

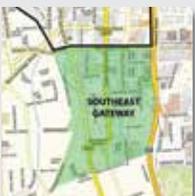
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CenterState CEO Events

CenterState CEO is pleased to announce Jeremy Garelick, founder and president of film production company American High, will be the keynote speaker for its annual Economic Champion Luncheon.

The event takes place at the Oncenter in Syracuse, at 12 p.m., October 30, with more than 600 business and community leaders in attendance. This year, the luncheon puts a spotlight on businesses that are taking risks, defying the odds, and embracing an unwavering commitment to make Central New York a place that can support any business, of any size, in any industry.

Garelick is helping grow the Syracuse film industry. His remarks will provide a window into the impact American High is having in Central New York, and the potential it holds for the future. By approaching his work with an entrepreneurial mindset and embracing changing technologies, Garelick has reinvigorated traditional studio models.

Garelick has filmed four movies in Syracuse during the past year, attracting global talent to Central New York. He invested \$1 million to purchase and transform the former A.V. Zogg Middle School in Liverpool into



Jeremy Garelick
Writer, director, producer; founder and president, American High

continued on page 3

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President & Financial Planner, Brackens Financial Solutions Network LLC

Chedy Hampson
Founder & CEO, TCGplayer

Samara Hannah
Executive Director, Redhouse Arts Center

Craig Marcinkowski
Vice President, Strategy and Corporate Development at SRC; Gryphon Sensors

Tyrone Muse
President/CEO, Visions Federal Credit Union

Rita L. Reicher, PhD
President, KS&R

Jeff Rubin
President & CEO, SIDEARM Sports

GOVERNMENT RELATIONS

Meet the Candidates on October 17

Syracuse Tomorrow, the state and local political action committee for CenterState CEO, is holding its annual Meet the Candidates Reception, 5 to 7 p.m., Wednesday, October 17 at Upstairs at Dinosaur Bar-B-Que. Free parking is available in the lot across from the restaurant starting at 5 p.m.



This event is an opportunity to informally meet one-on-one with the 2018 candidates to discuss issues and concerns. All candidates on the ballot for the U. S. House of Representatives, NY District 24; New York State Senate Districts 50 and 53; Assembly Districts 120, 126, 127, 128 and 129; and the Onondaga County Sheriff are invited to be featured guests.

Many local, state and federal elected office holders and their staffs will also take part.

Make a reservation by October 13 at <https://goo.gl/cTpmr2>. The cost to attend is \$25 for members and \$40 for non-members. Registration fees go to support Syracuse Tomorrow, which advocates and informs on legislation and issues that are of critical importance to CenterState CEO's members and the regional economy. Fees also support the representatives' work to advance economic prosperity and the needs of the business community. (Note: Political contributions are not tax deductible.)

Thank you to this year's sponsors:

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It's Official - Main Street Employee Ownership Act is Law

United States Senator Kirsten Gillibrand has announced that the Main Street Employee Ownership Act was officially signed into law on August 13 as part of the Fiscal Year 2019 National Defense Authorization Act. This legislation, supported by CenterState CEO, opens the door for expanded and new U.S. Small Business Administration programs to assist with the succession of business ownership. New funding and technical support will facilitate the transfer of ownership to employees, keeping the businesses active, still in the community and preserving the existing jobs. Many such businesses might otherwise cease to operate or be sold and move away from the CenterState New York region. Data shows that companies purchased in this manner tend to have a higher growth rate and faster growing compensation than non-employee owned businesses.

For more information, contact Deborah Warner, vice president for Public Policy and Government Relations at dwarner@centerstateceo.org or 315-470-1845.

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FILMMAKER TO KEYNOTE ECONOMIC CHAMPIONS LUNCHEON

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Syracuse Studios, and has recruited local interns and workers, providing training and employment opportunities. Training will continue this fall through a new nonprofit, The Academy at Syracuse Studios.

Each year, The Economic Champions Luncheon celebrates the collective accomplishments of the region's business community and their contributions to the growth of the region's economy. Last year, 289 companies were celebrated for their combined hiring of more than 5,000 employees, nearly two million square feet of expansions and \$975 million in capital investments.

The risks taken by Jeremy Garelick to establish American High and grow talent for the film industry in Central New York are indicative of the kind of accomplishments celebrated at the event. The story of his professional and personal journey will provide an exciting message of how to recognize and seize untapped opportunities.



Formerly a closed middle school, American High bustles with activity in Liverpool.

About the Speaker

After getting his start at CAA, Jeremy Garelick learned the ropes as assistant to legendary writer/director, Joel Schumacher throughout the productions of Tigerland, Bad Company, Phone Booth and Veronica Guerin.

Garelick made his feature screenplay debut with the Vince Vaughn vehicle The Break-Up and quickly followed its success by teaming up with Todd Phillips to pen the production draft of "The Hangover." Garelick directed his first feature film, "The Wedding Ringer" starring Kevin Hart and Josh Gad, released in January 2015, and recently completed a Netflix Original Series that he wrote, produced and directed, titled "Best. Worst. Weekend. Ever.," set to be released this fall.

Most recently, Garelick's new production company American Indie staked with a \$45 million film fund finished production on its fourth film, "Big Time Adolescence," starring Pete Davidson, Jon Cryer, Griffin Gluck, Machine Gun Kelly and Sydney Sweeney. The company will shoot two more indie films by the end of 2018. In addition, Garelick will direct and produce three high school set comedy features, under American Indie's sister company, American High, also staked with a \$45 million fund.

CANDIDATE FORUM FOR THE NYS SENATE 50TH DISTRICT SEAT IS SEPTEMBER 24

John Mannion (Democrat, Reform, Working Families Party) and Bob Antonacci (Republican, Independence, Conservative), will participate in a candidate forum for the open seat in the New York State Senate, 50th District, previously held by Sen. John DeFrancisco. The event will take place 4 to 5:30 p.m., Monday, September 24 at the ONE GROUP Educational Center at 706 N. Clinton St., Syracuse. A networking reception will immediately follow. Free parking is available in the ONE GROUP lot and on adjacent streets.

The New York State Senate seat is critically important to the 50th District and the Central New York region. The format will include opening and closing remarks, and each candidate will have about 35 minutes to address business and regional economy-related topics, provided in advance, without their competitor in the room. Questions and follow-ups will be presented by a panel of business leaders with a moderator overseeing the event. This format allows for in-depth responses from each candidate on topics that are of concern to the business community.

The forum is sponsored by CenterState CEO's non-partisan local and state political action committee, Syracuse Tomorrow. CenterState CEO members can register at www.centerstateceo.com/events. The cost is \$25 for members and \$35 for non-members.

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40 UNDER FORTY RECOGNIZES CEO & UMEA MEMBERS

40 Under FORTY, produced by BizEventz, Inc., a division of The Business Journal, recognizes 40 ambitious, hard-working, civic-minded individuals, who are younger than 40 and go above and beyond at their workplace and in the community. Upstate Minority Economic Alliance (UMEA) Executive Director Rickey Brown was among the panel of judges to select this year's recipients. UMEA is an organizational partner of CenterState CEO.



"It gives me great pleasure to see the diversity of this community captured at this moment," said Brown. "I am immensely proud to see professionals of color recognized among their fellow peer groups. Congratulations to the winners, and may each of you understand, your work has just begun."

CenterState CEO and UMEA congratulate its members among the 40 Under Forty 2018 honorees:

Douglas Arena, Bell & Spina Architects

Tamica Barnett, Syracuse Fire Department*

James Branche, United Radio, Inc.

Erin Bushinger, Assured Information Security (AIS)

Lanessa Chaplin, William Herbert Johnson Bar Association of CNY*

Joe Courcy, CH Insurance

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Bronson Kopp, Joseph's House for Women

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Michael LaMontagne, C&S Companies

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Madonna Millerschinn, VIP Structures, Inc.

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Ranette Releford, City of Syracuse-Citizen Review Board*

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Bold = CenterState CEO members, including companies at CEO's The Tech Garden.

* = Upstate Minority Economic Alliance members

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nuairalliance.org/symposium

GENIUS NY INCREASES INVESTMENTS IN PROGRAM'S THIRD ROUND

GENIUS NY, a business accelerator program at CenterState CEO's Tech Garden, announced a new investment structure for the competition's third round. Five finalist teams will be selected from a pool of applicants to participate in the world-class, year-long acceleration experience in Central New York. A total of \$3 million in direct investment funding will be awarded, with one grand prize of up to \$1 million and four \$500,000 awards. Previously, the program awarded three grand prizes of up to \$1 million, \$600,000, and \$400,000 and three runner-up prizes of \$250,000.



GENIUS NY

Doubling the investment for the finalist teams will provide them a greater opportunity to succeed and grow their business in Central New York. Applications are open until October 1, 2018. GENIUS NY accepts early stage companies involved in unmanned systems (marine, aerial, ground), robotics and data to decision. Learn more at www.geniusny.com.

DEMAND FOR UAS TALENT GROWS IN CNY

The region's unmanned aerial systems ecosystem makes Central New York a great place for startups in this growing sector, and job creation is among the key goals of the GENIUS NY program.

AutoModality, a member of the inaugural GENIUS NY cohort and winner of the \$1 million prize in 2017, has enjoyed rapid growth during the past year. It recently announced several new job opportunities in Syracuse for experienced software developers, programmers and engineers. Visit <http://automodality.com/careers> for details.

Automodality's technology uses unmanned systems to place drones in areas that would otherwise be difficult, dangerous or impossible to access – such as tunnels, bridges and warehouses. The startup has offices in Syracuse, New York and San Rafael, California.

As reported previously, the CNY Talent Task Force, a team of private, public and nonprofit partners, has been analyzing and designing new strategies to address this growing demand for skilled workers in Central New York. These efforts will include an enhanced focus on attracting and retaining diverse talent, creating tailored talent acquisition strategies for the most in-demand jobs and unlocking hidden pools of talent among non-traditional labor pools.

For more information on the talent task force, please contact Ben Sio at bsio@centerstateceo.com.

GENIUSNY.COM


GENIUS NY

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NEW PARTNERSHIPS & INVESTMENTS AIM TO STRENGTHEN SYRACUSE'S SOUTHEAST GATEWAY

A new group of committed partners has convened to bring new opportunities and investments to Syracuse's southeast gateway. The area, which has seen limited concentrated development since the 1960's and been affected by elevated poverty and blight – has untapped potential and is ripe for economic development.

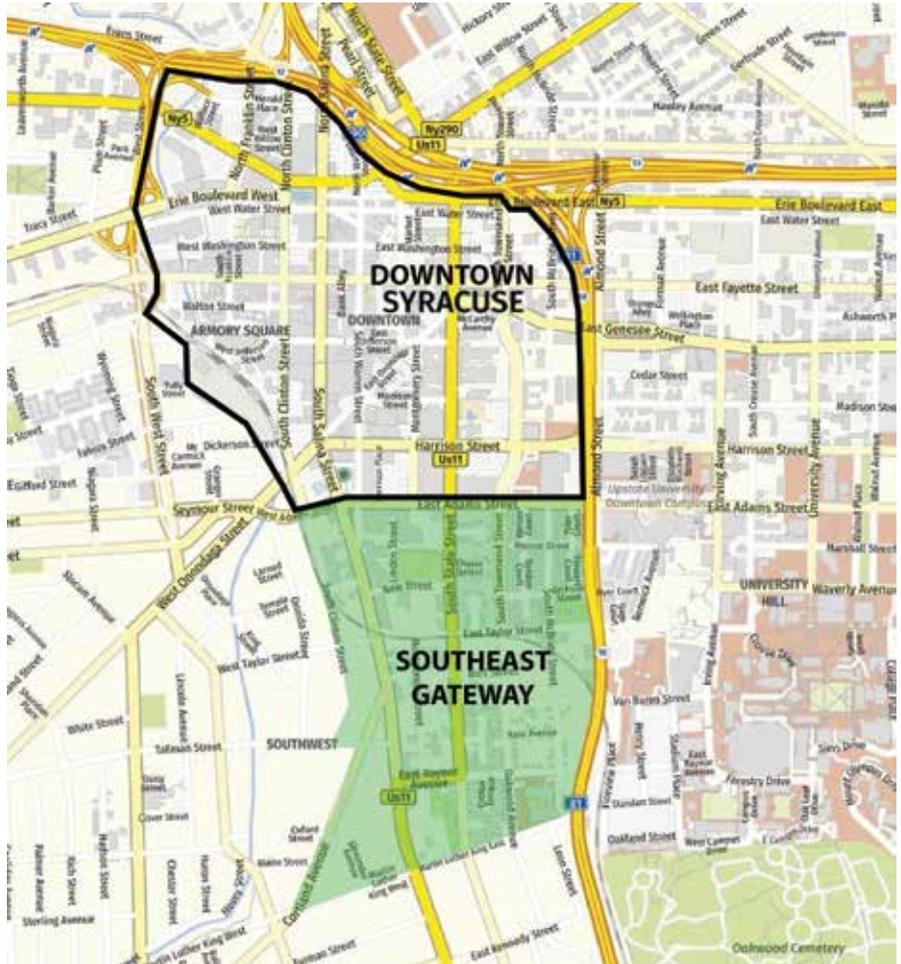
Through the leadership and vision of New York State Assemblywoman Pam Hunter, the newly created Gateway Development Partnership, led by CenterState CEO's Economic Inclusion division, will focus on the creation of commercial and residential space to promote economic development in the corridor. By working with existing businesses, attracting new ones, and converting vacant buildings into commercial hubs, economic development plans will create jobs, boost property values and strengthen the tax base.

"The southeast gateway is one of my highest priorities," said Assemblywoman Hunter. "Identifying resources for organizations inside this revitalization zone will be crucial going forward to sustain the momentum. During the past legislative session, I was pleased to secure \$200,000 for CenterState CEO to lead the Gateway Development Partnership, with a commitment to provide an additional \$200,000 each year for the next two years, and \$10 million for SUNY Educational Opportunity Center's capital project."

Partners in the effort include Syracuse Housing Authority, Syracuse Community Health Center, SUNY Upstate, the Vision Center, the Salvation Army, Byrne Dairy, Centro, CenterState CEO, KeyBank, The Allyn Foundation and Pathfinder Bank. This comprehensive team will work together to create a stronger neighborhood and new economic development in the area.

"The Southeast Gateway project will help create a neighborhood for those that call the East Adams Corridor home and give them something they have long asked for – to mirror the growth in the rest of the city," said Hunter.

To learn more about these efforts, contact CenterState CEO's VP of Economic Inclusion Dominic Robinson at drobinson@centerstateceo.com.



The Southeast Gateway project seeks to bring greater economic development opportunities to the area of Syracuse encompassed by Clinton Street, Adams Street, Interstate 81, and Martin Luther King Boulevard, and create greater connectivity with progress taking place in downtown Syracuse.

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www.centerstateceo.com/Economic-Champions

CenterState CEO's 2018 ECONOMIC CHAMPIONS LUNCHEON

Wednesday, October 30, 2018

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

Register by October 22: www.centerstateceo.com/events

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

Featuring

Keynote Speaker
Jeremy Garelick
Founder and president, American High



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BHG employs more than 400 people. Locally about 75 employees recently moved to a newly remodeled 12,000-square-foot office in the former O.M. Edwards factory at 115 Solar St. in Syracuse's Franklin Square. Approximately 80 employees remain in BHG's financial headquarters a block away at 201 Solar St. and the historic former Engine 14 fire station at 238 W. Division St. Its R&D headquarters is in Manhattan and BHG's corporate headquarters is in Davie, Florida.

BHG's success is evidenced by the company's national and regional recognition. Bankers Healthcare Group is proud to have been included on the Inc. 5000 list of fastest-growing private companies for 11 years and strives to continue growth through innovation and trust.

BHG recognitions in 2018 include:

- Best Workplace in New York, FORTUNE magazine
- Best Workplace, Inc. magazine
- CNY Best Place to Work, Business Journal News Network
- Best Workplace in Financial Services, FORTUNE magazine

For more information, visit www.bankershealthcaregroup.com.



The financial headquarters for Bankers Healthcare Group is located in Syracuse.

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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Notable Investors Paul Singh and Dana Duncan Visit The Tech Garden for a Week of Entrepreneurial Events

Investors Paul Singh and Dana Duncan visited Syracuse last month to meet with local entrepreneurs and startups, GENIUS NY teams and community leaders. They brought a wealth of knowledge about startup ecosystems, the tools entrepreneurs need to succeed, and how engaged community leaders can support the growth of innovation districts. During the past two years, Singh and his team have visited 94 cities and invested in more than 2,600 startups. They like to visit smaller, growing cities outside of the typical Silicon Valley, Boston and New York City. This is their second time to Syracuse in the past three years.

Singh and Duncan attended Drones over Downtown, held a Women in Entrepreneurship roundtable in partnership with the Wise Women's Business Center and participated in the 2018 StartFast Demo Day held at Le Moyne College during their stay.

Singh and Duncan will write about their trip on their popular blog at www.resultsjunkies.com.



Investors Paul Singh and Dana Duncan meet Otto the Orange as he learns how to fly a drone during Drones Over Downtown.

Drones Over Downtown Attracts More Than 250 People to The Tech Garden

The Tech Garden and GENIUS NY recently held the second annual Drones Over Downtown event. More than 250 people interacted with 30 unmanned aerial systems (UAS) businesses and GENIUS NY teams, flew a drone, watched live demos, and learned about different drone technology applications and more about the growing UAS ecosystem in Central New York and the Mohawk Valley. The event also featured 3D drone simulations, a net for first time flyers and free giveaways. Sponsored by Delta Air Lines and SRC.



More than 25 vendors exhibited at Drones Over Downtown showcasing the latest developments in Central New York's unmanned aerial systems industry.

Tech Garden Welcomes Newest Member, AiRXOS, a GE Venture Company

AiRXOS is a new company helping to accelerate the safe, efficient and scalable integration of air and ground space for manned and unmanned vehicles. The company moves into The Tech Garden this month to take advantage of New York's growing unmanned systems ecosystem in Central New York and the Mohawk Valley.



Book The Tech Garden Theater for Your Next Event

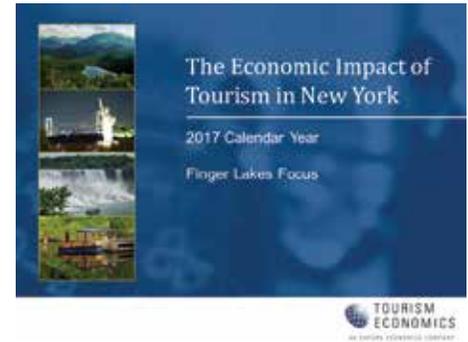
Remember The Tech Garden Fibertech Networks Theater for your next business meeting, social event or workshop. Contact tgadmin@thetechgarden.com for more information.



Visit Syracuse - 2017 Tourism Report Released

According to the 2017 tourism report released in August, Onondaga County visitors spent approximately \$865,536,000 locally, which was equal to tourism spending in 2016.

“We are pleased with the report as the numbers show that our local tourism industry is strong and stable,” said Visit Syracuse President Danny Liedka. “Visit Syracuse is committed to helping them climb even higher! We are also looking forward to next year’s numbers – as this year’s 40,000 bowlers should have a major impact.”



Onondaga County numbers released from the 2017 Tourism Economics Report:

- Taxes – Tourism generated \$66,486,765 in local taxes in (1.4 percent increase from 2016).
- Employment – Tourism employs 17,049 people in Onondaga County.
- Payroll – The total Onondaga County tourism labor income (\$410,269,000) represents 3.4 percent of the county’s overall labor income.
- Region – Onondaga County is recognized as one of the 14 counties of the Finger Lakes tourism region and according to the report, travel spending was up in the region by 2.4 percent last year. Onondaga County represents about 30 percent of the Finger Lakes region’s tourism sales. It is the second largest county in that region.

Tourism helps to stimulate the state and local economy. In fact, New York state tourism generated \$8.5 billion in state and local taxes in 2017, saving each household an average of \$1,172 in taxes. With a record-high 243.8 million visitors in 2017, generating an economic impact of \$108.7 billion – the fourth-straight year at more than \$100 billion – tourism is now the state’s third-largest employer.

The 2017 New York State Tourism Impact report, released by Empire State Development, is an annual compilation of tourism impacts calculated by Tourism Economics, a company of Oxford Economics, one of the world’s leading providers of economic analysis, forecasts and consulting advice.

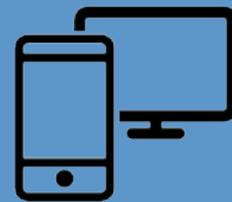
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To purchase ads, please contact Beth Savicki at (315) 470-1833 or bsavicki@centerstateceo.com.

Employee Appreciation Week

The Downtown Committee of Syracuse, Inc. is partnering with several downtown organizations and establishments to present the first-ever Downtown Employee Appreciation Week, September 17 to 21. The week features free events and promotions with a different theme each day. The goal is to give back to the 28,000 people who work in Downtown Syracuse and to thank the employees for their commitment to the community.



Movin' Monday, September 17 will prioritize fun ways to keep bodies healthy and active. The day's events will put downtown's health and wellness providers in the spotlight, introducing employees to initiatives and opportunities that they may not be familiar with.

Tasty Tuesday, September 18, downtown employees are encouraged to visit the Downtown Farmers Market in Clinton Square (7 a.m. to 3 p.m.) to pick up a free reusable water bottle and a free treat. Then, from 4 to 6 p.m. dozens of downtown eateries will serve free treats to visitors who show proof they work downtown.

Wellness Wednesday, September 19, downtown employees will have their choice of several free physical activities and will have the option to attend lunch 'n learns featuring topics related to finances, stress management and nutrition.

Retail Thursday, September 20, downtown's talented retailers are in the spotlight. Retailers will offer special promotions to appeal to downtown's workforce, and restaurants and bars will curate happy hour specials, offered exclusively to those who work in downtown Syracuse.

The Friday Finale, set for September 21, pits companies against each other in friendly competition. Downtown employees are encouraged to team up with colleagues to participate in a tug-of-war and dodgeball game against other offices.

A full schedule of events and promotions is available at <http://DowntownSyracuse.com>.

Full Harvest at the Downtown Farmers Market



As the temperatures dip and the leaves begin to change, the Downtown Farmers Market is in full harvest season. Fresh produce, locally grown fruits and vegetables, plants and flowers, baked goods, eggs and more are still available for purchase. As many as 50 of the region's best farmers converge upon Clinton Square, 7 a.m. to 3 p.m., every Tuesday, rain or shine through October 9.

To receive weekly updates about what's happening at the Downtown Farmers Market, email mail@downtownsyracuse.com.



Syracuse Style

Thursday, September 13



Walton Street will be transformed into an 80-foot runway for the eighth annual presentation of Syracuse Style – a showcase of the coolest fall trends in men's, women's and children's styles and accessories! The Downtown Committee partners with Syracuse Fashion Week to organize the event, which features fashions from dozens of dazzling downtown retailers. Meanwhile, downtown Syracuse salons

provide hair styling for all of the models. The show begins at 7:30 p.m., and is expected to draw about 1,200 people. The show is free to attend; VIP seats are available for purchase. Find ticket information at <http://DowntownSyracuse.com/SyracuseStyle>.



TECH MEETS TASTE SHOWCASES LOCAL BUSINESSES

CenterState CEO, in partnership with the Upstate Minority Economic Alliance, recently hosted Tech Meets Taste – a signature event of CEO’s SyracuseFirst program – on the patio of The Tech Garden.

More than 100 people attended the festivities, which featured young tech companies and independent local business owners, including current and aspiring entrepreneurs from CEO’s Up Start program.

More than 35 vendors offered samples of global delicacies and local services ranging from legal services and a dating app, to handmade confections and hard cider. Entertainment was provided by KMase Productions; The Stoop Kitchen provided beverages at the bar.



Attendees learn about Owerla Vineyards’ wines in Cazenovia.



Attendees enjoy sampling local products at Tech Meets Taste, including Jamaican-inspired treats like Garfield’s Signature Sorrel and Henry’s Cakes.



Dr. Malika Carter (right) of SUNY-ESF explains the Diversifying the Hill initiative, which promotes workplace diversity among organizations located on “The Hill.” The founding members are Crouse Health, Cuse Culture, SUNY College of Environmental Science and Forestry, Syracuse University, University Hill Corporation, SUNY Upstate Medical University and Veterans Administration Medical Center.

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DELTA

GOFCC HOSTS SUMMER CELEBRATION AND PIG ROAST

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) hosted the inaugural Summer Celebration & Pig Roast, presented by Novelis, August 15 at Bayshore Grove in Oswego.

More than 100 attendees enjoyed delicious food and beverages, live music provided by The Billionaires, networking and more. Bridget Dolbear, of Oswego County Opportunities, won more than \$180 in the 50/50 and graciously donated the money back to the GOFCC.

Guests also had the opportunity to dunk local celebrities to raise funds for nonprofits. Participants included Katie Toomey, executive director of the GOFCC, who raised funds for the Oswego Health Foundation; William Barlow, mayor of the City of Oswego, who raised funds for ARISE Oswego County; Jillian Shaver, executive director of The Children’s Museum of Oswego County, who raised funds for the Children’s Museum of Oswego County; and Deana Michaels, A.V.P. branch manager of Pathfinder Bank Fulton, who raised funds for CNY Arts Center.



Greater-Oswego Chamber of Commerce President Katie Toomey (left) raised money for the Oswego Health Foundation. Margaret Barclay, the foundation’s major gifts officer, cheered Toomey on at the dunk tank

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LOCAL CHARITIES BENEFIT FROM CENTERSTATE CEO ANNUAL CLAMBAKE

More than 700 CenterState CEO members enjoyed great food, music and networking at CEO’s annual clambake at Hinerwadel’s Grove in North Syracuse. This summer tradition is a great opportunity for members to enjoy a fun night with their colleagues and CenterState CEO leadership and staff.

An evening highlight was the dunk tank sponsored by CH Insurance to benefit six local charities. Joe Convertino, Jr., president, CH Insurance, got dunked 17 times; CH Insurance matched the proceeds for a total donation of \$500 to the Food Bank of Central New York .

Special thanks to participants:

- Mayor Ben Walsh, City of Syracuse
- Joe Convertino Jr., CH Insurance
- John H. King, KeyBank
- Mackenzie Naum, BlueRock Energy
- Marny Neshner, Business Journal New Network
- Danny Liedka, Visit Syracuse

Charity:

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- Food Bank of CNY
- MS Resources of CNY
- The Salvation Army
- Make-A-Wish of CNY
- Helping Hounds Dog Rescue

Congratulations to Maryanne Dowling of The Help by Maryanne who won the 50/50 raffle, as well as Tami Rowe with Staffings Personnel Systems who won a chance to choose a bag from the trunk of a Chevy Equinox. Unfortunately, the bag was not a “winner,” so she didn’t win the car.

Thank You Sponsors

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Table Displays: **Dave & Busters; Leadership Greater Syracuse; Sarah Lynn Wood Agency; Del Lago Resort & Casino; Grand Canyon University; and Business Solutions of New York.**
Media: **Business Journal News Network; News Radio 570 WSYR Now on 106.9 FM**



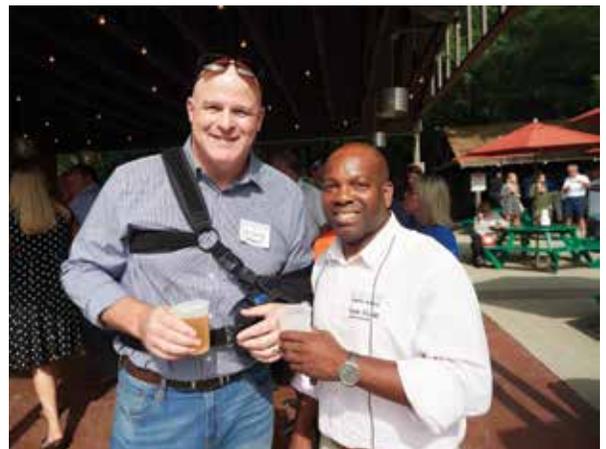
Mayor Ben Walsh smiles moments after getting dunked to raise money for OnPoint for College.



CenterState CEO Senior Vice President Andrew Fish (left) congratulates Maryanne Dowling of The Help by Maryanne – lucky winner of the 50/50 raffle. Also pictured is Maryanne’s colleague, John O’Hara.



Jeff Knauss (left), The Digital Hyve, connects with Andrew Sabbaghzadeh of the Salvation Army and Lynn Hy of the Food Bank of Central New York.



Attendees enjoy networking at the CEO’s Annual Clambake, sponsored by Tompkins Trust Company.

NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, chaired by Cory LaDuke, Cushman & Wakefield/Pyramid Brokerage Company, Inc. Danielle Mensing, Alzheimer's Association, CNY Chapter, is vice chair.

CladNetwork



CladNetwork is a collaborative current events platform that aims to bring online information to the physical space. Users view and post news stories ranging from the local to international, as well as local events and public notices. This same user-generated content is displayed in the physical space on CladBoards, proprietary e-paper displays mounted in businesses and public spaces. CladNetwork operates in partnership with SUNY Cortland through the START-UP NY program by Empire State Development.
Frank Thomson
PO Box 5027
Cortland, NY 13045 607-216-6127
www.cladnetwork.com

CNY Accounting & Tax Pros

CNY Accounting and Tax Pros are a full-service accounting firm licensed in New York state. CNY Accounting and Tax Pros helps business owners and management grow their business and maximize their cash flow throughout the year, by providing customized accounting, business, financial and tax services and solutions.
Kurt Behrenfeld
7 Hickory Lane
Cortland, NY 13045 607-423-0577
www.cnyaccountingtaxpros.com

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East Coast Tags supplies custom imprinted plastic cards, key tags, luggage tags, credentials, and so on, to companies large and small. East Coast Tags services marketing needs such as building product and business awareness, generates repeat business with incentive programs and provides fundraising opportunities.
Michelle Grecni
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Liverpool, NY 13090 315-451-5050
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East Syracuse, NY 13057 315-452-4560
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Food Bank of Central New York

Food Bank of Central New York is the primary food supplier to the emergency food network in 11 counties including: Cayuga, Chenango, Cortland, Herkimer, Jefferson, Lewis, Madison, Oneida, Onondaga, Oswego and St. Lawrence. It distributes wholesome, nutritious food to food pantries, soup kitchens and emergency shelters for hungry children, families and seniors.
Kathleen Stress
7066 Interstate Island Road
Syracuse, NY 13209 315-437-1899
www.foodbankcny.org

Infinite Scope Corporation

Infinite Scope's mission is to inspire young explorers by giving them the tools to make and share their own discoveries. They will lead their investigations with Eureka, which transforms any smart device into a portable digital microscope, and Infinite Scope's mobile app.
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Hamilton, NY 13346 315-292-2784
www.infinitescope.io

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SS Funding & Procurement Resources, LLC

SS Funding and Procurement Resources is a leader in providing capital formation support. SS Funding and Procurement Resources works with commercial property owners, developers and business owners to identify, procure and manage both public and private funding opportunities.
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The Huntington Agency

For more than 50 years, the Huntington name has been associated with meeting the insurance needs of the community with professional, knowledgeable staff and quality products. Huntington Agency has the experience and expertise to work closely with customers in matters of personal insurance or commercial insurance. With two convenient locations in Oswego and Baldwinsville.
Mark Whitbread
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The Ice Cream Stand

Sharing soft serve, scoops, local coffee and a stunning view of Clinton Square! Explore The Ice Cream Stand's menu, which changes to embrace the seasons, and includes plenty of vegan and gluten-free options. You may even catch some live music from local singer-songwriters. Indulge with The Ice Cream Stand to #SprinkleSyracuse!
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Syracuse, NY 13202 315-458-4848
www.theicecreamstand.com

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Rachel Rosen
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MEMBER ESSENTIALS

"Hot Firm" **SWBR** wins three national awards.

Several **Mohawk Valley Community College** faculty and staff members earned the State University of New York Chancellor's Awards for Excellence for the 2017-2018 academic year. **Mohawk Valley Community College** and University at Buffalo's School of Pharmacy and Pharmaceutical Sciences sign affiliation agreement.

New majors added to **Onondaga Community College's** weekend college. Students can earn their degree on weekends.

ICS ranked among top 501 global managed service providers by channel futures. **ICS** acquires information-technology firm J.B. Kane.



Now open at Destiny USA: **Athletic Apex; Athleta; Showcase; Cuse VR; Carter's and OshKosh B'gosh.** Coming later this year: **110 Grill and Action-Packed Apex Entertainment Center.**

Bankers Healthcare Group donation fills immediate need for house calls for the homeless.

Berkshire Bank has been selected as one of three national finalists for the Corporate Philanthropy Award in the Financial Institutions category as part of the 12th annual Invest in Others Awards. **Berkshire Hills** reports 73 percent increase in second quarter earnings.

Lauren Kochian named new president of the **MOST**, Syracuse's science and technology museum.



American Cancer Society and Bankers Healthcare Group partner to bring free ridesharing transportation for cancer patients seeking treatment.

TCGPLAYER announces construction underway on new headquarters in downtown Syracuse.

AT&T wins silver medal in the Corporate/Industrial/Business category at the 2018 Great New York State Fair Drone Film Festival Competition.

The **CNY Community Foundation** awards more than \$550K grants to nonprofits, including CenterState CEO members: Clear Path for Veterans; Liberty Resources; and PEACE, Inc.

Leading bankruptcy law firm Menter combines with **Barclay Damon**.

The **Five Star Urgent Care** Liverpool location has introduced BrainScope One to help screen patients over 18 for concussions.

Crouse Health receives mission: Lifeline Gold receiving achievement award for cardiac care. **Crouse Health** re-opened a newly expanded main entrance and reception area.



Bonsai Finance continues international expansion into Canada and Mexico.

SRC, Minnesota energy firm working on drone-detection program for "critical infrastructure"

Upstate University Hospital opens new outpatient pharmacy, offering "meds to beds" service.

Syracuse University awarded \$1 million grant to support diversity, inclusion in STEM education. **Syracuse University** trustee Andrew T. Berlin gives \$1 million gift to launch new degree in sport analytics.

NYSERDA awards **King + King Architects** \$75,000 contract in RetrofitNY program.

Rescue Mission breaks ground on \$5.8 million dining center.

Hancock Estabrook elects Timothy P. Murphy as managing partner.

WCNY president and CEO Robert Daino stepping down after 13 years.

Seabreeze named among top amusement parks in the United States.

Tompkins Financial announces new stock buyback program.

Lockheed Martin will invest \$5 million in vocational and trade programs over the next five years.

Mid-Lakes Navigation still sailing strong after 50 years.



Bonadio Group introduces new "Dress for Your Day" dress code.

NBT Bancorp Inc. announces record net income of \$28.1 million.

Del Lago casino partners with fantasy league DraftKings on sports betting.

MVP Health Care President and CEO Denise Gonick is now its CEO and director. MVP's COO Christopher Del Vecchio is now president and COO of the organization.



SRC looking to fill more than 200 jobs after receiving \$32 million contract to build next-generation, multi-mission electronic warfare systems for the Army.

Verizon to expand high-speed internet in New York

Le Moyne College and Crouse Hospital's College of Nursing partner to offer accelerated "Degree in 3" nursing program.

Ichor Therapeutics to expand in LaFayette, will create 14 new full-time jobs.

Digital Hyve named 52nd on Inc. 5000 list of America's fastest growing companies.



EventPrep is the first franchise for New York state.

Craftsman Inn renovations to be completed this month.



Share Member News with Us!

Submit your member news at www.centerstateceo.com/add-member-news or share your stories with us at membernews@centerstateceo.com!

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.



James H. Rolling, Jr., Ed.D. of **Rolling Enterprises Inc.** celebrates the company's 10-year anniversary. Me'Shae Rolling is recognized as the first **EventPrep, Inc.** franchise owner in New York state.



Lolë Skaneateles, 46 E. Genesee St. in Skaneateles, celebrates its grand opening. Also joining the celebration were the Skaneateles and Cayuga County Chambers of Commerce.

Grand openings:

- Fierce...with Love, LLC**, 8914 N. Seneca St., Weedsport
- NBT Bank** branch, 126 N. Salina St., Syracuse
- Syracuse Rescue Mission/Rescue Mission Alliance Food Service & Culinary Training Center**, 155 Gifford St., Syracuse
- The Chef & The Cook** restaurant, 7 Syracuse St., Baldwinsville

Renovations and relocations

- Elderwood at Liverpool** renovated its facility at 4800 Bear Road in Liverpool
- Mello Velo Bicycle Shop** has expanded and moved to 790 Canal St., Syracuse
- Syntela Conferencing** has a new location at 250 S. Clinton St., Syracuse

Anniversaries:

- BlueRock Energy, Inc.**, 125 E. Jefferson St., Syracuse, 15th
- Mower**, 211 W. Jefferson St., Syracuse, 50th
- QPK Design**, 450 S. Salina St., Syracuse, 60th
- Scafione Law PLLC**, 247 W. Fayette St., Syracuse, 5th
- Strong Hearts Café**, 719 E. Genesee St., Syracuse, 10th
- Syntela Conferencing**, 250 S. Clinton St., Syracuse, 10th
- Syracuse Rescue Mission/Rescue Mission Alliance**, 130th

MEMBER MILESTONES

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

45 YEARS

Syracuse Office Environments

35 YEARS

VIP Structures

Mackenzie Hughes LLP

30 YEARS

CPS Recruitment, Inc.

20 YEARS

Right Coast Incorporated

15 YEARS

Bowers & Company CPAs, PLLC

Wainwright Photography

10 YEARS

The Gould Hotel

All Seasons Textile Service, Inc.

Eaton's Crouse-Hinds Business

Nucor Steel Auburn, Inc.

5 YEARS

P.R. Quinlan Associates Inc.

Clear Path for Veterans

Unique Cigs Inc.

GZA GeoEnvironmental, Inc.

Elderwood at Liverpool

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EASTWOOD LITHO, INC.

STAPLES
Business Advantage



Give your business every advantage.

As a CenterState CEO member, Staples Business Advantage® will provide you with customized business solutions to help you save time and money whenever you shop with us.

- Low, customized CenterState CEO pricing
- More than 500,000 business products
- Dedicated Account Manager
- Reporting capabilities for tracking and budgeting

For more information, please contact CenterState CEO's Account Manager, Chris Murphy, at chris.murphy@staples.com or 315-741-3779.



MILESTONES



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EVENTS

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

2018 Economic Champions Luncheon

Tuesday, October 30

Noon to 1:30 p.m.

The Oncenter

800 S. State St., Syracuse, NY 13202

Register at

www.centerstateceo.com/events

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

Join CenterState CEO to celebrate the region's outstanding businesses and organizations as Economic Champions!

Keynote Speaker:

Jeremy Garelick

Writer, Director, Producer;
Founder and President
American High

Member cost: \$60 per person;
\$600 per table of 10

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2018 New York UAS Symposium, September 10 to 12

Turning Stone Resort and Casino in Verona and the New York UAS Test Site in Rome

With New York state's industry leading expertise and resources, the NUAIR Alliance has developed a roadmap and resource pool poised to solve the critical issues needed to advance the UAS industry into a meaningful commercial realm. This year's symposium will be policy and issue focused. Take advantage of this unique networking opportunity to meet with key UAS stakeholders and industry leaders.

Cost: \$300. Visit nuairalliance.org/symposium.



7 Habits of 7 Highly Successful People, September 14

7:30 a.m. Registration; 8 to 10 a.m. Program

Rosamond Gifford Zoo, One Conservation Place, Syracuse

Don't miss this opportunity to hear from seven of the region's most influential executives and community leaders. Each will share seven lessons they have learned and used throughout their careers. Through wisdom, expertise and candor, take away 49 principle-centered approaches to be more effective and impactful in your personal and professional life.

Cost: \$25 for members; \$35 for non-members.



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CNYIBA Export to Know Your Business, September 14

Noon to 2 p.m.

100 Seymour Road, Utica

This seminar is for companies of all sizes who wish to learn more about increasing their export sales and expanding their international business.

Attend to help close your capability gap and gain confidence in growing your export business.

Cost: \$25 for employees of CNYIBA members; \$35 for non-members.



Disney's Approach to Quality Service, September 19

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

Doubletree Hotel, 6301 State Route 298, E. Syracuse

Learn how to: adapt time-tested Disney business insights to assess and improve your organization; determine how to differentiate service to become a provider of choice; design quality service standards to create a consistent service experience; use tools to gauge the needs, wants, stereotypes and emotions of customers at an individual level; understand the processes necessary to develop a culture that consistently delivers exceptional service; and recover effectively from a service failure and turn it into an opportunity to strengthen customer relationships.

Cost: \$329 for members; \$349 for non-members.



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NYS Senate 50th District Candidate Forum, September 24

4 to 5:30 p.m.

ONE GROUP Educational Center, 706 N. Clinton St., Syracuse

John Mannion (Democrat, Reform, Working Families Party) and Bob Antonacci (Republican, Independence, Conservative) will participate in a candidate forum for the open NYS Senate, 50th District seat. A

networking reception will follow. Free parking is available. See page 3 for details. Sponsored by CenterState CEO's non-partisan local and state political action committee, Syracuse Tomorrow.

Cost: \$25 for members; \$35 for non-members.



Business After Hours and Member Showcase, September 26

5 to 7 p.m.

PressRoom Pub, 220 Herald Place, Syracuse

View one of the newest restaurants in the area while networking with fellow CenterState CEO members. Also enter for a chance to win two round-trip tickets on Delta Air Lines to anywhere in the continental U.S. Contact Beth Savicki to reserve your tabletop display at 315-470-1883 or bsavicki@centerstateceo.com.

Cost: \$10 for members; \$20 for non-members.



How to Drive Better Media Coverage for Your Business, October 4

8 a.m. registration & networking; 8:30 to 10 a.m. program

Mower (formerly Eric Mower + Associates), 211 W Jefferson St., Syracuse

Gain a better understanding of how to connect with local journalists to increase the quality of your media coverage across traditional and social media platforms. Panelists include: Danielle Gerhart, Bankers Healthcare Group; Stephanie Crockett, Mower; Jeff Kulikowsky, LocalSYR, NewsChannel 9 WSYR; and John Lammers, Advance Media New York. Moderator is Michael Meath, S.I. Newhouse School at Syracuse University.

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

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MOWER

Speed Networking, October 17

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." Continental breakfast provided by Salt City Coffee. Space is limited. Please pre-register.

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

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TERACAI

Syracuse Tomorrow's 2018 Meet the Candidates Reception, October 17

5 to 7 p.m.

Upstairs at the Dinosaur Bar-B-Que, 246 W. Willow St., Syracuse

Meet and mingle with business leaders and invited candidates running for the U.S. House of Representatives, NYS Senate and Assembly, Onondaga County Sheriff and a Syracuse Common Council at-large seat. Additional invited guests will include representatives from the region at the local, state and federal levels.

Cost: \$25 for members; \$40 for non-members.

Syracuse
TOMORROW
The Political Action Committee
of CenterState CEO

Save The Date

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BASH**

November 19
F Shed, CNY Regional Market

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



Business After Hours, September 5

5 to 6:30 p.m.

Holiday Inn Express & Suites of Oswego, 140 E. 13th St., Oswego

Join the GOFCC as the Holiday Inn Express & Suites celebrates its second birthday! Network with other business professionals while enjoying food, beverages, music and tours of the facility.

Cost: \$5 for members; \$10 for non-members.

Lunch and Learn, Employee Benefit Trends 2018, September 27

Noon to 1:15 p.m.

GOFCC Office, 121 E. First St., Oswego

KBM Management will present an overview of the current state of employee benefits, what is happening nationally and how it is affecting employers locally. Discussion will include why costs continue to rise, an update on local carriers, employer contribution strategies, ancillary benefits and an update on the first year of NYS' Paid Family Leave.

Cost: \$5 for members; \$10 for non-members.

JOURNEY TO SPECTACULAR SOUTH AFRICA

Join CenterState CEO on a trip to spectacular South Africa, February 21 to March 5, 2019. Highlights include Johannesburg, Soweto, Kruger National Park, a safari game drive, Knysna, Featherbed Nature Reserve, an ostrich farm visit, winery lunch and tasting, Cape Town, Table Mountain and more! Per person rates are: \$5,299 (double) and \$5,949 (single). Prices include 21 meals, round-trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges and hotel transfers. Optional post-tour extensions available. AAA members receive an additional \$50 off per person. For more information, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The spectacular South Africa trip includes a safari game drive like the one above.



115 W. Fayette Street
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www.centerstateceo.com

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September 19, 2018
 9AM - 5PM



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 Space is Limited.

Presenting Marketing
 Participant:



Marketing
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