erie Village

VIRTUAL EVENTS INFORM & CONNECT MEMBERS continued from page 23



CEO | Networking - Speed Networking

More than 20 attendees made new connections from the comfort of their homes and offices. They engaged in large- and small-group dialogue while building relationships with CenterState CEO and Greater Oswego-Fulton Chamber of Commerce members.



CEO | Business Tactics – Exclusive Sales Training Series: Why Salespeople Fail and What to do About it

Sandy Stefano from Sandler Training instructed more than 25 people on the foundations and fundamentals to develop a common methodology and selling process. Attendees learned how to understand specific sales behaviors with the right attitude and mindset, along with how to apply proven selling techniques to elevate sales performance. Objectives included defining sales/selling/business development; the Sandler Success Triangle: B.A.T. – behaviors/attitude/techniques; 3 Components of a selling process: relationship, qualifiers, close; and Sandler Rule #41 – “There are no bad prospects, only bad salespeople.”

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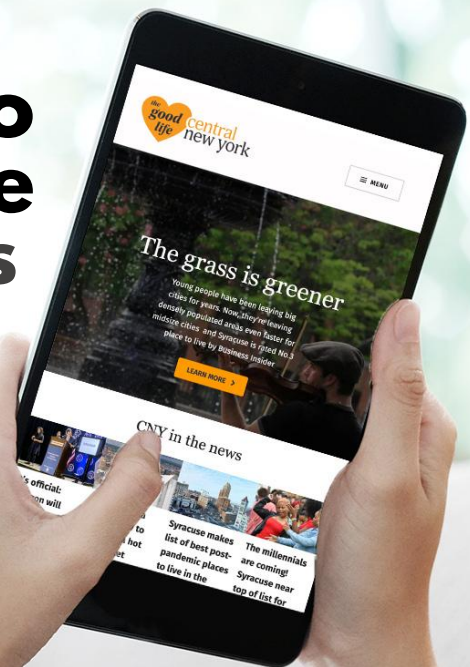
Contact Ben Sio to get involved

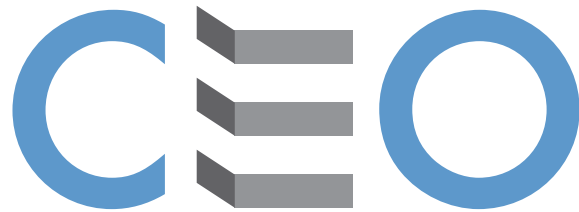
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