

CELEBRATING BUSINESS BEGINNINGS: ECONOMIC CHAMPIONS LUNCHEON TO SPOTLIGHT NEW BUSINESS SUCCESS

CenterState CEO's Economic Champion Luncheon celebrates outstanding businesses and organizations for their contributions to the growth of the region's economy. **This year's theme – Celebrating Business Beginnings – focuses on the power of startups, the impact of neighborhood businesses owners and the entrepreneurial spirit that supports businesses of all sizes and industries in Central New York.**

"One of our economy's greatest strengths is its diversity. We have industries across sectors, businesses large and small, legacy companies and an ever-growing entrepreneurial culture," said CenterState CEO President Robert Simpson. "This year we are celebrating the innovators, risk takers and new business owners who are making their goods and their livelihood in Central New York. They are among the many Economic Champions that make this region such a great place to grow a business."

At the annual event October 20, 2016, CenterState CEO will honor startups and new business openings alongside those that have hired new employees; expanded, relocated or made capital investments due to growth; received local, state or national awards, or are celebrating significant milestones and anniversaries during the past year.

Last year, CenterState CEO celebrated 234 companies, \$1 billion in investment, more than 1,600 new jobs, nearly 1.8 million square feet of expansions and 97 company milestones.

In addition, CenterState CEO's Community Visionary Award, sponsored by Wegmans, will be presented to one exceptional person, company or association who embodies the vision of economic opportunity, and has had a significant impact on community prosperity.

Businesses are encouraged to nominate themselves or their peers by September 30, 2016. All nominated companies receive recognition at the event. To nominate a champion or to register for the luncheon, see page 3 for details.

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ECONOMIC CHAMPION

Nominate Your Company to be an Economic Champion

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Region's UAS Industry Gets Boosts; Attracts Global Attention

6



Up Start Graduates its First Start It! Class

22



CenterState CEO Events

7 Habits of Highly Successful People

PRESENTING SPONSOR:



See page 22 for details.

Friday, September 16

Rosamond Gifford Zoo
One Conservation Place, Syracuse

7:30 a.m. registration and continental breakfast
8 to 10 a.m. program

Sean O'Keefe
University Professor, Syracuse University

Billy Barlow
Mayor, City of Oswego

Dr. Danielle Laraque-Arena
President, Upstate Medical University

Jeff Knauss
Co-founder, The Digital Hyve

Matt Mulcahy
News Anchor / Managing Editor, CNY Central

Mac Cummings
CEO & Co-Founder, Terakeet

Plus 1 More!

GOVERNMENT RELATIONS

Join Syracuse Tomorrow at Dinosaur Bar-B-Que for the 2016 Candidate Reception, October 4

Make your reservation for the Syracuse Tomorrow Candidate Reception Upstairs at Dinosaur Bar-B-Que, 4:30 to 6:30 p.m. October 4. CenterState CEO members will eat, meet and chat with candidates running in this year's elections, along with additional invited special guests.

Invitees to the event include candidates seeking to keep or win positions in the 24th Congressional District, New York State Senate and Assembly and Syracuse Common Council. Special guests include office holders and staff from a range of federal, state, county, city and town positions.

Register at www.CenterStateceo.com/events. CenterState CEO members who are 501(c)3 organizations receive free attendance, but need to register.

Syracuse Tomorrow is the regional, non-partisan state and local political action committee of CenterState CEO. Syracuse Tomorrow advocates for issues, initiatives and legislation of critical importance to our members and the economic future of the region, and supports representatives who advance economic development and the needs of the business community.

For more information or for sponsorship opportunities, contact Deb Warner, vice president for public policy and government relations, at 315-470-1845 or dwarner@centrstateceo.com.

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CNY Residents Show Strong Interest in Government Modernization

A recent community survey indicates 56 percent of registered voters in the county want to know more about the creation of a new city-county governance structure. The survey was conducted by the Siena Research Institute (SRI) on behalf of Consensus, the commission on local government modernization in Onondaga County. The survey also shows a strong desire to make local government as efficient and effective as possible.

"This survey reinforces much of what we've heard throughout the public engagement process," said Consensus co-chair Jim Walsh.

By a margin of 48 percent to 45 percent, residents expressed support for modernizing or consolidating local government structures. For individual services, a majority favored modernization or consolidation in each service category.

Concerns about sustainability of current services and structures may be a factor contributing to support for modernization. Among survey participants, 65 percent expressed worry about the current economic path of local governments, 28 percent did not share that concern, 7 percent offered no opinion.

The SRI survey followed the release of Consensus' Options Report and Preliminary Committee Recommendations earlier this year and a dedicated, three-month period for community conversations about the report and its 51 preliminary recommendations, including a potential new city-county governance structure. Consensus expects to release its full report to the community later this year. To learn more, visit www.consensuscomment.com.



SERVICE CATEGORY	SUPPORT CONSOLIDATION	OPPOSE CONSOLIDATION	NO OPINION
Infrastructure <i>(street/highway maintenance, water, wastewater, sewers, parks)</i>	67%	31%	2%
Public Safety <i>(fire, police, ems, corrections)</i>	54%	44%	1%
Municipal Operations <i>(tax assessment, finance, code enforcement, libraries)</i>	61%	37%	2%
Economic Development <i>(land use planning, strategic planning)</i>	61%	35%	4%
Governance <i>(structure of local and regional governing entities)</i>	55%	41%	4%

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Did you add one or more employees in the past year?

Open a New Business?

Expand operations or make capital expenditures and improvements due to growth?

Receive state or national recognition for your company's accomplishments? Then ...

NOMINATE YOUR COMPANY AS AN ECONOMIC CHAMPION!

www.centerstateceo.com/Economic-Champions

Submissions must be received by Friday, September 30, 2016

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

CenterState CEO's 2016 ECONOMIC CHAMPIONS LUNCHEON *Celebrating Business Beginnings*

Thursday, October 20, 2016

11:30 Registration | 12:00 to 1:30 Luncheon & Program

Nicholas J. Pirro Convention Center at Oncenter
800 S. State St., Syracuse

Register by October 13, 2016: www.centerstateceo.com/events

Or contact, Lisa Metot at (315) 470-1870 or lmotot@centerstateceo.com



Last year's celebration celebrated 234 champions!

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UPGRADES COMPLETE AT UAS OPERATIONS CENTER

Recent upgrades to the New York Unmanned Aircraft System (UAS) Test Site at Griffiss International Airport in Rome, New York, include a state-of-the-art operations and data management center designed and built by Ax Enterprize – a New York State Certified Women-Owned Business Enterprise with more than 100 years of experience in the research and development of secure information and communication capabilities for airborne, maritime and ground based platforms. The new UAS Operations Center computer systems integrate with range instrumentation equipment installed on the Griffiss airfield. During UAS testing, data is collected and analyzed to improve UAS flying operations and meet the Federal Aviation Administration's (FAA) testing objectives.

The NUAIR Alliance continues to grow and expand its UAS testing capabilities, now with more than 100 private, public and academic partners. The increased level of interest with commercial use of drones in the United States drives NUAIR and its partners to collaborate toward one common goal – safely integrate unmanned aircraft systems into the National Air Space.

NUAIR manages the New York UAS test site at Griffiss and is one of seven FAA-designated UAS test sites in the U.S. NUAIR collaborates with CenterState CEO, MassDevelopment and Mohawk Valley EDGE to support the UAS and sensor industry in the region. Organizations partnering with Griffiss and NUAIR include Saab Sensis, SRC, Raytheon, Lockheed Martin, Rochester Institute of Technology, Massachusetts Institute of Technology, University of Massachusetts, Syracuse University, Clarkson University and Northeastern University, among others. For more information on the NUAIR Alliance and to see all of the alliance partners, visit <http://nuairalliance.org>.



Members of the NUAIR Alliance monitor simultaneous flights at multiple sites at the newly updated UAS Operations Center at Griffiss International Airport.

UPSTATE BIOTECH ACCELERATOR EXPANDS

Innovation initiatives are in full swing at Upstate Medical University's Biotech Accelerator in Syracuse. Completion of a \$5.2 million Phase II construction project complements existing facilities and services that accelerate commercializable biotech innovation.

By providing business acceleration services, access to industry-specific development resources and mentors to innovators in the bioscience field, the Accelerator advances CenterState CEO's mission to grow important industry sectors and the entrepreneurial ecosystem.

Developments include a new anchor tenant: Upstate Department of Pathology Molecular Diagnostics Lab. The lab's state-of-the-art precision medicine facilities support next generation sequencing used to evaluate patients with cancer and inherited diseases.

Additionally, Upstate MIND, a medical innovation and novel discovery center, encompassing the Accelerator's entire third floor, includes a 200-seat high-tech theater, a National Grid Creation Garage and Usability Test Center where facilities and services support early product development. A short-term occupancy Igloo Village and Collide and Cloister Café promote collaboration opportunities.

Next month the facility will host the Commercializing Biotech Innovation Conference, October 13-14. Pioneering entrepreneurs Dr. Zubin Damania (aka ZDOGGMD) and Sean Ammirati are featured speakers. Conference information is available at www.cnybac.com.

The Accelerator currently hosts eight clients. Accepted clients may elect to license partial lab space (e.g., a single bench) or an entire lab. Offices and event space are also available for rent. For-profit biotech startups seeking lab space can contact 315-464-9288. To conduct Usability Testing call 315-464-9290. Direct general requests to cnybac@upstate.edu or visit www.cnybac.com.



Upstate Medical University's Biotech Accelerator located at 841 E. Fayette St. in Syracuse.

REGION'S UAS INDUSTRY GETS BOOSTS, ATTRACTS GLOBAL ATTENTION

The region continues to gain national and global attention for its efforts to lead in the emerging Unmanned Aerial Systems (UAS) industry as it seeks to capture a significant piece of the \$140 billion global marketplace.

Last month New York State announced a **\$5 million investment to support the creation of a hub for UAS innovation and manufacturing in Central New York and the Mohawk Valley.**

This investment is part of the commitment made by the state to support regional UAS initiatives outlined in CNY Rising – the Central New York Regional Economic Development Council's Upstate Revitalization Initiative – and enables the planning and design of next generation unmanned aerial traffic management (UTM) infrastructure, national UAS standardized testing and rating facilities, and an innovation district dedicated to unmanned systems, in a corridor between Syracuse and Rome. This investment was announced during a policy workshop on drones and the future of aviation at the White House further validating the region's leading role in the global development of the UAS industry.

Furthering the attention the region is getting for its efforts, the NUAIR test site was host to the finals of the Ford-DJI Developer Challenge in August, which brought UAS competitors and spectators from across the globe to the Mohawk Valley for a search and rescue-style event. DJI, a leading global manufacturer of UAS platforms co-sponsored the event with the Ford Motor Company.

Additionally, the GENIUS NY competition will advance to team selection this fall. This world-class business competition is the only one of its kind that will award up to \$4 million in prizes and investments to companies in data systems, unmanned systems, cross-connected platforms and the internet of things.

Finally, the region's expertise will be on display again when it hosts the 2016 UTM Convention this November. The event will attract hundreds of experts and researchers from across industry, academia and government for sessions on policy, research and development, and technology in UAS applications and airspace integration.



New York State Commissioner of Economic Development Howard Zensky (far right) announces a \$5 million investment for the creation of UAS innovation and a manufacturing hub during a policymaking workshop on drones and the future of aviation at the White House.



GENIUS NY

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Exhibit and put your organization in front of a specialized pool of engaged industry professionals.

Learn the latest on UAS traffic management and airspace integration from key decision makers.

Access the right people, info and places at the center of R&D and UAS deployment technologies.

UTM - Unmanned Aircraft System Traffic Management – is a comprehensive research effort, led by NASA, to safely integrate low-altitude unmanned aircraft (such as drones) into the national airspace.



CEO ESSENTIALS
VOL. XL No. VIII (USPS679790)

September 2016 www.centerstateceo.com
Publisher: Robert Simpson
Editors: Christa Glazier, Cindy Gambell 315-470-1800

CEO ESSENTIALS is published monthly by CenterState CEO. Periodicals.
U.S. Postage is paid at Syracuse, NY. Postmaster: Send address changes to
CenterState CEO, 115 W. Fayette St., Syracuse, NY 13202

UP START GRADUATES ITS FIRST START IT! CLASS

Up Start is a collaborative business development program of CenterState CEO's Economic Inclusion portfolio that connects existing businesses and aspiring entrepreneurs to the tools and networks that help them thrive. The Up Start component Start It! – a three-month class on business basics – recently graduated its first class. To learn more, contact Dan Cowen at 315-480-7690 or dcowan@centerstateceo.com.



Start It! graduate Waliek Betts (center) celebrates with his family. Betts is the owner of All Money Spends, a clothing brand and boutique. Betts enrolled in the Start It! class to grow his business and expand into new markets and hopes to have several storefronts and a regional presence. Visit www.allmoneyspends.com.



Antonisha Owens receives her Start It! diploma from instructor Reggie Seigler. Owens' business is AFICA, an organic, all natural body care product line. Continued support from Up Start includes technical assistance, securing financing and locating a storefront. Visit <http://aficapure.com>.



The graduates of Start It! Business Basics, a class on the essentials of starting a business, at their graduation in July at The Tech Garden.



Health Train graduates are ready for employment in the health care field.

HEALTH TRAIN GETS A LIFT FROM VOLUNTEER LAWYERS

CenterState CEO's Work Train initiative specializes in meeting the workforce needs of area employers by connecting them to untapped talent pipelines in the community. Its most mature program is Health Train, a readiness program that prepares talented un- or underemployed individuals for careers in local health care institutions. To date, Health Train has successfully placed more than 200 individuals in jobs – at a rate of more than 85 percent – contributing to the dual goal of improving outcomes for businesses while combating the community's unsustainable rates of poverty and unemployment.

Work Train has partnered with member SUNY Syracuse Educational Opportunity Center to expand, systematize and create greater efficiencies in the program, enabling more individuals to obtain employment.

However, challenges have been identified as well. Motivated and qualified Health Train students regularly encounter snags in the hiring process due to criminal records. Records are often inaccurate (based on clerical and processing errors) or don't reflect the students' current standing with the law – issues easily resolved

with legal consultation and assistance.

An emerging partnership with the Volunteer Lawyers Project (VLP) offers a solution. VLP enlists volunteer attorneys and law students to provide free legal information, assistance and representation in civil legal matters to people with low incomes. Its New Start program assists residents in obtaining employment and professional license by addressing inaccuracies in their legal records and helping clear a path to employment. This critical service is helping individuals become active in the community and contribute to the economy.

As Health Train expands, VLP will expand its services and grow its pool of attorneys. **CenterState CEO members interested in contributing to CEO's Economic Inclusion efforts are encouraged to get involved.** All backgrounds are welcome. For more information on VLP, contact Lanessa Owens at lowens@onvlp.org.

To learn more about Work Train, contact Kira Crawford at kcrawford@centerstateceo.com.

CEO'S ANNUAL CLAMBAKE, A SUMMER TRADITION

CenterState CEO members enjoyed great food, music and fun at CEO's annual clambake at Hinerwadel's Grove in North Syracuse. This summer tradition is a great opportunity for members to enjoy a summer night out with their colleagues and CenterState CEO leadership and staff. CenterState CEO member Simplified Entertainment, of Skaneateles, provided entertainment.

Congratulations to Marian Manders, Scolaro Law Firm, winner of the grand prize: two, round-trip tickets on Delta Air Lines; Renee Dellas, HSBC, winner of the golf driver courtesy of Tompkins Trust Company; Lisa Whitmore, Candlewood Suites Airport, winner of \$450 on 50/50 raffle; and Maura Miller, NBC3, CBS5, CW6 and CNYCentral.com, winner of a tablet compliments of ACC Technical Services.



Marian Manders (center), Scolaro Law Firm, wins two round-trip tickets on Delta Air Lines. Manders is joined by Katie Carroll (left) and Jim Van Woert, Delta regional representatives.



Lisa Whitmore of Candlewood Suites Airport wins \$450 on 50/50 raffle, presented by CenterState CEO Senior Vice President of Business Development Andrew Fish.



Attendees enjoy a strategic game of Jenga during CEO's annual clambake.



Endless clams at Hinerwadel's Grove in North Syracuse are always a hit!

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UPSTATE
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Biotech Accelerator

Announcing a new university/industry conference

COMMERCIALIZING BIOTECH INNOVATION

Thursday, October 13 – Friday, October 14, 2016

CONFERENCE SITE

Upstate Medical University Biotech Accelerator
841 E. Fayette St., Syracuse, NY 13210

Register now, seating is limited: 315-464-9288
www.upstatefoundation.org/cnybiotech

"Innovation ecosystem" experts will discuss biotech collaborative process to catalyze innovation.



The conference will be held at the Upstate Biotech Accelerator

Special Guests

Who should attend?

- Biotech innovators
- New York State agencies
- Business groups
- Industry collaborators
- Clinical providers
- STEM professionals and students

www.cnybac.com



RECEPTION SPEAKER

Dr. Zubin Damania (aka ZDoggMD)

Zubin Damania, MD, is an internist and founder of Turntable Health, an innovative healthcare startup that's part of an ambitious urban revitalization movement spearheaded by Zappos.com CEO Tony Hsieh.



KEYNOTE SPEAKER

Sean Ammirati

Author of "The Science of Growth," he is an adjunct professor of entrepreneurship at Carnegie Mellon University, and partner at Birchmere Labs and Birchmere Ventures.

DELTA HIGH ALTITUDE BUSINESS AFTER HOURS SHOWCASES MARRIOTT DOWNTOWN SYRACUSE

More than 150 guests attended the Delta High Altitude Business After Hours at the new Marriott Downtown Syracuse. The event took place in the newly renovated Grand Ballroom and guests had the opportunity to tour the beautifully restored downtown icon.



Michael Szidat (center), president of Felix Schoeller North America, winner of the overnight package at the Marriott Downtown Syracuse. Szidat is joined by CenterState CEO President Rob Simpson (left) and Marriott Downtown Syracuse General Manager Paul McNeil.



Lance Ketcham (second from left), principal engineer at Arcadis, is the lucky winner of two round-trip tickets on Delta Air Lines. With Ketcham, from left, is Erin Foster, Delta Air Lines; Kevin Schwab, CenterState CEO; and Michael Kroll, Delta Air Lines.

CENTERSTATE CEO MEMBER DISCOUNTS

One of the benefits of CenterState CEO membership is being listed on the CenterState CEO website at www.centerstateceo.com. Your company can gain additional exposure by offering discounts and incentives to fellow CenterState CEO members. **New this month:**

Nickels Energy Solutions

105 Zodiac Circle
Liverpool, NY 13090
315-481-7412

www.nickelsenergysolutions.com

Nickels Energy Solutions is a locally owned installer of solar panels on residential homes, commercial businesses and local municipalities throughout Upstate New York.

Discount: CenterState CEO members receive \$500 off a solar installation and free estimates. Offer expires December 31, 2016.

Viking Cleaning Service, Inc.

3071 Irish Hill Road
Cazenovia, NY 13035
315-662-3705

www.vikingcleaningservice.com

Viking Cleaning Service, Inc. has been a family owned and operated cleaning service since 1971. Viking's eco-friendly products and techniques can help maintain a cleaner, healthier workspace. Fully insured.

Discount: CenterState CEO members receive a 25 percent discount for the first six months of service. Offer expires November 1, 2016.

Movie Tavern

180 Township Blvd.
Camillus, NY 13031
214-271-4123

www.movietavern.com

Movie Tavern is revolutionizing the way America experiences eating, drinking and cinema. Movie Tavern provides a robust, in-theater dining service featuring chef-driven menus, premium quality food and drink and luxurious seating that completely transforms the movie-going experience.

Discount: CenterState CEO members may book a private buyout and receive a free glass of house wine for each guest with the purchase of a preset menu. Offer expires September 30, 2016.

Increase Your Company's Visibility...Offer a Member Discount! Contact Sharon Abert at sabert@centerstateceo.com or 315-470-1810 today!

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Germinator Companies Use Award Monies to Grow

Germinator teams Euphony, Life Source and Voss Aerospace are making progress using their \$50,000 awards from Green House #2.



Euphony (Fuz Eller, Founder) – Text-to-speech technology expresses different emotions and contexts.

- The National Science Foundation is using the application to make emotional speech more accessible to people with speech communication disorders.
- Final negotiations for software product purchase are in progress with a local company.
- A United States Air Force customer, Virtual Reality, completed an environment design study offering potential with the military.
- A web design is in progress based on customer demand.



The Germinator



LifeSource (Tim Kelly, Founder) – Provides cutting edge software solutions for emergency medical professionals and first responders with particular focus on applications for pre-hospital and emergency medicine.

- A BETA is being conducted in the North Country for customer feedback. In addition, Kelly is discussing the product with key Georgia state representatives.



Voss Aerospace (Andy Welles, Founder) – Voss Vertical, renamed Voss Aerospace, is developing an aircraft-integrated flight system that dramatically improves Vertical Takeoff and Landing (VTOL) performance and safety for aircraft ranging from small drones to manned vehicles.

- Pre-production units were displayed in July at Flitefest in Malvern, Ohio. The company's present focus is with consumer drone racers, but is exploring future commercial customers.

Germinator, the region's most comprehensive business competition, is presented by National Grid and supported by lead sponsors M&T Bank and CenterState CEO, as well as Hancock Estabrook LLP; CPS Recruitment, Inc.; Fust Charles Chambers LLP; Pathfinder Bank; and TERACAI. To learn more, visit www.thegerminator.net.



GENIUS NY

WHAT'S NEW?

WHAT IS IT?

The world's largest accelerator of unmanned systems. GENIUS NY will award three grand prizes of \$1 million, \$600,000 and \$400,000 to companies focused on unmanned systems, data-to-decision applications and IoT with opportunities for follow-on funding. The program also provides a \$10,000 per month company stipend, housing allowances and a powerful mentorship network to each competitor.

DEADLINE EXTENDED: Now accepting applications until October 16.

NEW OPPORTUNITIES TO APPLY: Now welcoming competitors within the Internet of Things (IoT) industry.

STREAMLINED PROCESS: A new, express application is available.

Apply now at bit.ly/geniusny.

Questions about applying? Contact Jon Parry at jparry@thetechgarden.com. Want to get involved as a mentor or speaker? Reach out to Traci Geisler at tgeisler@thetechgarden.com.

Shop, Showcase, Support! Be Part of the Buy Local Bash, November 21

Back for its seventh year, the Buy Local Bash presented by AmeriCU Credit Union 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. This year's event will be held November 21 at the F Shed of the CNY Regional Market, 2100 Park St. in Syracuse.

This unique and festive event spreads awareness and support for SyracuseFirst's mission of educating the community about the importance of buying local, and kicks off Buy Local Month, which supports local businesses during the holidays. The Buy Local Bash is a chance for local businesses to get in front of thousands of potential clients and customers. To participate as a vendor or learn about sponsorship opportunities, contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com.



More than 800 people visited more than 100 independently owned vendors at the 2015 Buy Local Bash at the CNY Regional Market.

BUY LOCAL BASH IS
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Tech Meets Taste Showcases Local Goods and Services

CenterState CEO, SyracuseFirst and The Tech Garden recently hosted Tech Meets Taste, a unique opportunity to celebrate the growth and success of the region's young tech companies and independent local business owners.

More than 200 people attended the festivities on The Tech Garden patio, which featured more than 40 cafes, restaurants and startups ranging from energy solutions to legal services and distilled beverages to farmstead cheese. KMase Productions Beak & Skiff provided entertainment.



The Maplewood Suites Extended Stay offers attendees the chance to spin 'n win for prizes. www.mwsyracuse.com



Attendees at Tech Meets Taste enjoy samples of Beak & Skiff Apple Orchard's 1911 Hard Cider. www.1911spirits.com

TECH MEETS TASTE
WAS PRESENTED BY:



ADDITIONAL
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It's Not Too Late to Enjoy the Downtown Farmers Market!

There is still another month to enjoy fresh produce, locally grown fruits and vegetables, plants, flowers, baked goods and more. The Downtown Farmers Market continues every Tuesday, rain or shine, in Clinton Square through October 11.



Three Things to Do at the Downtown Farmers Market:

1. Attend a free cooking demonstration by the Food Bank of Central New York. Attendees will receive \$4 in Market Bucks, redeemable at participating produce dealers and vendors, as well as a useful tool to make cooking a little easier.
2. Collect recipe cards from the Onondaga County Public Library. This year, the library has its own booth. Staff host arts and crafts activities for children and their families. Visitors are also encouraged to check out books on-site through the mobile book cart.
3. Visit the Downtown Committee's Information Booth and enter the weekly drawing to receive awesome prizes donated by market vendors and produce dealers.



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

Welcome to Downtown Syracuse

The first wave of SUNY Upstate Medical University Information Technologies and Finance employees have moved into the Galleries. The Downtown Committee assembled more than 200 Welcome Bags featuring information about Downtown Syracuse – such as parking and restaurant guides – as well as various coupons donated by downtown businesses. When the second round of SUNY Upstate employees comes this fall, there will be 400 new employees in downtown Syracuse!



Your Go-to Source of Information for all Things Downtown

The Downtown Committee made its Pinterest debut (www.pinterest.com/downtownsyr) earlier this summer. Boards include Guides to Downtown, Downtown in the News and a sampling of Arts & Crafts Festival artists. Take a look and let them know what else you'd like to see posted.

New Creekwalk Fitness Equipment

The Downtown Committee unveiled three new pieces of fitness equipment along the Creekwalk in Armory Square last month. The installation was made possible through a \$5,000 grant from Excellus BlueCross BlueShield.

Ashley of Metro Fitness Club, demonstrates how to use the Ab Crunch/ Leg Lift at the Creekwalk Fitness Park. Also pictured from left are Merike Treier, executive director, Downtown Committee; Pete O'Connor, commissioner, Department of Public Works; Dr. Nick Massa representing Excellus BlueCross BlueShield; and Randy Sabourin, owner, Metro Fitness Club.



#MyDowntownSYRstory: Remember, you're always invited to join the conversation about downtown Syracuse. The Committee loves to see your pictures as you're out and about exploring downtown. Follow them on Facebook (www.facebook.com/DowntownSyracuse), Twitter (@downtownSYR) and Instagram (www.instagram.com/DowntownSyracuse).



The Great New York State Fair

The New York State Fair returned bigger and better in 2016! The fairgrounds underwent its largest construction project in the last 79 years, the most significant transformation since the gates first opened in 1890. Major changes included demolishing The Grandstand and moving all the ticketed concerts to the new Lakeview Amphitheater across the street.

The \$50 million renovations also included:

Midway – The Wade Shows Midway was touted as the largest in fair history with 15 acres and more than 70 rides.

Camping – A brand new RV camping area with the ability to accommodate 315 vehicles was built on the former grandstand location.

Chevy Court – The free concert area was expanded to accommodate larger crowds with fewer vendors and more available seating.

Entrance – The front gate was transformed into several arches replicating the carriage arch from 1900. In addition to the main entrance, a new pedestrian-only gate opened this year.

Concert goers also were happy to learn they could still use their tickets to enter the fair for free if they kept their tickets from one of the four concerts at the Lakeview Amphitheater during the 10-day fair.

“The New York State Fair has delighted New Yorkers for over a century and the \$50 million transformation will ensure the fairgrounds continue to attract top-notch attractions and visitors for years to come,” Governor Andrew Cuomo said in a press release.



The New York State Fair’s new entrance. Photo courtesy: New York State Fair

Oh Snap!

SnapChat users will get a kick out seeing the new Do Your Thing geo-location tag that Visit Syracuse is adding to the social media app. It was created by Digital Brand Manager Justin Lynch and intern McKenzie Foor.

Geotagging allows users to decorate their social media photos/videos with a geographical location graphic.



Geo-tagging on SnapChat will help Onondaga County’s leading tourism organization raise brand awareness. In the future, Visit Syracuse will create a temporary e-fence around event/festival locations, so nearby SnapChat users will have the option to choose the Do Your Thing tag, along with the new Syracuse destination logo as they share their photos/videos

McKenzie Foor, Visit Syracuse’s summer intern, takes a selfie using the new geo-tag.



Visit Syracuse, headquartered in Syracuse, is Onondaga County’s accredited destination marketing organization for tourism related economic development leading the production of more than \$765 million in direct visitor spending annually. For more information, visit www.VisitSyracuse.com.



Save the Date: September 15

On Thursday, September 15, Walton Street will be transformed into an 80-foot runway for the sixth annual presentation of Syracuse Style – a fashion showcase of the latest 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. Last year’s event drew 1,700 attendees!

CANADA'S WINTER WONDERLAND NOVEMBER 10 TO 16

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

Eight meals and an authentic "First Nations" dinner in Jasper are included. Warm up by the fire while you sip hot cocoa and roast marshmallows in Banff after your horse-drawn sleigh ride. Per-person rates are \$3,059 (double) and \$3,559 (single). AAA members receive an additional \$50 off per person. For more information contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com.



PERU: ANCIENT LAND OF MYSTERIES FEBRUARY 11 TO 20

Discover one of South America's treasures on an exciting trip to Peru. Highlights include Lima, San Francisco Monastery, Cuzco, Sacred Valley of the Incas, Pisac Market, Ollantaytambo Ruins, Machu Picchu, a culinary demonstration, Lake Titicaca and Uros Floating Islands. Fourteen meals and an authentic Pachamanca dinner in Cuzco are included. Per-person rates are \$4,849 double and \$5,549 single. AAA members receive an additional \$50 off per person. For more information contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com.



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



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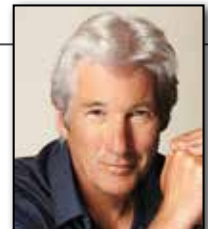
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Here is what a 2015 LeadFORWARD graduate had to say

"To this day I have received feedback from all those I interact with that have provided the confirmation I needed. So, without any ego attached I can say now that I am a transformational leader in progress and likely will be forever."

- Steve Hisel; INFICON

For more information, visit www.DiscoverPLS.com
or call Cathy Gaynor at 315.635.6300



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► [Find out more at oswego.edu/syracuse](http://oswego.edu/syracuse)



MEMBER ESSENTIALS

Lush Fresh Handmade Cosmetics, Cricket Wireless and Kung Fu Tea open at **Destiny USA**.

Ephesus Lighting to light up Buffalo Sabres games.

Excellus BlueCross BlueShield contributed \$852 million into Upstate New York economy in 2015.

IV4 wins Microsoft Regional Cloud Partner of the Year.

HealthWay is selected as the official provider of clean air for the United Nations World Food Program.

Tessy Plastics to stay in Van Buren, add 100 new jobs and a \$31 million expansion, which includes \$13 million in state aid.

NBT Bank announces Home in the City partnership with Home Headquarters.



St. Joseph's Health Foundation gala raises over \$303,000.

Davidson Ford opens a "green" dealership in Clay.

Lockheed Martin gives \$1 million to veterans program at Syracuse University.

Army awards \$85 million contract to **SRCTec** for anti-mortar radars.

AccessCNY names Paul Joslyn as its new executive director.

Marriott Syracuse Downtown, formerly the Hotel Syracuse, officially opens.



Upstate Medical University moves first wave of 400 workers to downtown Syracuse; has a new pediatric emergency department; receives \$1 million state grant for HIV program; partners with Ogdensburg hospital to provide stroke services; and its President Dr. Danielle Laraque-Arena is appointed co-chair of the Central New York Regional Economic Development Council.



Mohawk Valley Community College's Radiology Technology program earns JRCERT accreditation.

Syracuse University and **Driver's Village** announce a multi-year marketing deal.

CBD Cos. and **Cadaret, Grant & Co.**, own the soon to be named Barclay Damon Tower at 125 E. Jefferson St., Syracuse.

Tiffany Gallagher is appointed general manager of the **Crowne Plaza Syracuse**.

New pubs, cocktails lounges, a bistro and steakhouse open at the **Marriott Syracuse Downtown**.

Cayuga Community College to offer tourism management certificate.

Syracuse Hancock International Airport receives \$2.4 million in federal funds for airport terminal and taxiway improvements; \$720,000 for a new snow removal sweeper and \$165,000 for drainage improvements.

Symphony Tower's owners, **Haynor Hoyt and Marriott Syracuse Downtown** developer, are partnering to develop an extended stay property.

Aloft Syracuse Inner Harbor opens, part of COR Development's redevelopment plan.



Syracuse University art professor, Sam Van Aken, to plant Trees of 40 Fruit at the **Everson Museum of Art** this fall.



RE/MAX reacquires master franchise for New York; promises expansion.

KeyCorp closes on First Niagara Financial Group acquisition.

VNA Homecare president and CEO, Kate Rolf, MBA, CHCE, FACHE, is appointed to National Advisory Committee on Rural Health and Human Services of the Health Resources and Services Administration.



Turning Stone Casino is ranked one of 10 Top-Notch Casinos in Unexpected Places by Forbes Travel Guide.

Cornell University receives more than \$4.2 million in federal funding for apple growing research.

Syracuse University invests \$9 million in classroom enhancements and technology upgrades and hires ESPN executive John Wildhack as new athletic director.

Northside training center at **St. Joseph's Health** is dedicated to local Pietrafesa Family.

Thanos Import Market relocates to 105 Green St. in the Hawley-Green neighborhood in Syracuse.

Rapid Response Monitoring announces 14 new hires.

Mohawk Valley Community College launches new small Unmanned Aerial Systems (sUAS) degree program.

Empire Farmstead Brewery in Cazenovia, one of the largest craft beer makers in New York state is open.



Paul Taffe is named New York State president of **Citizens Bank**.

Jersey Boys award-winning musical returns to Syracuse. **Famous Artists** estimates an economic impact in the millions.

Nucor supports International Trade Commission's stand on foreign companies undercutting American steel makers.

Jadak LLC has merged with a California company who will bring 16 jobs to Cicero.

Oswego County Board of Realtors becomes part of **Greater Syracuse Association of Realtors**.



Share Member News with Us!

Do you know of a CenterState CEO member company that has celebrated a recent achievement,

experienced growth, added jobs or won a prestigious award? Submit your member news at

www.centerstateceo.com/add-member-news

or share your stories with us at

[membernews@centerstateceo.com!](mailto: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.



Stewart's Shops celebrates its grand opening in Baldwinsville at 120 Oswego St.



Visions Federal Credit Union, 500 Erie Blvd. W., celebrates its 50th anniversary.

Grand Openings

Regional Donut Authority, 207 Oswego Road, Liverpool

Movie Tavern, 180 Township Blvd., Camillus

Gardner & Capparelli, 304 S. Franklin St., Armory Square,
Syracuse

Universal Windows, 5620 Business Ave., Cicero

Hot Stuff BBQ, 6195 State Route 31, Cicero

Aloft Syracuse Inner Harbor, 310 W. Kirkpatrick St., Syracuse

Anniversaries

Brae Loch Inn, 5 Albany St., Cazenovia, 70th

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CENTERSTATE CEO ECONOMIC CHAMPION

Riccelli-Northern

Since its first truck hit the road in 1971, Riccelli has focused on the customer first. Therefore, it's not surprising to see Riccelli trucks everywhere. Forty-five years later, the company now has more than 550 employees with a fleet of 450 trucks.

Riccelli Enterprises and Northern Companies combined operations in 2014. Together they provide transportation, mining and materials handling services throughout the northeast. Both present complimentary commercial strengths and an acknowledged reputation for premium products and quality service.

Now known as Riccelli-Northern, the company is still locally owned and operated and proudly delivers American products on American soil with the help of American workers. Riccelli has added jobs beyond Central New York by expanding geographically to more than 50 locations. Its manufacturing plants, quarries, rail distribution center and masonry supply centers offer the construction industry a wide range of building materials such as blacktop, aggregates, ready mix and concrete block and its priority is to get those supplies to the construction site safely and on time.

Riccelli-Northern Emergency Services is "Always ready for the storm™." To name a few, it provided disaster relief services during Hurricane Katrina in 2005, Super Storm Sandy in 2012, Buffalo's winter Storm in 2014 and most recently, winter Storm Jonas in 2016. Learn more at www.riccelli-northern.com.



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

MEMBER MILESTONES

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

55 YEARS

Holiday Inn Syracuse/Airport Area

30 YEARS

Century Party Rental
SUNY College of Environmental Science & Forestry

20 YEARS

Knights Inn

15 YEARS

Blue Prints Dog Studio
BNY Mellon
Brookside Consultants, Inc.
Rapid Response Monitoring Services, Inc.

10 YEARS

CNY Healing Arts
Multiple Sclerosis Resources of Central New York, Inc.
Upstate Companies

5 YEARS

Cantina Laredo
Metro Fitness Club
Mooney Marketing Group
Page Transportation Inc.
Pole Position Raceway
WonderWorks

NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, chaired by Colette Powers, UBS Financial Services, Inc., The Austin & Alesandro Group. Stephanie Powers, Jefferson Clinton Hotel, is vice chair.

AEROTEK



For more than 30 years, Aerotek® Inc. has distinguished itself as a leader in recruiting and staffing services by having a deep understanding of the intersection of talent and business. As a strategic partner to more than 17,000 clients and 300,000 contract employees every year, Aerotek's people-focused approach yields competitive advantage for its clients and rewarding careers for its contract employees. Headquartered in Hanover, Maryland, Aerotek operates a network of over 230 non-franchised offices with more than 6,000 internal employees dedicated to serving its customers. Aerotek is an operating company of Allegis Group, a global talent solutions provider. To learn more, visit Aerotek.com.

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Mildred Siminoff
120 E. Washington St., Suite 201
Syracuse, NY 13202 315-474-3326
www.careerguidejobs.com

Codemia

Codemia is an educational organization that provides an integrative STEM summer camp and after-school programs geared toward 8-14-year-old students in the Syracuse area. Their main focus is computer science and problem solving. Students are introduced to the basics of programming and computers.

Ayham Boucher
The Tech Garden
Syracuse, NY 13202 315-708-2415
www.codemaniacamp.com

Davidson Ford of Clay

The Davidson family has been involved in local business and their local communities for over 50 years. The family of dealerships now includes five franchise stores, three state of the art collision centers and nine precision car washes spanning across Central and Northern New York. With a vision of ensuring a happy family of employees and customers, Davidson takes pride in providing the best possible automotive experience.

Dan King
PO Box 2760
Liverpool, NY 13089 315-870-7000
www.davidsonfordofclay.com

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Thursday Morning Roundtable

This weekly speaker series brings together a mix of citizens to learn about and discuss community concerns.

Join the conversation

- ▶ Stay on top of community issues/topics
- ▶ Network with local business, government, and non-profit organization leaders
- ▶ Participate in community initiatives

Thursdays, 8 a.m.

Beginning September 8

Rosamond Gifford Zoo
One Conservation Place, Syracuse, NY 13204

parttime.syr.edu/TMR

[tmroundtable](https://www.facebook.com/tmroundtable)

[tmroundtable](https://twitter.com/tmroundtable)

Empire Farmstead Brewery

Empire Brewing Company, Syracuse, NY, est. 1994, is a micro-brewery and restaurant that aspires to provide customers with the finest all-natural ingredients available by utilizing fresh, locally sourced products whenever possible. Empire Farmstead Brewery, Cazenovia, NY, est. June 2016, is a 35,000-square-foot building that is situated on 22 acres of virgin farmland. The objective of the Empire Farmstead Brewery is to expand the existing brewing facility and agricultural component of Empire Brewing Company to a stand-alone manufacturing and agritourism facility. The brewery has allowed Empire to keg, bottle, and can their craft beer for regional, national and international distribution. "Life demands sacrifices. Craft beer is not one of them."

David Katleski
33 Rippleton Rd.
Cazenovia, NY 13035 315-655-3227
www.empirebrew.com

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www.farmers.com

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Doug Henry
PO Box 502
Baldwinsville, NY 13027 315-320-4337

The Lab Creative, LLC

The Lab Creative is a small Syracuse-based creative studio, specializing in web design, web development, graphic design, and branding. Lab Creative works closely with its client partners on each project to ensure the end product is something that will serve each business for years.

Colin Brady
509 W. Fayette St., Ste. 267
Syracuse, NY 13204 315-412-0972
www.tothelab.co

Movie Tavern

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Shannon Silva
12400 Coit Rd., Ste. 875
Dallas, TX 75251 214-271-4123
www.movietavern.com

Nickels Energy Solutions

Nickels Energy Solutions is a locally owned installer of solar panels on residential homes, commercial businesses and local municipalities throughout Upstate NY. Go solar for big savings!

Kevin Nickels
105 Zodiac Cir.
Liverpool, NY 13090 315-481-7412
www.nickelsenergysolutions.com

Off Duty Blue, Inc.

Off Duty Blue is a security logistics solution that allows clients to easily request security details, officers to find work that fits their schedules, and departments to manage their workforce.

Mark Grady
The Tech Garden
Syracuse, NY 13202 315-263-7184
www.offdutyblue.com

Panini's

Panini's restaurant is locally owned/operated, and conveniently located between the Marriott Syracuse Downtown and the Oncenter. Open for breakfast and lunch, Panini's offers gourmet Paninis, signature sandwiches, fresh salads and daily specials. Catering available with a variety of homemade items.

Steven Bianco
222 Harrison St.
Syracuse, NY 13202 315-471-6464
www.paninis.org

S.S.P. Manufacturing (Selflock Screw Products)



From its beginning in 1920 as the Selflock Nut & Bolt Company, Selflock Screw Products has grown into a true Seamless Supply-Chain Partner. SSP has built on its core competencies of Multiple Spindle Screw Machine operations by adding CNC turning, VMC Milling, CNC Swiss Turning and Rotary Transfer machining. In 2002 SSP became ISO 9001-2000 certified. Recent additions to the capabilities at SSP include a Durr Ecoclean wash system using an environmentally friendly approach to parts washing offering machined parts that go beyond simply clean to spotless and two new DMG Mori duel spindle-multi Turret CNC turning centers. Following a customer advocate philosophy, customers are made to feel as though SSP is simply an extension of their own operations.

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EVENTS

7 Habits of Highly Successful People

September 16

Rosamond Gifford Zoo
One Conservation Place, Syracuse

7:30 a.m. registration and continental breakfast;
8 to 10 a.m. program

Hear from seven influential executives and community leaders. Through their wisdom, candor and diverse experiences, you'll take away 49 new compelling approaches to be more effective and impactful in your personal and professional life!



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University Professor,
Syracuse University



Billy Barlow
Mayor,
City of Oswego



Dr. Danielle Laraque-Arena
President,
Upstate Medical University



Jeff Knauss
Co-founder,
The Digital Hyve



Matt Mulcahy
News Anchor / Managing Editor
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Mac Cummings
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Terakeet

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Minority Business and Economic Empowerment Summit, September 9 & 10

Double Tree by Hilton, 6301 State Route 298, East Syracuse

Presented by Center of Hope International, Inc., in association with Upstate Minority Economic Alliance. Speakers include: John Hope Bryant, CEO of Operation Hope; Sonia Booker, wealth coach and CEO of Sonia Booker Enterprises; Justin Tanner, MBDA, U.S. Department of Commerce; and Tameka Montgomery, U.S. Small Business Administration. Sponsored by CenterState CEO. Cost: \$150. Includes banquet, continental breakfast, lunch, plenary sessions and networking opportunities. Visit www.cohi-inc.org to register.



What New Labor Laws Mean for the Restaurant Industry, September 19

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

The Tech Garden, 235 Harrison St., Syracuse

Join CenterState CEO and the New York State Restaurant Association to discuss new wage laws put in place this year and how these new changes affect your restaurant or catering business. Topics include surcharge options for caterers and full service restaurants, cost saving methods to help cope with increasing labor costs and the current political environment restaurant owners can expect in the future. Speakers include: Jay Holland, government affairs coordinator for the New York State Restaurant Association, and Scott Deluca, senior council at Kavinoky Cook.

Cost: \$15 for CenterState CEO members; \$25 for non-members. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



CEO Talks: Branding the Destination – Syracuse. Do Your Thing., September 21

The Tech Garden, 235 Harrison St., Syracuse

Learn how Visit Syracuse created a brand that's both true to the community's culture AND believable for the visitor. Join the discussion about how individuals and organizations can shape and change the perception of Syracuse and its viability as a vibrant and inviting destination. Presented by UGI Energy Services.

Cost: Free to CenterState CEO members. Space is limited to 20 attendees. Contact Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com.



Business After Hours and Member Showcase on the Rooftop, September 22

5 to 7 p.m.

Merchants Commons, 220 S. Warren St., Syracuse

Network on the rooftop of Merchant Commons and have a chance to win two Delta Air Lines tickets! To display your business at this event, contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com. Sponsored by C.H. Insurance Brokerage Services Co. and Centolella Lynn D'Elia & Temes.

Cost: \$15 for CenterState CEO members; \$25 for non-members; \$150 display table cost. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



Ethical Decisions in Business – It's All About the Process, September 28

8:30 to 9:30 am

The Tech Garden, 235 Harrison St., Syracuse

Business owners face difficult or sensitive decisions every day, often amid stress and uncertainty. Michael Meath, principal, Fallingbrook Associates, LLC, will present on how to use a systematic process that goes beyond knee-jerk reactions to ensure business professionals make the best right choice. Learn to avoid "paralysis by analysis" and the urge to act impulsively.

Cost: \$15 for CenterState CEO members; \$25 for non-members. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



Save These Dates

8 NOVEMBER
UTM Convention,
November 8 - 10

16 NOVEMBER
CEO Presents
– John Stage,
Founder, Dinosaur
Bar-B-Que,
November 16

21 NOVEMBER
SyracuseFirst
Buy Local Bash
– November 21

Meet the Candidates, October 4

4:30 to 6:30 p.m.

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

Sponsors and attendees are invited to meet and mingle with business leaders and other candidates for office in this year's election. See page 2 for more details. Presented by Progressive Expert Consulting, Inc.

Cost: \$25 for CenterState CEO members; \$40 for non-members. Nonprofit members may attend for free. Political contributions to Syracuse Tomorrow are not tax deductible. Contact Kathy Hallahan at 315-470-1948 or khallahan@centerstateceo.com.



Speed Networking, October 5

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

TERACAI, 217 Lawrence Road East, N. Syracuse

Bring your business cards and be prepared to engage in small group dialogue while building relationships with other CenterState CEO members. There is time for informal networking and sharing your one- to two-minute "pitch." Space is limited. Please pre-register.

Breakfast provided by Peppino's Catering.

Cost: \$15 for CenterState CEO members; \$25 for non-members. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



2Young2Retire - Redefining Retirement for Boomers, October 13

8:30 to 9:30 a.m.

ONEGROUP, 706 N. Clinton St., Syracuse

This thought-provoking session will examine the changing nature of retirement and its impact on individuals and employers. With the Baby Boomer generation expected to live into their 90s and beyond, explore how those aged 50+ can plan now to develop a clear vision for purposeful and satisfying post-career options. Presented by Leslie Rose McDonald, a seasoned executive, career coach and certified Retirement Options Coach (and Boomer herself!) who has assisted hundreds of professionals through various career/life transitions.

Cost: \$15 for CenterState CEO members; \$25 for non-members. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



Economic Champion Luncheon: Celebrating Business Beginnings, October 20

11:30 a.m. Registration; 12 to 1 p.m. Program

Nicholas J. Pirro Convention Center, 800 S. State St., Syracuse

Nominate your company to be an Economic Champion by September 30; see page 3 for details. Then join us to celebrate at our annual recognition luncheon.

Cost: \$55 for CenterState CEO members / \$550 for a table; \$65 for non-members / \$650 for a table. Contact Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com.



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www.nationalgridus.com

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