

REGIONAL PARTNERS LAUNCH NY UAS GRAND CHALLENGE

A new statewide program will incentivize state and local government operations to become early adopters of drone technologies. Northeast UAS Airspace Integration Research (NUAIR) and regional partners announced the NY UAS Grand Challenge, the first competition of its kind in the nation, during its NY UAS Symposium last month.

With funding made available by New York State, UAS Grand Challenge winners will have access to grant support and priority technical assistance from NUAIR to deploy their use case. Qualified new ventures are also eligible to compete in CenterState CEO's GENIUS NY program.

The UAS Grand Challenge encourages and seeds partnerships between public entities and firms to advance a series of priority use cases, including:

- First responders and public safety
- Infrastructure inspection and construction
- Counter UAS and critical infrastructure protection
- Forest and environmental monitoring
- Public health
- Statewide UAS traffic management (UTM) adoption and urban air mobility infrastructure

UAS regional partners expect significant national attention from the statewide competition, resulting in the attraction of high impact UAS businesses and human capital to New York state. This includes a strong, high value pipeline for the GENIUS NY program.



Companies like GENIUS NY finalist Fotokite that provide first responders and public safety teams with mission critical situational awareness, will be eligible to compete in the NY UAS Grand Challenge.

Photo courtesy: Fotokite

continued on page 5



Generation Next Focuses on Diverse Young Professionals



CenterState CEO Members Among CNY's Best Places to Work



CNYREDC Projects & Priorities Support Businesses, Regional Strategies for Growth



CenterState CEO Events

Celebrate the region's outstanding businesses and organizations as Economic Champions!

2019 Economic Champions Luncheon

Tuesday, October 29

Noon to 1:30 p.m.
The Oncenter, 800 S. State St., Syracuse, NY 13202

Register at www.centerstateceo.com/events

Member cost: \$65/person; \$650/table of 10

PRESENTING SPONSORS:



COMMUNITY VISIONARY AWARD SPONSOR:



SPONSORS:



ONEIDA INDIAN NATION PARTNERS WITH NUAIR

The Northeast UAS Airspace Integration Research (NUAIR) and the Oneida Indian Nation are partnering to further enhance the Nation’s ability to monitor, observe, manage and protect its lands and environmental resources via drone technology.

By using NUAIR’s cutting-edge drone and related technology and expertise, the Nation will have the ability to collect and assess data about its lands and environmental resources, particularly from isolated or hard-to-reach areas. This technology will further help the Nation implement and enforce programs geared toward protecting these resources.

NUAIR’s aviation professionals will build the drone program, including strategic planning, evaluation and continued monitoring. They will also lend their expertise in the training and certification of Nation staff to independently operate the drones.

This partnership was made possible through a grant from the Environmental Protection Agency’s Indian Environmental General Assistance Program, which the Nation secured in 2018 as a four-year capacity-building project. The Nation selected NUAIR after a competitive, request-for-proposals process. As a recognized leader in the field, NUAIR’s operations and expertise are positioning Central New York as a global center for unmanned aircraft systems (UAS) and commercial aviation.

“Going from a pickup truck surveying the land from the ground, to deploying a drone and getting a more complete aerial view of their land will significantly assist the Oneida Indian Nation’s environmental conservation efforts,” said Mike Hertzendorf, interim CEO of NUAIR. “NUAIR, in collaboration with AX Enterprize, Measure and SkyOp, will assist the Nation in developing procedures for safe and effective flights, on-site flight training, Part 107 pilot training, product purchase advisement and more over the next four years.”

NUAIR, an organizational partner of CenterState CEO, is a coalition of private and public entities and academic institutions that provides expertise in the operation and management of UAS.



An Oneida Nation officer works with Measure, professional drone operators, as part of a partnership with NUAIR to monitor and protect its environmental resources.

SIGNATURE ACCESS EVENT AT FORT ONTARIO

Nearly 100 CenterState CEO members attended a recent Signature Access Event, sponsored by Dannible & McKee, LLP at Fort Ontario in Oswego. The event was co-hosted by The Safe Haven Holocaust Refugee Museum and The Friends of Fort Ontario. Members received an exclusive tour of the historic site, which is currently under consideration by the Department of the Interior for inclusion in the National Park Service due to its national significance. Fort Ontario, the only shelter in the U.S. during World War II, housed nearly 1,000 European refugees of the Holocaust.

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.



FEATURED STORIES:

- Oneida Indian Nation Partners with NUAIR.....2
- Signature Access at Fort Ontario2
- Generation Next Focuses on Diverse Young Professionals3
- CenterState CEO Members Among CNY’s Best Places to Work.....4
- CNYREDC Projects & Priorities Support Businesses, Regional Strategies for Growth....5
- GENIUS NY Startups Raise Over \$10 Million in

- Follow-On Funding.....6
- Work Train Creates Recruitment Career Navigation Program.....9
- Travel the World with CenterState CEO 12
- Still Time to Enjoy Oswego and Fulton Farmers Markets..... 12

MEMBER NEWS:

- Member Essentials..... 10
- Member Milestones 10

- Economic Champion 11
- New Partners..... 13
- CenterState CEO Ambassadors..... 15

DEPARTMENTS:

- The Tech Garden.....6
- Visit Syracuse 8
- Downtown Committee.....9
- Events..... 14

GENERATION NEXT FOCUSES ON DIVERSE YOUNG PROFESSIONALS

The ability to attract and retain highly skilled talent is a pervasive challenge shared by CenterState CEO members. The Central New York Regional Economic Development Council and the New York State Department of Labor sponsored Talent Task Force found that 100% of surveyed Central New York employers say that, while they're growing, they have difficulty filling positions. Notably, 40% said that attracting diverse professionals to Syracuse is especially challenging. And recent and potential hires surveyed cited a lack of diversity and amenities in Syracuse among their concerns about moving to the area.

In order to address these concerns and support the growth of a diverse, highly engaged and welcoming community, CenterState CEO and the Downtown Committee, with support from M&T Bank, have launched Generation Next.

Generation Next seeks to foster social engagement, job placement and career advancement among diverse young professionals in Central New York. It will also provide a platform for diverse young professionals to connect with business and community leaders in an effort to cultivate a new generation of leadership.

Last month, Generation Next hosted a special event during the world premiere of "Thoughts of a Colored Man" at Syracuse Stage. The evening was sponsored by JPMorgan Chase and welcomed more than 60 diverse young professionals for a special presentation of the new play by Keenan Scott II. Following the performance, the group gathered with Scott and Director Steve H. Broadnax III for a powerful conversation about the themes of the show and race in the community. The event was an example of Generation Next's aim to partner with businesses and organizations to create social programs and spaces that reflect the diversity of the community.

There are several ways to become involved in this effort, including following M&T Bank's lead in contributing to this important initiative by donating to the Generation Next fund. Businesses and organizations can also host or sponsor networking and engagement events, or connect their employees to this effort. To find out how, contact Dr. Juhanna Rogers or Heather Schroeder at GenerationNext@centerstateceo.com.



Generation Next kicked off in August at a planning meeting hosted in Pioneer Companies' State Tower Building.



More than 60 diverse young professionals gathered at Syracuse Stage for a special presentation of a new play by Keenan Scott II.

CENTERSTATE CEO MEMBERS AMONG CNY'S BEST PLACES TO WORK

CenterState CEO members were among the 2019 Central New York's Best Places to Work. This prestigious award was created by BizEventz and sponsored by the Business Journal News Network to identify, recognize and honor the top companies that offer the best places of employment in Central New York, thereby benefiting the state's economy, workforce and business environment.



Congratulations!

Assured Information Security (AIS)
 Bankers Healthcare Group
 The Bonadio Group
 Buckeye Corrugated Inc. (BCI -Syracuse Division)
 Business Machines & Equipment, Inc. (BME Co.)
 CoveyCS
 Critical Link
 Dermody, Burke & Brown, CPAs, LLC
 The Digital Hype
 Driver's Village
 Galaxy Media Partners
 Haylor, Freyer & Coon, Inc.
 HOLT Architects, P.C.
 Idea Kraft

iV4
 JAS Recruitment
 Metis Consulting Group
 MultiMed Billing Service, Inc.
 Nave Law Firm
 The Nurse Connection Staffing, Inc.
 Reagan Companies
 Seneca Savings
 Terakeet
 Thompson & Johnson Equipment Co., Inc.
 thyssenkrupp Elevator (Syracuse Branch)
 Usherwood Office Technology
 Westelcom

MILESTONES

Retirement

College

No matter your stage in life, BSNY has the perfect package for you!

Ask about our Milestone bundles...

315-470-1930 • www.BusinessSolutionsNY.com

BSNY
 Business Solutions

This space is not empty.

It's FULL of OPPORTUNITY!

Picture your advertisement here.

Contact Beth Savicki
 Advertising & Sponsorship Manager
 315-470-1833
BSavicki@CenterStateCEO.com

CEO CENTERSTATE CORPORATION FOR ECONOMIC OPPORTUNITY

CNYREDC PROJECTS & PRIORITIES SUPPORT BUSINESSES, REGIONAL STRATEGIES FOR GROWTH

The Central New York Regional Economic Development Council (CNYREDC) has submitted its ninth progress report and regional revitalization plan to New York state.

To date, the Central New York region has received more than \$1.15 billion to fund projects through the regional council process, including \$500 million through the Upstate Revitalization Initiative (URI).

Priority projects recommended by the council this year will further advance the region's economic resurgence. The committee was pleased to see a breadth of industries and companies represented in this most recent round, as well as improved project quality. **In addition, more than half of the applications for economic development funding came from CenterState CEO members.**

The report also outlines significant progress on state priorities through the REDC process, including identifying childcare needs and solutions as a key component of workforce participation, and a work group tasked with establishing a baseline environmental justice strategy to inform future rounds' development and investment goals. Initiatives from prior state identified priorities also continue to advance. Implementation is underway on strategies identified by the Talent Task Force, including the launch of Generation Next, supporting the growth of diverse professionals and creating a highly engaged and welcoming community (see page 3 for details), and Good Life CNY, a new quality of life and talent attraction initiative coming soon to the region.

2018-2019 also saw progress in priority areas of the region's URI plan, CNY Rising. Highlights include leading the nation in the advancement of unmanned systems, and a Round 2 Request for Proposals issued for the Alliance for Economic Inclusion, which supports anti-poverty initiatives in Central New York.

With an active seat on the council, CenterState CEO is positioned to assist its members with identifying funding opportunities for projects that support the growth of businesses and align with the region's assets and strategies. Members that successfully completed past REDC-funded projects and are proposing significant second projects due to continued growth include Cayuga Milk Ingredients and Carrier Plastics. In addition, two companies new to the REDC process, Marathon Boat Group and NJ Jones Plumbing, are seeking support for their growth in Central New York.

"This year's recommended projects continue to support businesses in growth mode, create jobs, and leverage private investment," said Rob Simpson, president of CenterState CEO and CNYREDC council member. "As important, REDC initiatives are advancing the long-term, inclusive growth strategies we have set for our region."

NY UAS GRAND CHALLENGE continued from front page

"The UAS Grand Challenge is another opportunity unique to our region and state that further strengthens our ability to invest in innovation that can be used anywhere in the nation to solve challenges faced by municipalities," said Rob Simpson, president of CenterState CEO.

"In doing so, we hope to create new business opportunities for leading-edge drone companies and attract talent to our region."

Additional expected outcomes include increased public sector service delivery efficacy, and increased visibility for NUAIR and New York state as industry leaders.

"We know state and local agencies can see real cost savings through the use of leading-edge drone technologies," said Mike Hertzendorf, interim president and CEO of NUAIR. "If we can provide value or savings by aligning a commercial company with a state agency to help that agency solve a challenge or be more efficient, the state can then apply resources to other priorities."

Applications will require a partnership between a private firm(s) and a New York state agency, New York state authority, or a local government entity within the state. It is open to any company interested in applying, but priority will be given to companies with new or existing operations in New York state, and to projects that propose use case operations within the UTM Corridor. NUAIR will lead the process of sourcing applications, administering the selection of winners, and executing the first round of the program. It is expected that NUAIR will open the Grand Challenge for applications in early 2020.

To learn more, contact Mike Hertzendorf at mhertzendorf@nuair.org.



Read the report at <https://regionalcouncils.ny.gov/central-new-york>.



Careers in Code Honors First Graduates at The Tech Garden

After 24 weeks of instruction, 11 students recently graduated from Careers in Code, a new coding boot camp that teaches computer programming to women and minorities to help fight poverty in Central New York. More than 80 attendees celebrated the students' hard work at The Tech Garden, including Onondaga County Executive Ryan McMahon, who shared the opening remarks. There is already a waitlist for Cohort 2 of Careers in Code, which begins later this year. To learn more, visit <https://careersincode.org>.



Book The Tech Garden Theater for Your Next Event

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



GENIUS NY STARTUPS RAISE OVER \$10 MILLION IN FOLLOW-ON FUNDING

Five startups in the GENIUS NY accelerator, AutoModality, Civdrone, Fotokite, OmniMesh and TruWeather Solutions, have raised over \$10 million in additional private investment. This follow-on-funding validates the investments the GENIUS NY program has made in unmanned aerial systems (UAS) technologies and startups over the last three years, and proves the program's ongoing impact in Central New York. GENIUS NY is supported by CNY Rising, which advances the regions' collective strategy to create an ecosystem of resources for companies in the UAS industry.

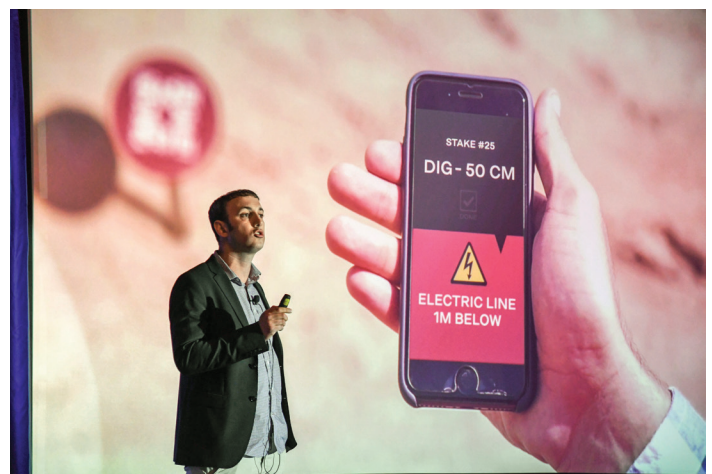


GENIUS NY

"It's exciting to see these early stage companies start to receive follow-on funding from names like Credit Suisse and ff Venture Capital. Our goal in the accelerator is to get them started with seed investment, help work through their business plans and bring them to the commercial market," said Jon Parry, director of GENIUS NY. "Our finalists are given all the resources needed to continue to scale after the year accelerator, including three investor demo days for opportunities to raise follow-on funding."

These investments build on those made to the companies during the GENIUS NY program. Two of the companies, AutoModality and Fotokite, received the \$1 million grand prize investment during the accelerator. Since 2017, GENIUS NY has invested in 17 startups and awarded more than \$9 million. Of the companies invested in, all are operational and continue to scale and hire.

To read more visit, www.geniusny.com/news.



Tom Yeshurun, CEO of Civdrone, pitches the company's technology during the GENIUS NY competition in April.

CenterState CEO's 2019 ECONOMIC CHAMPIONS LUNCHEON

Tuesday, October 29, 2019

11:30 Registration | 12:00 to 1:30 Luncheon & Program
The Oncenter, 800 S. State St., Syracuse

Register by October 24: www.centerstateceo.com/events

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

Featuring



The Region's Economic Champions



Networking with Hundreds of Business Leaders



Community Visionary Award Winner
Syracuse University – Sponsored by Wegmans

PRESENTING SPONSORS



CORPORATE SPONSORS



COMMUNITY VISIONARY AWARD SPONSOR



COW BELL SPONSOR



SPEAKER SPONSOR



PARKING SPONSOR



MEDIA SPONSORS



The Great New York State Fair: Getting Better Every Year

Visit Syracuse congratulates the 2019 Great New York State Fair for its continued growth and success. With record numbers through the gates, new and expanded exhibits, and of course, unique cuisine, the team behind this beloved Upstate New York tradition is to be commended.

The Fair exemplifies the true meaning of successful partnerships, and Visit Syracuse was privileged to work with The Fair, I Love NY, New York by Rail magazine (AMTRAK's official publication), Fried Specialties, The New York Wine & Grape Foundation and Finn Partners (official agency of I Love NY) on some alluring and inviting pre-fair promotional efforts.

President/CEO of Visit Syracuse, Danny Liedka, and James Hasbrouck, co-owner and manager of Fried Specialties were featured on the CBS-affiliate morning show, as well as Fox-TV's "Good Day



New York" in the New York City/tri-state markets to not only boast about all things fair, but to encourage and invite New York metro residents to visit Syracuse, Central New York and the Finger Lakes Region.

With AMTRAK offering door-to-door service to The Fair from New York City (as well as from Toronto/Niagara Falls), Visit Syracuse and The Fair also partnered on advertising opportunities with New York by Rail magazine, reminding visitors that transportation to Syracuse and The Fair was convenient, cost-effective, family friendly and comfortable.



Visit Syracuse featured online and print advertisements for the Great NYS Fair in the New York by Rail magazine.



See the features at:

Good Day NY FOX 5: <https://tinyurl.com/y4nxxnlk>

CBS 2 News Weekends: New York State Fair Offers Something for Everyone <https://tinyurl.com/y5avpyja>

Progress Breakfast to Shine Spotlight on Onondaga County's Role in Fueling a Vibrant Downtown Syracuse

8 a.m. Thursday, October 17 at SKY Armory

Tickets are on sale now for the next Progress Breakfast. Presented by the Downtown Committee and Mower, the theme will focus on the role Onondaga County plays in fueling a vibrant downtown Syracuse. Attendees will hear from Onondaga County Executive Ryan McMahon, who will highlight key partnerships between the County Executive's office and various downtown organizations, and the ways those relationships shape and influence downtown's resurgence. Danny Liedka, president of Visit Syracuse, will speak about tourism and the draw that downtown Syracuse has in bringing millions of people to the center of the city each year. Finally, Onondaga County Film Commissioner Eric Vinal will discuss why downtown Syracuse is attracting Hollywood cameras, and shed light on how the film industry benefits downtown and Onondaga County.

The Progress Breakfast, held twice a year, attracts about 300 attendees. Keeping with the tradition of the program, guests have a unique opportunity to mingle with presenters following the event. Reserve tickets at <http://downtownsyracuse.com/progressbreakfast>. The Progress Breakfast receives corporate support from SWBR.



WORK TRAIN CREATES RECRUITMENT CAREER NAVIGATION PARTNERSHIP

In the Syracuse area, large groups of the population struggle to find good work and are often overlooked by traditional employer hiring practices. Meanwhile, many employers are perpetually seeking for prepared workers.

To address this gap, along with a tightened labor market, Work Train has created a new partnership with the Community Center Coalition (CCC). The coalition brings together four Syracuse community centers—Westcott Community Center, Syracuse Northeast Community Center, Syracuse Community Connections and Huntington Family Center—to strategically recruit un- and underemployed individuals for open positions with regional employers, and provide ongoing career navigation support through on the job and Work Train-sponsored programs.

The CCC's goal is to recruit and support 100 individuals during the 12-month pilot period. Community center staff will identify talent within the community and assess their alignment with target industries and career pathways; engage in basic support and preparation to confidently refer these individuals into Work Train-sponsored job seeker programs at SUNY Syracuse EOC; and continue to support them with ongoing career navigation services.

This partnership epitomizes Work Train's role as an intermediary and strategist, convening partnerships that drive solutions to persistent workforce problems, thereby fostering greater prosperity in the region.



Work Train is a community workforce initiative led by CenterState CEO dedicated to connecting individuals who are un- or underemployed with career opportunities, while helping companies build strong workforces in health care, manufacturing, construction and technology. Work Train's local Funder Collaborative includes the United Way of CNY, Allyn Foundation, CNYCF, Reisman Foundation, Gifford Foundation, the City of Syracuse and Onondaga County—as well as financial investment from New York State, local employers and national organizations.

Companies interested in hiring Work Train graduates, referring jobseekers or partnering with Work Train should contact Karen Kaplan at kkaplan@centerstateceo.com or visit www.worktraincny.org.

CONNECT TO
CENTERSTATE CEO!



Follow us @
[centerstateceo](https://www.instagram.com/centerstateceo)



Follow us at CenterState Corporation
for Economic Opportunity



Follow us @
[centerstateceo](https://twitter.com/centerstateceo)



Like us at
CenterState CEO

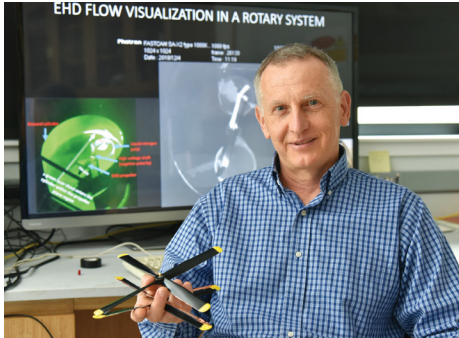


Subscribe to our
CenterState CEO channel

MEMBER ESSENTIALS

AmeriCU partners with **Wegmans** to offer more fee-free ATMs to members.

Ion wind technology breakthrough takes flight at **SUNY Oswego**.



KeyBank's \$40,000 gift supports creation of college connection coach for OCC Advantage Program.

The design work of **Ashley McGraw Architects** was featured in the national trade publication School Planning and Management.

Barton & Loguidice wins gold at 2019 NYS Drone Film Festival.

Crouse Health investing \$2.5 million in pediatric cardiac catheterization suite upgrade. **Crouse Health** installs new, nearly \$900,000 MRI unit.

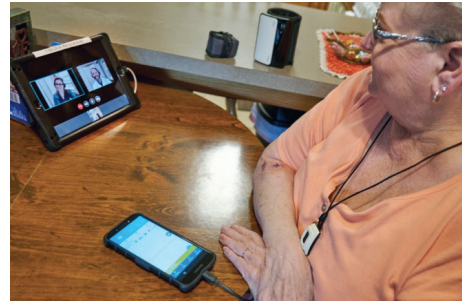
Bank of America donates \$250,000 to Mohawk Valley Health System downtown hospital project.

Bryant & Stratton to relocate Clay campus to Route 57 from Route 31.

Upstate Medical to use federal grant to boost number of nurse practitioners treating opioid and substance-abuse disorders. **Upstate Cancer Center** deploys new technology to combat bladder cancer.

Syracuse University, ESF renew academic, research-partnership agreement.

Loretto launches telehealth service for PACE-CNY program participants.



Oneida Indian Nation selects NUAIR to "monitor and protect" environmental resources. **Oneida Indian Nation** opens sportsbook at Yellow Brick Road Casino in Chittenango.

Helio Health expands services at Syracuse Recovery Center.

del Lago opens DraftKings Sportsbook.

PJ Green grows with \$2 million expansion and a new press.

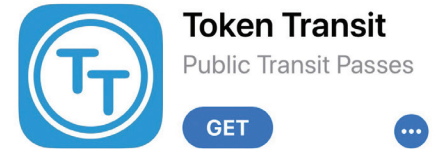
NIH awards **Cornell University** \$17.4 million for CHES sub-facility. **Cornell University** researchers to use \$2 million federal grant for work on bioenergy conversion.

Barclay Damon adds 20 attorneys from law firm that recently dissolved.

JOBSPlus! is working with **Lyft** to provide free transportation services to CenterState CEO members: Brophy Services Inc., Loretto and Giovanni Food Co. Inc.

Knowles Precision Devices lands contract for F-35 fighter jet parts, adding 30 jobs.

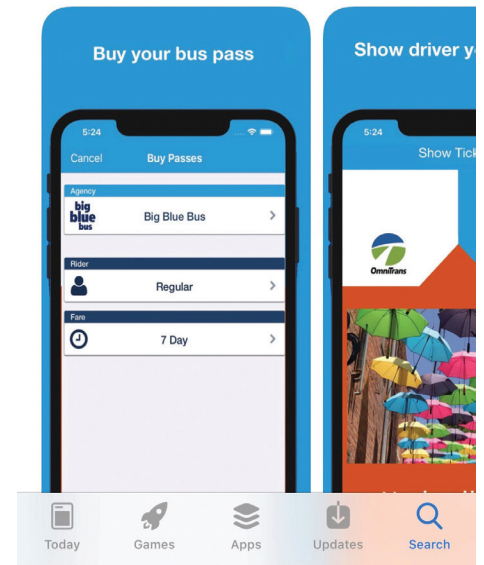
Centro introduces mobile app for certain events.



4.0 ★★★★★
116 Ratings

#186
Travel

4+
Age



MEMBER MILESTONES

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

40 YEARS

Anheuser-Busch InBev
Firley, Moran, Freer & Eassa, CPA, PC

35 YEARS

China Towne Furniture and Mattress
Stafkings Personnel Systems

25 YEARS

Cazenovia College

20 YEARS

Synergy IT Solutions
Huen New York

15 YEARS

Reller Risk Management LLC

10 YEARS

Insight Business Works, Inc.
Blue Ocean Strategic Capital, LLC
Syracuse Signal Systems

CENTERSTATE CEO ECONOMIC CHAMPION

LeChase

Now in its 75th year, LeChase ranks among the nation's top contractors—providing general construction and construction management services across a range of industries and on projects of all sizes. With a team of more than 750 talented professionals, LeChase prides itself on offering the capabilities of a large firm while maintaining the personalized service of a small firm.

Since its founding in 1944, LeChase has constructed or managed construction of more than 60 million square feet of development across 36 states. That includes more than 35 years of service in Central New York, where the company now ranks among the top 10 commercial builders. A decade ago,

LeChase opened its Syracuse office, focusing on higher education, health care, industrial and commercial projects. The office also has staff dedicated to providing construction management services for K-12 school districts.

"A continuing mix of both public and private spending in the region provides a steady stream of construction opportunities, and our LeChase culture—built on safety, quality and doing the right thing—aligns with the high standards of our client base," said Regional Operations Manager Paul Klinko.

Notable recent projects in the area include the new Tompkins Financial Corporation headquarters, the Syracuse Hancock International Airport renovation and construction of the National Veterans Resource Center at Syracuse University.

"Our team takes special pride in these and other projects that create unique local assets," said LeChase CEO and Managing Partner Bill Goodrich. "Our people consistently demonstrate that when you do the right thing, you get the right results for our company, our customers and our communities."

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.



The National Veterans Resource Complex at Syracuse University.
Credit: SHoP Architects.



**A Legacy of Commercial
& Business Banking**



Flexible



Experienced



Responsive



Decisions Made in Central NY

solvaybank.com/biz • 315-484-2209

TRAVEL THE WORLD WITH CENTERSTATE CEO

Tour Sicily and Malta: Travel Presentation October 24

CenterState CEO journeys to Sicily and Malta from October 31-November 12, 2020. Highlights include Palermo, Cefalu, a farm visit, Erice, Agrigento, Taormina, Siracusa, Tas-Sliema, Medina and Valletta. This trip includes roundtrip air from Syracuse Hancock International Airport, air taxes and fees, hotel transfers and 18 meals. Per person rates if booked by May 1, 2020: double \$4,549; single \$5,149; triple \$4,499. Attend a FREE travel presentation at 5:30 p.m., October 24 at AAA Camillus. RSVP to Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



Travelers will enjoy stunning views and historic sites in Sicily and Malta.

Explore Spain and Morocco

CenterState CEO is heading to Spain and Morocco from March 7 to 19, 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 and Hassan II Mosque. To register or learn more, contact 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.

STILL TIME TO ENJOY OSWEGO AND FULTON FARMERS MARKETS

The Oswego-Fulton Farmers Markets, presented by Oswego Health continue with programming that highlights the autumn season. Both markets are operating at full capacity with more than 55 local farmers and vendors between the two markets. Seasonal fresh vegetables, fruits, fall blooming flowers, meats and eggs are abundant and available weekly.

There are still exciting events scheduled for the remainder of the markets. The Oswego Farmers Market is hosting the inaugural Oswego Pumpkinfest on October 3. The event includes a street dance along with games and activities for children and community members. The last day of its season is October 10.

Recently, several local restaurants attended the Oswego Farmers Market to participate in Italian Night. Restaurants served house favorites, while Eagle Beverage offered pairings and tastings of fall beer and wines. Autumn festivities also continued last month with a Fall Harvest at the Fulton Farmers Market. Families enjoyed pumpkin painting, henna tattoos and other fun fall games and crafts. The Fulton Market's last day is October 12.

For updates on the farmers markets, like GOFCC on Facebook.



The Oswego and Fulton Farmers Markets are in full swing through October 10 and 12, respectively.

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.

Auto-Doc

Brendan Harrigan
The Tech Garden
235 Harrison St.
Syracuse, NY 13202 315-264-6610

Acadia Energy

Mark Storch
The Tech Garden
235 Harrison St.
Syracuse, NY 13202 315-681-6381
www.acadiaenergy.com

BondsExpress



BondsExpress Surety and Insurance Agency was started in Syracuse in 1965 by Ralf Rigo as an insurance and surety bond provider. The agency grew to five offices statewide and is now consolidated into one office to provide a web-based nationwide surety bond service able to provide bonds even for the most difficult situations. Knowledge and automation enables BondsExpress to provide the fast service its clients demand. Its philosophy is implied by its name.
Tym Parmenter
1937 Teall Ave.
Syracuse, NY 13206 315-508-4575
www.bondsexpress.com

Dewey Intelligence & Strategy



Dewey Intelligence and Strategy is a strategic management consulting firm, specializing in organizational change, market intelligence and evaluation. DeweyIS re-energizes organizations and helps leaders optimize enterprises for strong performance and sustainable growth. Services include research and expert counsel in strategic positioning, market opportunities, revenue/market development and operations with attention to internal capacity building. Dewey Intelligence and Strategy understands the intricacies of multi-institution partnerships, and its team has worked with clients locally and globally.
Helen Dewey
377 W. Onondaga St. #205
Syracuse, NY 13202 315-464-0811
www.deweyis.com

Knifehand Nutrition

Knifehand Nutrition is a veteran-owned business specializing in plant-based meal delivery. Each chef-inspired recipe is geared toward professional and amateur athletes, offering three categories of frozen meals: training, recovery and performance.
Joseph Dunaway
1153 W. Fayette St.
Syracuse, NY 13204 315-480-3335
www.knifehandnutrition.com

LTP Contracting Group LLC

LTP Contracting Group, LLC has notable accomplishments in many aspects of commercial construction design. Their expertise expands to all aspects of commercial, residential and institutional construction design in both private and public sectors. Specializing in building management/automation, temperature controls and security.
Leonard Printup
2610 S. Salina St.
Syracuse, NY 13205 315-433-8632
www.ltpcontracting.com

Mission District Catering

As a Rescue Mission enterprise, Mission District Catering aims to raise money for the mission's meal programs in Syracuse. Operating within the Clarence L. Jordan Food Service and Culinary Education Center, the business helps the facility become more self-sustaining. Today, the food service center serves roughly 700 meals per day to those in need. In 2017, more than 231,000 meals were served. By providing a quality service to the community, Mission District Catering helps offset operational costs.
Karl Dawkins
155 Gifford St.
Syracuse, NY 13202 315-701-3840
www.rescuemissionalliance.org/mission-district-catering

Neal Business Funding



Neal Business Funding is a leader in non-bank financing, providing capital to businesses and real estate investors. Neal Business Funding services clients with a consultative approach identifying their capital needs and providing the right solutions. With excellent terms and a vast variety of options from \$10K to \$100 million, Neal Business Funding can meet all of your financing needs. If you need access to excellent financing options to grow your company, contact Neal Business Funding.
Dave Charron
5620 Business Ave. #3
Cicero, NY 13039 315-699-4703
www.nealfunding.com

Promotional Marketing Consultants (PMC)



PMC strives to provide the best solutions for branding and promotional products needed, and equips companies with useful, tangible items that helps businesses gain valuable visibility in today's busy world. PMC helps companies get noticed and outshine the competition.
Bob Brantner
4337 Chilmark St.
Marcellus, NY 13108 315-527-5304
www.promomktgconsultants.com

The Mall, Inc.

The Mall™ is a social e-commerce app that has modernized online shopping. The intuitive design allows users to seamlessly browse, discover and shop distinctive brands and products, while simultaneously giving users the power to share their favorite styles and trends with their friends.
Peter Burr
4876 Bethel Road
Cazenovia, NY 13035 315-751-9490
www.themallapp.com

EVENTS

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

CenterState CEO Economic Champions Luncheon

Tuesday, October 29
Noon to 1:30 p.m.

The Oncenter, 800 S. State St., Syracuse

Register by October 24 at

www.centerstateceo.com/events

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

Celebrate the region's outstanding businesses and organizations as Economic Champions for having hired new employees, expanded, relocated or made capital improvements due to growth, received a local, statewide or national award; or celebrated a significant milestone or anniversary.

Cost: \$65 for members; \$650 for a table of 10, and \$75 for non-members; \$750 for a table of 10. News Radio 570 WSYR Now on 106.9 FM

PRESENTING SPONSORS



COMMUNITY VISIONARY AWARD SPONSOR



CORPORATE SPONSORS



PARKING SPONSOR

COW BELL SPONSOR

SPEAKER SPONSOR



MEDIA SPONSORS



The Leadership Strengths of Successful Leaders, presented by Daneli Partners, October 9

8:30 to 10 a.m.

ONEGROUP, OneGroup Center, 706 N. Clinton St., Syracuse

Learn what the most effective leaders know and why people choose to follow them. Attendees will explore the leadership profiles that lead to success and address the unique challenges facing leaders in Upstate New York. Presented by Daneli Partners; hosted by ONEGROUP.

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



Speed Networking, October 10

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." Refreshments provided by Salt City Coffee.

Cost: \$15 for members; \$25 for non-members. Space is limited; please pre-register.



Business After Hours, October 17

5 to 7 p.m.

Athletic Apex Health Clubs, 10334 Destiny USA Drive, Syracuse

Network with business leaders at one of the newest athletic facilities in town. Athletic Apex Health Clubs is a state-of-the-art, all-inclusive health and fitness club committed to helping people of all ages. Don't miss your chance to win two roundtrip tickets on United Airlines at this event. Tabletop displays are available for members only. Contact Beth Savicki to reserve your tabletop at 315-470-1833 or bsavicki@centerstateceo.com.

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



Travel Presentation on Sicily and Malta, October 24

5:30 to 6:30 p.m.

AAA Camillus, 5103 W. Genesee St., Camillus

Join CenterState CEO as it journeys to Sicily and Malta from October 31-November 12, 2020. Highlights include Palermo, Cefalu, a farm visit, Erice, Agrigento, Taormina, Siracusa, Tas-Sliema, Medina and Valletta. This trip includes roundtrip air from Syracuse Hancock International Airport, air taxes and fees, hotel transfers and 18 meals. Per person rates if booked by May 1, 2020: double \$4,549; single \$5,149; triple \$4,499.

Presentation cost: Free. To attend, RSVP to Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.

Buy Local Bash, November 25

5 to 8 p.m.

F Shed, CNY Regional Market

Celebrating its 10th year, the Buy Local Bash presented by AmeriCU brings community members and local merchants together for a one-of-a-kind social, shopping and tasting event to highlight the locally owned, independent businesses of Central New York. Shop and sample while enjoying music provided by Corey Paige and Simplelife. Vendor space and sponsorship opportunities are available. Contact Shannon Fults at sfults@centerstateceo.com to learn more.

Cost: \$5 per person.



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.



Admin-On-Call is recognized for becoming an LLC. Visit www.adminoncallny.com for more information.

Grand Openings

- Eden**, 118 E. Genesee St., in Hanover Square, Syracuse
- Empire Vac LLC**, 7249 State Fair Blvd., Syracuse
- Express Computer Service**, 511 E. Genesee St., Fayetteville

New Locations

- Child Health Care Associates**, Clay Medical Center, 8100 Oswego Road, Liverpool
- Witty Wicks**, 190 Township Blvd., Camillus



Crunch Fitness holds its grand opening and Founders Day celebration at Dewitt Town Center, 3179 Erie Blvd. E.

New Ownership / New Name

- Midstate Athletic Community Center**, 5575 Meltzer Court, Cicero
- Sweet on Chocolate**, 208 Walton St. in Armory Square, Syracuse

Anniversaries

- Shining Stars Daycare**, 5930 Bowman Rd. in East Syracuse, 25th

10-16-19



21st Annual
**SMALL
BUSINESS
SHOW
SOHO
SYRACUSE**
Oncenter

Make Your Connections

THE NETWORKING EVENT
FOR SMALL BUSINESS!

Keynote
Speaker
**Bob
Lonsberry**



FREE TICKETS AT
www.sohosyracuse.com

Monday, November 25

BUY *Local* BASH

CELEBRATING 10 YEARS



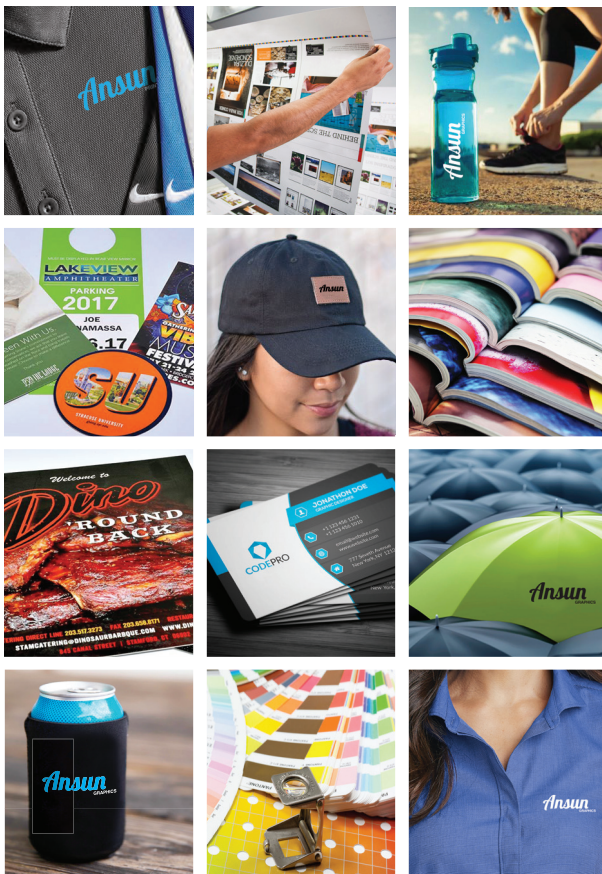
5-8pm at the F-Shed

PRESENTED BY:



Purchase your tickets, become a vendor or a sponsor at: buylocalbash.syracusefirst.org
See you there! #BuyLocalBash

CEO ESSENTIALS



Ansun Graphics is your one-stop source for all of your printing, promotional and custom apparel needs.

Business Cards | Brochures | Menus | Postcards
Print Ads | Letterhead & Envelopes
Presentation Folders | Booklets | Notepads
Banners | Labels & Stickers | Sweatshirts
T-Shirts | Pens | Mugs | Water Bottles
Embroidery | Silk Screening | and More!

www.ansun.biz

Ansun
GRAPHICS

6392 Deere Road | Syracuse, NY | 315.437.6869