

CENTERSTATE CEO OFFERING CUSTOMIZED TALENT RECRUITMENT RESOURCES

CenterState CEO, recognizing increasing national and international competition for talent, knows that candidates for career opportunities often come as part of dual career families, therefore availability of resources to assist with the placement of spouses and partners is integral to the success of talent recruitment efforts. To aid in that effort, CEO is now offering services to help make connections through its relationships with more than 1,500 local businesses, institutions and organizations in need of talent across industries. These unique and valuable services can help place the talented partners and spouses of candidates that local companies are working hard to recruit.

Its new **Concierge Services** can assist individuals or families moving to Central New York. Working with its network of members, CenterState CEO can help candidates and their families connect to places to live, health care or other services needed, and familiarize them with the exceptional assets that Central New York has to offer. These services can help a candidate and his or her family acclimate to life in Central New York. CenterState CEO can provide information about housing, neighborhoods, commercial and cultural resources, natural amenities and community services. This can include tours of the community, and services can be offered pre- or post-hire.



Additionally, CEO's new **DUAL-career Family Services** can make "warm contacts" and business connections to individuals within its network of 1,500 members, to help facilitate interviews for the family members of a firm's candidate. CenterState CEO will use its member network and community connections to introduce the candidate's spouse or partner to employers in need of their skills.

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Leadership Lessons from 7 Inspirational Influencers

Tuesday, Sept. 21 | 9 to 10:30 a.m.

Virtual Event

Lisa D. Alford

Executive Director, ACR Health

Jeff Cruse

Plant Manager, Novelis

Dr. Mantosh Dewan

President, SUNY Upstate Medical University

Bertram Lawson II

President & CEO, YMCA of Central New York

Ken Stewart

President & CEO, NUAIR

Kayla Treanor

Head Coach, Syracuse University Women's Lacrosse

+ one more!

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The Central New York **BUSINESS JOURNAL**

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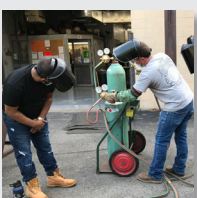
Be Heard: I-81
Comment Period Ends
Sept. 14

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Nominate an Economic
Champion

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Pathways to
Apprenticeship
Graduates First Cohort;
Students Accepted to
Union Apprenticeship
Programs

20



CenterState CEO
Events: CenterState
CEO Leadership
Lessons... Sept. 21

CEO TALENT RECRUITMENT RESOURCES continued from front page



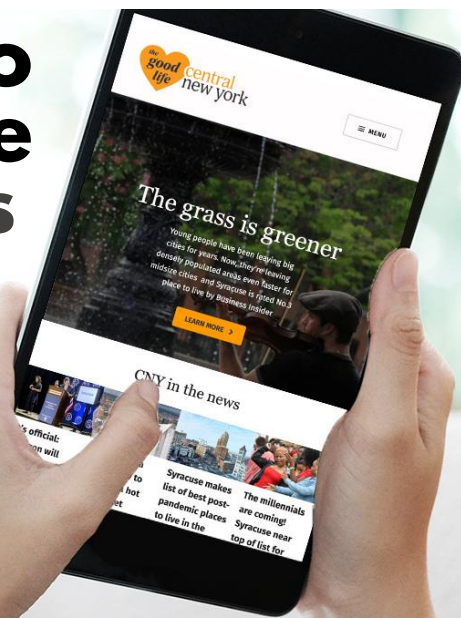
According to [The Good Life CNY Talent Network](#) job portal, a partnership between CenterState CEO and Advance Media New York, the Central New York region has more than 5,000 professional and technical career opportunities available at nearly 250 employers. That number only continues to grow as industries evolve and change due to the pandemic, and as individuals increasingly evaluate and explore new opportunities. With myriad employment opportunities beyond that website, CEO's deep knowledge of the region and its employment needs can help make critical connections for candidates and the companies trying to recruit them.

For more information about how this service can help your company attract top talent, contact talent@centerstateceo.com, (315) 470-1920, or visit the [website](#).

5,000+ professional and technical career opportunities are available in the Central New York region.

How to sell CNY's good life to your candidates

Visit www.GoodLifeCNY.com
 For everything you need to market
 Central New York
 Contact Ben Sio to get involved
 315.470.1838
Bsio@centerstateceo.com



A project of
CenterState CEO

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BE HEARD: I-81 COMMENT PERIOD ENDS SEPT. 14

The public comment period on the Draft Environmental Impact Statement (DEIS) for the **I-81 Viaduct Project**, released by the Federal Highway Administration and the New York State Department of Transportation (NYSDOT) in July, remains open through Sept. 14.

CenterState CEO feels strongly that the NYSDOT has selected the best alternative: the Community Grid. CEO has long advocated for investments and enhancements to make the Community Grid solution work for as many of the region's residents and businesses as possible, and is pleased that seven of its 10 **Community Grid Plus** recommendations, developed based on input and the thoughtful engagement of members and partners, were included in the DEIS.

The construction of I-81 created an elevated highway that has divided the city, destroyed viable neighborhoods and businesses, and forced residents to relocate. It eroded the city's property tax base by demolishing tax-paying properties and driving down the valuation of adjacent land. It concentrated traffic in the center city leading to increased vehicle emissions and adverse health impacts.

Under the Community Grid alternative, Central New York will remain the crossroads of the state, as the Thruway and the new Interstate 81 will still intersect in Onondaga County. Additionally, Business Loop 81 will provide ease of access without time delays to the city.

As a once-in-a-generation project, CenterState CEO asks NYSDOT to consider further modifications to its plan and process to ensure that the project benefits the people of Syracuse and Central New York and addresses economic and environmental justice issues to the greatest extent possible. CEO recommends the NYSDOT:

- Continue to work with the community to consider the relocation of the Roundabout along the path of Business Loop 81 further from the Martin Luther King school, while also making improvements to the school itself.
- Reduce the width of Business Loop 81 Right of Way through the city to return as much land as possible for redevelopment.
- Work closely with municipalities, residents and businesses adjacent to the highway to logically transfer any land back to the community to facilitate redevelopment. This outstanding opportunity must create more jobs, tax resources and local services where the highway is no longer needed. CEO urges the creation of a community redevelopment commission comprised of these stakeholders to ensure the highest quality, most inclusive redevelopment opportunities.
- Do all in its power to maximize opportunity for the work to be done by local businesses and residents.

CenterState CEO urges it members to make their support of the Community Grid heard before the comment period closes through one of the options outlined below, so that this transformational project can advance without further delay toward a Final EIS and Record of Decision.



Credit: NYSDOT

WAYS TO ENGAGE

The New York State Department of Transportation (NYSDOT) has released the DEIS for the I-81 Viaduct Project, designating the Community Grid as the preferred alternative. **The public has until 5 p.m., Sept. 14, 2021, to comment.**

Attend a neighborhood meetings to learn more; each will have DOT staff on hand to explain the project and respond to questions, 6 to 8 p.m.:

- **Sept. 1:** Chestnut Hill Middle School, 204 Saslon Park Drive, Liverpool, NY 13088
- **Sept. 8:** Mott Road Elementary School, 7173 Mott Road, Fayetteville, NY 13066
- **Sept. 9:** Dr. King Elementary School, 416 E. Raynor Ave., Syracuse, NY 13202

- **Sept. 13:** Cicero North Syracuse High School, 6002 Route 31, Cicero, NY 13039

Comment on the DEIS via:

- **Online:** [Electronic Comment Form](#)
- **Email:** i81opportunities@dot.ny.gov
- **Mail:** Mark Frechette, P.E., Project Director, New York State Department of Transportation, Region 3; 333 E. Washington St., Syracuse, NY 13202; or Rick Marquis, Division Administrator, Federal Highway Administration; Leo W. O'Brien Federal Building; 11A Clinton Ave., Suite 719; Albany, NY 12207
- **Voicemail:** 1-855-181-TALK (1-855-481-8255)

All substantive comments received will be summarized and responded to in the Final Design Report/Final EIS for the project.

[Learn More](#) | [Read the Full DEIS](#) | [Read the Summary Chapter](#) | [Project Renderings](#) | [Video Animation](#)

Nominate an **Economic Champion!**

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?

Celebrate a significant milestone anniversary (10 or more years in business)?

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

NOMINATE YOUR COMPANY AS AN ECONOMIC CHAMPION BY OCT. 1!

www.centerstateceo.com/Economic-Champions

Economic Champions are those contributing to the growth of the Central New York economy. Businesses may nominate themselves or others; past recipients may apply. Economic Champions will be recognized at a live virtual event this fall.

ALL THINGS UNMANNED PROMOTED AT AUVSI

The Association for Unmanned Vehicle Systems International (AUVSI) held XPONENTIAL 2021 in Atlanta, Georgia last month. AUVSI XPONENTIAL is one of the premier gatherings for leaders and end users in every industry to share use cases, experience new technology, create partnerships and solve real problems. CenterState CEO and multiple partners took part in the annual convention and trade show representing the New York Pavilion to highlight the unique assets and opportunities for companies in this sector to grow in Central New York.

During the show, the team engaged with companies from past shows, including the 2020 virtual conference. The New York state unmanned systems ecosystem continues to be recognized by the industry as the premier place for companies in all stages of growth, research and development, and hiring. CEO's business development team used the opportunity to connect with companies interested in joining the dozens of other companies attracted to the region during the past decade.

Partners included UAS Central (managed by CenterState CEO), NUAIR, GENIUS NY, Empire State Development, Griffiss International Airport, TruWeather Solutions Inc., SkyOp LLC, Electric Visionary Aircrafts, Inc., Thales, ResilienX Inc., Mohawk Valley EDGE, OneGroup, Sentient Blue, and PreVision (dba Transparent Sky Corp.), with support from National Grid.



Partners from the team meet with unmanned vehicle systems prospects in the New York Pavilion during AUVSI XPONENTIAL.

PATHWAYS TO APPRENTICESHIP GRADUATES FIRST COHORT; STUDENTS ACCEPTED TO UNION APPRENTICESHIP PROGRAMS

The first Pathways to Apprenticeship cohort recently celebrated the completion of its 11-week training program. The Pathways to Apprenticeship program is a collaboration of the Central and Northern New York Building Trades Council, and Syracuse Build and teaches the nationally recognized North America's Building Trades Unions Multi-Craft Core Curriculum. The program is designed to introduce participants to the trades and helps them gain the knowledge, physical and technical skills needed to be competitive and successfully apply to a registered union apprenticeship.

Syracuse Build is a community initiative launched by Mayor Ben Walsh to support local construction activity by connecting job seekers from Syracuse's historically marginalized communities with career pathways in construction-related fields. Syracuse Build's goal is to align local government, unions, anchor institutions and construction firms in a coordinated network of community, training and workforce partners. Work Train at CenterState CEO serves as an intermediary, bringing resources and partners to develop both the Syracuse Build initiative and the Pathways to Apprenticeship program.

Sixteen graduates are poised to complete the first program, some of whom have already accepted positions in union apprenticeship programs, others will apply as additional unions begin classes this fall. Entering a union-sponsored registered apprenticeship can be highly competitive; through Pathways to Apprenticeship, participants experienced exclusive networking opportunities with local trade unions as well as coaching and preparation for the registered apprenticeship application process.

Last month, the second cohort of Pathways to Apprenticeship recruited city of Syracuse residents, specifically women and people of color. More information can be found [here](#).

Funding for the Pathways program comes from several community partners recognizing the need to prepare the local workforce, including the City of Syracuse, Greater Syracuse HOPE, Empire State Poverty Reduction Initiative, North America's Building Trade Unions, Central New York Community Foundation, United Way of Central New York and the Alliance for Economic Inclusion.

For more information contact Ebony Farrow, Pathways program manager, at efarrow@centerstateceo.com.



PATHWAYS TO
APPRENTICESHIP
syracuse build



Students in the Pathways to Apprenticeship program learn technical skills during a hands-on class.



Stakeholders and supporters celebrate the first Pathways to Apprenticeship graduating class.

GENIUS NY ROUND FIVE FINALISTS SELECTED

Five teams have been selected to take part in round five of the innovative GENIUS NY business accelerator program. Supported by Empire State Development and administered by CenterState CEO at The Tech Garden, these startup, unmanned systems industry companies were selected from a highly competitive pool of more than



600 submissions to participate in the yearlong program. They will compete for \$3 million in direct investment, with one grand prize of up to \$1 million and four \$500,000 awards. The competition is the largest business accelerator competition for the UAS industry in the world. GENIUS NY participants are required to commit to operating their business in Central New York for at least one year.

Last month, the finalists moved into The Tech Garden and began refining their business cases, which they will present at the **Pitch Finals event Wednesday, Oct. 20.**

During the next year, the teams will receive targeted business development resources and mentoring in addition to the investments to help ensure their success.

Throughout the program, teams will engage with community leaders, mentors, and advisers from leading companies in Central New York while also participating in tourism activities. The goal is to encourage all participants to put down roots and stay in the region following the conclusion of the program.

Since 2017, GENIUS NY has invested \$12 million in 22 companies from around the world and brought them to Central New York. Participants are integrated into the larger regional effort to grow unmanned aerial systems in Central New York and the Mohawk Valley and will have access to world-leading infrastructure and testing assets. Participants also have opportunities to connect with investors for follow-on funding. Since 2017, GENIUS NY companies have raised more than \$40 million in follow-on funding and have created more than 50 jobs in New York. [Learn more about GENIUS NY.](#)

GENIUS NY 5.0 Finalists



Aerial Robotics (Hamburg, Germany): Aerial Robotics develops commercial UAVs for surveillance, logistics and agriculture modeled after gyrocopter/helicopter hybrid that are challenging industry performance limits for safety, payload, range and speed. Thursday, Sept. 30,



Airtonomy (Grand Forks, North Dakota): Airtonomy's push-button software automates uniform collection, packaging and analysis of data acquired by autonomous vehicles and sensors, specifically targeting critical energy infrastructure.



Car Scanner

CarScanner (Krakow, Poland): CarScanner develops a used car inspection robot that autonomously navigates around a car and automatically detects scratches, dents, repainted body surfaces, and other damages with structured light, thermography and machine-learning algorithms.



Circle Optics (Rochester, New York): Circle Optics develops high-resolution, wide field-of-view imaging systems that enable real-time capture without the time and expense of post-processing required by other multicamera systems. Paired to a UAS, this technology can enable immersive telepresence, better autonomy and a platform to run edge applications such as self-localization, object recognition/tracking and volumetric data capture.



WindShape (Geneva, Switzerland): WindShape develops indoor weather simulation technology to test and certify drones under controllable and repeatable flight conditions to enable autonomous and scalable drone applications.

COVID-19 BUSINESS FUNDING RESOURCES

New funding sources and program updates, listed below, are available to support businesses and nonprofit organizations affected by the COVID-19 pandemic. Please follow the links to determine whether your business or nonprofit is eligible to apply or visit www.centerstateceo.com/covid19resources. Contact us at support@centerstateceo.com if we can help.



FEDERAL

SBA PPP Loan Forgiveness Portal - NOW OPEN

While the PPP program ended May 31, 2021, SBA has launched a streamlined application process to more easily apply for loan forgiveness. Borrowers with PPP loans of less than \$150,000 through participating lenders can **apply directly to SBA** for forgiveness. Lenders are required to opt-in to this program using the portal. In addition to the platform, the SBA is standing up a PPP customer service team to answer questions and directly assist borrowers with their forgiveness applications: 877-552-2692, 8 a.m. to 8 p.m. Monday through Friday, EST.

Tax Credit for Small Businesses and Nonprofits to Offset Paid Leave Costs for Employees to Get Vaccinated - ONGOING

The American Rescue Plan includes a paid leave tax credit that will offset the cost for businesses and nonprofits with fewer than 500 employees for up to 80 hours (i.e., 10 work days) up to \$511 per day of paid sick leave offered between April 1 and Sept. 30, 2021. This tax credit allows these employers to provide paid leave for employees to get a COVID-19 vaccination and for any time their employees may need to recover from that vaccination at no cost to the employer. Please refer to the IRS [fact sheet](#) to learn how to claim the paid sick leave credit on your quarterly tax filings. [For more information.](#)

Employee Retention Credit (ERC) - ONGOING

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

- Credit has increased to 70% of qualified wages
- Maximum credit per employee for each quarter has increased to \$7,000
- Definition of small employer has expanded to include businesses with 500 employees or fewer

Extends the availability of Paid Leave Credits through September 2021 for small and midsize businesses that offer paid leave to employees who may take leave due to illness, quarantine or caregiving. Businesses can take dollar-for-dollar tax credits equal to wages of up to \$5,000 if they offer paid leave to employees who are sick or quarantining. [For guidance.](#)

STATE

State Pandemic Small Businesses Recovery Grant Program – ELIGIBILITY EXPANDED

New changes to the program enable more small businesses to apply for funding. As of Aug. 25, businesses with revenues of \$25,000 up to \$2.5 million can apply for grants, up from the previous threshold of \$500,000. Additionally, the limitation for businesses that received Federal Paycheck Protection Program loans has been increased from \$100,000 to \$250,000.

Current applicants are encouraged to finalize their applications as soon as possible. Previously ineligible small businesses may now apply; processing of those applications will begin Wednesday, Sept. 8. More information, program guidelines and the grant application, can be found at <https://nysmallbusinessrecovery.com>. Grants will range from \$5,000 to a maximum of \$50,000 depending on 2019 annual gross receipts and are flexible. Priority will be given to socially and economically disadvantaged business owners including, but not limited to, minority- and women-owned business enterprises, service-disabled veteran-owned businesses and veteran-owned businesses.

As a designated technical assistance partner, CenterState CEO can assist and advise applicants on their applications. Contact [Andy Obernesser](#) for assistance.

Restaurant Return to Work Tax Credit Program - NOW OPEN

This program provides refundable tax credits for restaurants with fewer than 100 employees in New York City and outside NYC in areas that were designated by the NYS Department of Health as either an Orange or a Red zone for at least 30 consecutive days. Qualifying businesses are eligible for a tax credit of \$5,000 per new worker hired, up to \$50,000 per business. Businesses must demonstrate that they lost at least 40% in gross receipts or full-time equivalent employees during the COVID-19 pandemic. There is a “Fast Track Option,” which allows a business to claim the credit before the end of the tax year. For this option, restaurants may claim the credit after Aug. 31, 2021, if the business can demonstrate a net employee increase of at least one full-time employee as measured from April 1, 2021 to Aug. 31, 2021. [For more information.](#)

REFLECTING ON RESI'S FIRST YEAR

A colleague recently reminded me that it was just one year ago that I stepped into the role of vice president of Racial Equity and Social Impact (RESI). What a year it has been. As I think back on all that has transpired and has been accomplished in that immensely challenging and yet inspiring year, I could not be more motivated and excited to continue leading this work at CenterState CEO.

Last month, I found myself in Portland and Salem, Oregon, working with a health organization on its plans to address diversity. As I walked through downtown Portland, I passed buildings still boarded up, many storefronts still shattered, and Black Lives Matter or equity and justice messaging in windows and on vehicles. Yes, we are thousands of miles from Portland, Oregon. Our downtown was not struck nearly as hard, yet our city and region still wrestled with the events of last summer, tearing some apart, while bringing many closer together.

One thing is for sure, we are talking more than ever about issues that matter to our community in new ways. It is apparent to me and many of us in the business community that the conversation on inclusion is bigger than just matters of race. This visit reminded me that the events of last summer are still with us, and that 2020 is a moment in our collective journey that we must never forget. But more than a moment, it was a critical confluence of injustice, pain and trauma; activism and action; an awakening and an opportunity to transcend and continue an ongoing movement toward greater equity and justice.

We are proud that so many have joined us in that movement in such a short time. In the last year, RESI has served more than 4,500 people through one-on-one services. Before the year concludes, we will have reached close to 10,000 from our region and beyond. We've seen the companies we work with begin to think more critically and intentionally about their companies' visions for inclusion, to design new initiatives and deploy new strategies that will advance their new goals around diversity and equity. More than 60 companies have signed Central New York's **Business Equity Pledge**.

Yet, as I was reminded in my walk down the streets of Portland, the work to rebuild and engage is not behind us, it is still in plain sight.

RESI is expanding its staff to help support the work necessary to move us forward, joined by Lizette Lewis, our new RESI coordinator. As we come together to examine the reasons and rationales for the labor shortages, the lag in people returning to work, or how to support the needs of employees to balance life, family and health concerns, the goal to be more inclusive and equitable is even more critical. Our work ahead will also focus on issues such as equity in pay, gender equity, inclusive practices of ethnic cultures, and inequities faced by the LGBTQIA and other minority communities.

In September, which is Latinx Heritage Month, we are hosting a RESI panel discussion on Latinx business experience. Additional events and workshops into the new year will be offered to help you and your teams continue to learn and make progress on these topics.

We also want to hear from you on the diversity, equity and inclusion topics that you find most challenging, or those that you would like to learn more about. Likewise, share your stories of progress and growth with us at resi@centerstateceo.com. We look forward to continuing this work with you.



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

TOWARD RACIAL EQUITY
#TakeThePledge

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40 UNDER FORTY RECOGNIZES CENTERSTATE CEO STAFF AND MEMBERS



40 Under Forty, produced by BizEventz, Inc., a division of The Central New York 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.

Nominated by Deputy Mayor Sharon Owens, CenterState CEO congratulates its very own **Calvin Corriders**, manager of neighborhood economic development, for being among this year’s recipients, and the following members named 2021 40 CenterState CEO member Under Forty honorees:

- **Miles Blundell**, Oneida Nation Enterprise
- **Carrie Brown**, Syracuse University Barnes Center at The Arch Counseling
- **Rich Burritt**, Burritt Motors and Burritt Chrysler Dodge Jeep Ram*
- **Emily Carroll**, Drive Research
- **Calvin Corriders**, CenterState CEO
- **Kaitlyn Hensler**, Dannible & McKee, LLP*
- **Diana Jakimoski**, Housing Visions Unlimited
- **Kavitha Janardhan**, Bousquet Holstein PLLC
- **Steven Lickstein**, Newman & Lickstein
- **Sarah Mastrangelo**, Digital Hyve#
- **Demitrius McNeil**, Le Moyne College
- **Samantha Miller**, CHA Consulting, Inc.
- **Amanda Perrine**, Onondaga County Public Library, Soule Branch
- **Brian Potter**, Dannible & McKee, LLP#
- **Joseph Rocco**, Bowers & Company CPAs PLLC
- **Jennifer Rousseau**, OneGroup NY Inc.#
- **Lauren Russett**, Greater Baldwinsville Chamber of Commerce
- **Brendan Sheehan**, Bond, Schoeneck & King PLLC#
- **Victoria Shires**, Rescue Mission Alliance
- **Travis Smith**, Dermody, Burke & Brown, CPAs, LLC#
- **Tim Strong**, Visions Federal Credit Union
- **Allison Towles**, N.K. BHANDARI, Architecture & Engineering, P.C
- **Nathan Van Wie**, C&S Companies
- **Stephanie Vavonese**, SMV Recruiting, LLC
- **Briana Wright**, Hancock Estabrook, LLP

* = Greater Oswego-Fulton Chamber of Commerce member, a fully integrated partner of CenterState CEO.
= CEO/GOFCC dual member.

[See the complete list of winners.](#)

CEO IS NO. 13 AMONG BEST COMPANIES TO WORK FOR IN NY

CenterState CEO is pleased to announce that it is No. 13 among the top 24 small employers in the state, according to the New York State Society for Human Resource Management’s annual Best Companies to Work for in New York State awards program.

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

“We are honored to receive this statewide award with a significant jump in our ranking from last year,” said Robert Simpson, president of CenterState CEO. “The recognition and advancement is exceptionally rewarding given the immense challenges our team faced, like so many, both professionally and personally during the pandemic. It is a testament to our strong employee culture and commitment to our mission-driven work, which in turn directly impacts our members and the community we serve.”

The recognition was bestowed during the virtual Best Companies to Work for in New York State awards event in August.

CenterState CEO congratulates members that also received recognition:

[See the complete list of winners.](#)

Small Companies

13 CenterState CEO

Medium Companies

3 The Hayner Hoyt Corporation

15 Doyle Security Systems Inc.

Large Companies

16 Terakeet

22 Empower Federal Credit Union

24 AmeriCU Credit Union

29 Nascentia Health



GOVERNMENT RELATIONS

Syracuse Tomorrow Hosts 2021 Meet the Candidates Reception – Outdoors



Syracuse Tomorrow and CenterState CEO will host their annual **Meet the Candidates reception, 5 to 6:30 p.m. Thursday, Sept. 30**. After taking the year off in 2020, this popular event open exclusively to CenterState CEO members will be held at The Rail Line, in downtown Syracuse. The Rail Line is a unique events venue that features inviting outdoor space allowing CenterState CEO members to meet comfortably and engage in one-on-one conversations with candidates competing in November's key races.

This year's event will feature major candidates for mayor of Syracuse, as well as candidates for Onondaga County Legislature and the Syracuse Common Council.

Sponsored by Excellus BlueCross BlueShield and Quadrant Biosciences, tickets are \$25 for members and can be purchased at www.CenterStateCEO.com/events.

Syracuse Tomorrow is the state and local political action committee for CenterState CEO. Syracuse Tomorrow advocates for and informs on issues that are of critical importance to CenterState CEO's members and critical to the regional economy.



A nonprofit independent licensee of the BlueCross BlueShield Association



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.

60 YEARS

Ramada by Wyndham Liverpool/Syracuse

50 YEARS

Onondaga Flooring, Inc.

45 YEARS

Diamond Roofing Co., Inc.

35 YEARS

SUNY College of Environmental Science & Forestry

Century Party Rental

25 YEARS

PathFinder Bank

Syracuse Design Group, LLC

20 YEARS

Rapid Response Monitoring Services, Inc.

Efficient Technologies, Inc.

SWK Technologies, Inc.

Pinckney Hugo Group

Heid's of Liverpool

15 YEARS

CNY Healing Arts

Multiple Sclerosis Resources of Central New York, Inc.

Franklin Properties, LLC

Step One Creative

Madison County Industrial Development Agency

10 YEARS

Page Transportation Inc.

WonderWorks

Metro Fitness Club

Atlantic Testing Laboratories Limited

CoveyCS

JADAK LLC

Southern Glazer's Wine and Spirits

Adjacent

Such Chaos

5 YEARS

Bankers Healthcare Group

WAER Public Media

Syracuse Orthopedic Specialists

del Lago Resort & Casino

The 505 on Walnut

100 Black Men of Syracuse

CENTERSTATE CEO ECONOMIC CHAMPION

The Rosamond Gifford Zoo and Friends of the Zoo

Central New York's internationally accredited zoo was the first zoo in New York state to reopen after the 2020 pandemic shutdown and it became a model for other zoos and cultural attractions in providing a safe, family friendly place for engaging and educational outings even with COVID-19 protocols. The zoo, owned by Onondaga County and co-operated with its nonprofit partner, Friends of the Zoo, enjoys tremendous community support for its missions of top-tier animal care, nature education, wildlife conservation and saving endangered species. It is home to some 700 animals representing 215 species, many of them threatened or endangered in the wild.

Despite the pandemic, the county and the Friends of the Zoo have proceeded with construction of a new Animal Health Center adjacent to the zoo that will be the largest zoological medical center outside of the Bronx Zoo when it is completed in fall 2021. Last fall, the zoo opened a new exhibit, the Zalie and Bob Linn Amur Leopard Woodland, as a new outdoor habitat for the world's most endangered big cats. In recent months, Friends of the Zoo has welcomed a new executive director, Carrie Large, a new director of development, Heidi Strong, and a new team led by Food and Beverage Director Chuck Anthony to elevate the zoo's catering and events venue, Catering at the Zoo. The zoo also took advantage of its "pandemic pause" to spruce up and renovate several indoor exhibits and is in the process of installing new aquarium tanks for its marine exhibits.

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.



Mina, an endangered Amur Leopard in her new outdoor habitat.



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MEMBER ESSENTIALS

St. Joseph's Health to use a \$500,000 grant to create a Food Farmacy program. **St. Joseph's Health** receives certification from DNV as a Primary Stroke Center.



Saab wins \$128 million Marine Corps contract for tech for training. **Saab** wins \$105 million U.S. Navy contract to make radars in East Syracuse.

The Digital Hyve, a Syracuse-based digital marketing agency has been acquired by Butler/Till, a women-owned, employee-owned marketing agency based in Rochester. **The Digital Hyve** is No. 2843 on the annual Inc. 5000 list.

Upstate Medical University researcher to use nearly \$700,000 in federal funding for dementia research. Labs at **Upstate Medical University**, **Cornell University** to help state in identifying COVID-19 variants. **Upstate Medical University** opens second outpatient pharmacy near Community Hospital. **Upstate Medical University** awarded \$2 million to upgrade, support its telehealth infrastructure.

Syracuse University and City of Syracuse launch SyracuseServes network to help city veterans. **Syracuse University** to open 'startup garage' for digital media companies.

Salt City Market and Rescue Mission announce new Ambassador Workforce Program. According to Fodor's Travel, the **Salt City Market** is the 6th best "New Food Hall" in the United States.



Nascentia Health is recognized as one of the Best Companies to Work for in New York state.

The City of Syracuse, Home Headquarters, Inc. and Geddes Federal Savings & Loan are partnering on the Resurgent Neighborhoods Initiative.

Community Bank System acquires Minnesota benefits-administration company.

Advance Media New York pledges \$1 million to help Central New York post-pandemic businesses.

Excellus BlueCross BlueShield is named to the Best Places to Work for Disability Inclusion. **Excellus BCBS** and Camping World collaborate on Make-A-Wish reveal event. **Excellus BCBS** addresses health disparities in Upstate New York with new Health Equity Awards.



State-of-the-art 3D mammography unit arrives at **Oswego Health's Fulton Medical Center**. **The Center for Wound Healing at Oswego Health** is recognized with National President's Circle Award for Clinical Excellence in Patient Satisfaction and Clinical Outcomes.

SRC awarded contract for work on novel neuromorphic-processing technology. **SRC** awarded contract to support Air Force range-threat systems. **SRC** opens office in Virginia.

Cayuga Community College opens its Cayuga Culinary Institute in Auburn.



M&T Bank has again received an "Outstanding" Community Reinvestment Act rating from the Federal Reserve Bank of New York.

OHB Redevelopment — a joint venture of Redevelopment CNY, **Hueber-Breuer Construction, DalPos Architects and Housing Visions** — is redeveloping ShoppingTown Mall into District East, a multi-use space to include housing, entertainment, restaurants, hospitality, retail and office space.



Share Member News with Us! **Submit your member news at www.centerstateceo.com/add-member-news**

Parking-deck project at **Syracuse Hancock International Airport** begins.

AmeriCU is One of the Best Companies to Work for in New York.

TCGplayer doubles its workforce during the pandemic.

Wegmans to open first Manhattan store in 2023.

SEFCU plans to merge with another Capital Region credit union.

Barton & Loguidice is opening a new office in Portland, Maine.

New York City firm to merge with the **Bonadio Group**.

Hummel's Office Plus acquires Utica-area location of Swish White River. **Hummel's Office Plus** acquired Latham-based Workplace Central in Albany.

Syracuse Commonsplace expansion complete, adding 59 studio apartments and more than 20,000 square feet.

Inc. magazine reveals that **Pinnacle Holding Company** is No. 3823 on its annual Inc. 5000 list.



SUNY Oswego Division of Extended Learning offers a two-day grant writing workshop in person or online Oct. 18 and 19. **SUNY Oswego** project to renovate Hewitt Hall into broadcasting and graphic-design facility.

Five Star Bank opens location in Elmira.

Empower Federal Credit Union to merge with Horizons credit unions.

NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months, each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, co-chaired by Cory LaDuke, Cushman & Wakefield/Pyramid Brokerage Company, Inc., and Charles Harkola, Nurse Connection Staffing, Inc.

Brown Security Solutions

Brown Security Solutions is the name you know, and the name you can trust. Backed by more than 40 years of experience, Brown Security Solutions provides comprehensive security solutions to banks throughout Upstate New York. Customer satisfaction is the company's No. 1 priority

Linda Lerch
229 Lake St.
Hamburg, NY 14075 607-279-3263
www.brownssecuritysolutions.com

ClinicTracker



ClinicTracker is an integrated EHR, billing and practice management system that streamlines everything from intake to discharge. ClinicTracker's nationally utilized software automates clinic workflows, boosts staff productivity, increases billing efficiency, and improves patient engagement. ClinicTracker provides clinics the ultimate tool to manage their practice efficiently, coupled with guidance of industry experts. ClinicTracker is proud to serve clinics nationwide from its Central New York headquarters for the past 21 years.

Joshua Gordon
304 Walnut St.
Fayetteville, NY 13066 315-633-4240
www.clinictracker.com

Empire State Association of Minority Contractors Incorporated

ESAMC is a membership organization dedicated to furthering the agenda for minority contractors, improving job site safety, expanding the use of cutting-edge technologies and techniques while strengthening the dialogue between general contractors and owners.

102 Route 5 West
Elbridge, NY 13060
www.esamc.org

Finkelstein & Partners LLC

With more than 85 attorneys and 170 paralegals, Finkelstein & Partners is one of the larger personal injury law firms in Central New York. Finkelstein & Partners values its clients and will do everything in its power to fight for the legal compensation they deserve.

Brittney Goldstein
108 W. Jefferson St.
Syracuse, NY 13202 315-453-3053
www.lawampm.com/syracuse-personal-injury-lawyer

Kilpatrick Media

Facebook and YouTube inspirationforthenation.com
George Kilpatrick
<https://inspirationforthenation.com>

Rivera Law, PLLC

Rivera Law, PLLC brings together a team of experienced professionals to offer unique, cost-effective solutions to challenges faced by for-profit, nonprofit and public sector entities. The firm was established in 2013 and is based in Albany, New York.
Sandra Rivera
140 State St.
Albany, NY 12207 518-533-2884
<https://rivera.legal>

Salanger Trucking

Salanger Trucking, LLC is a third-generation, family owned and operated supplier for the U.S. Postal Service. Founded in 1957, the company has grown to more than 70 units and more than 35 contracts with the USPS.
Dick Salanger
310 South Bay Road
North Syracuse, NY 13212 315-948-3537
www.salangertrucking.com

Small Business Development Center at OCC

The Onondaga Small Business Development Center (SBDC) provides individualized and confidential business consulting at NO COST to startup and existing businesses in Cayuga, Cortland, Madison, Onondaga, Oswego and Seneca counties.
4926 Onondaga Road
Syracuse, NY 13215 315-498-6070
www.onondagasbdc.org

Stephen Donnelly & Associates



Stephen Donnelly & Associates is a full-service marketing, communications and consultation firm serving businesses in the Southern Tier of New York as well as nationally. With clients in a broad range of industries and specialties, SD&A uses its cumulative experience in the media and communications field to develop extensive and comprehensive strategies tailored to the specific needs of each business.

Stephen Donnelly
208 Front St.
Owego, NY 13827 607-238-3452
<https://sdamktg.com>

Tarver Consulting Group, LLC

The Tarver Consulting Group, LLC is a business and tax planning firm based in Phoenix and Syracuse. It conducts strategic planning, fund development, business and policy planning, organizational design/development, and tax (gift, income, and estate) consulting services. It also specializes in providing training for women entrepreneurs and technical assistance for small and women-owned companies.
Charlene Tarver, JD, LLM, CEBS
334 W. Colvin St.
Syracuse, NY 13205 480-406-8324
<http://charlenetarver.com>

Vivial

Vivial provides a full range of marketing solutions, including: content marketing, social media, websites and the latest local search products to ensure high rankings on Google and other search engines. Every program is supported by an on-demand service team.
Bradley Archibald
1003 Oreste St.
Camillus, NY 13031 585-993-6331
www.Vivial.net

CENTERSTATE CEO AMBASSADORS

CenterState CEO Ambassadors welcome new CEO members and provide recognition to businesses celebrating grand openings, reopenings, company anniversaries, and other important milestones. CEO wants to recognize and celebrate members' special events. Please contact Justin Miller at 315-447-7826 or ambassadors@centerstateceo.com to share your recent milestone or learn how you can join the Ambassador committee.



Ardene, located on the second floor of Destiny USA, Syracuse, celebrates its grand opening.



DAYBIRD, located at 250 S. Clinton St., Syracuse, celebrates its grand opening.



Kevi's Treats, located at 2313 S. Salina St., Syracuse, celebrates its grand opening.



Brew At The Zoo, which took place at the Rosamond Gifford Zoo, Syracuse, celebrates its 25th anniversary.



Dr. Karen Lawitts, Family & Cosmetic Dentistry, located at 100 Intrepid Lane, Syracuse, celebrates its 40th anniversary, and Dr. Joshua Wolhandler joining the practice.



Marriott Syracuse Downtown, located at 100 E. Onondaga St., Syracuse, celebrates its guestroom renovations, new management and fifth anniversary.



CenterState CEO Ambassadors gathered for the first in-person meeting since before the COVID-19 pandemic, in mid-July. Thank you to Holiday Inn of Liverpool, formerly Maplewood Suites Extended Stay, for the hospitality.



The Syracuse Mets, located at 1 Tex Simone Dr., Syracuse, celebrate NBT Bank Stadium's \$25 million renovations.



North Star Nutrition, located at 628 S. Main St, North Syracuse, celebrates its grand opening.



The Villas at The Stoop, located at 309-311 W. Fayette St., Syracuse, celebrates its grand opening.



Syracuse Wealth Management, LLC, located at 8138 Soule Road, Liverpool, celebrates its newest location's grand opening.



Landscapes East, located at 8012 Saintsville Rd., Kirkville, celebrates its 40th anniversary.

Downtown Farmers Market Continues Every Tuesday Through Oct. 12

8 a.m. to 3 p.m. Clinton Square

The Downtown Farmers Market 2021 Season continues in Clinton Square each Tuesday, rain or shine. Dozens of the region’s best farmers and produce dealers set up shop to offer fresh, locally grown fruits, vegetables, flowers and plants.



“Just Say Yes to Fruits & Vegetables:” Nutrition educators from The Food Bank of Central New York will be at The Market 10 a.m. to 1:45 p.m. through the end of the month, showing market visitors how to prepare weekly recipes incorporating their fresh, seasonal produce purchases. Attendees of the workshops receive a useful kitchen tool and \$4 in Market Bucks to be redeemed at participating vendors’ booths throughout the season and learn about the benefits associated with healthy diets rich in fruits and vegetables. The 40-minute workshops begin on the hour, every hour between 10 a.m. and 1 p.m. Just look for the “Just Say Yes” tent.

Health & Safety Protocols: To support the health of shoppers, farmers and staff, organizers continue to follow public health guidance for farmers markets, as outlined by New York State Agriculture and Markets. Masks and face coverings are optional for those who are fully vaccinated, and requested for those who are not. Handwashing stations are provided throughout.



Each week, Downtown Farmers Market visitors may enjoy an interactive story walk from the Onondaga County Public Library. The story walk is presented by the Early Childhood Alliance and Onondaga County Public Libraries. The goal is to get families to walk, talk and read together, while giving children a head start on their education and development. In this photograph, taken by Dennis Nett at Syracuse.com, 2-year-old Anyia checks out the Story Walk on opening day of the market.

Downtown Living Tour: Tickets on Sale Now*

11 a.m. to 3 p.m. Saturday, Sept. 25

The Downtown Committee looks forward to presenting the 15th annual Downtown Living Tour Saturday, Sept. 25. Tickets to the event are on sale at DowntownSyracuse.com. The Downtown Living Tour markets the uniqueness and diversity of residential units in downtown Syracuse and offers something for everyone, from young professionals and empty nesters looking to live downtown, to architectural students and those interested in historic preservation, interior design, urban living and more!



New this year, the Downtown Committee is partnering with the Preservation Association of Central New York to highlight fun facts about featured tour stops.

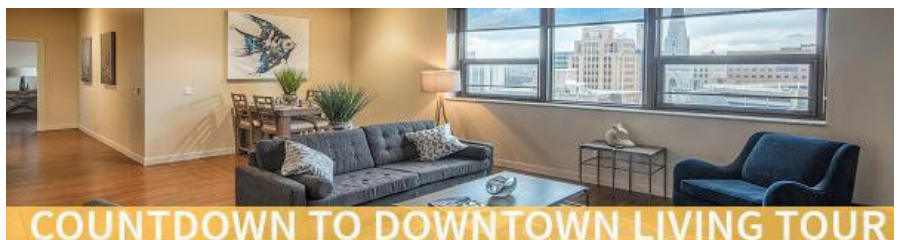
Health and safety continues to be the top priority for organizers. The Downtown Committee will follow health and safety protocols as recommended by the New York State Health Department and Onondaga County at the time of the tour.

To reduce congestion points:

- Tickets purchased in advance (by Monday, Sept. 13) will be mailed to attendees the week before the tour, along with the official tour program, shoe covers and a disposable mask to help reduce lines at registration.
- Those who purchase tickets in advance — and receive their materials — will be able to start the tour at any tour stop.
- A limited number of tickets will be sold at an information booth along the tour route.

Inside buildings, attendees will find:

- Hand sanitizer at each building entrance.
- Signage for mask-wearing and procedures in each building according to county guidelines at the time.



COUNTDOWN TO DOWNTOWN LIVING TOUR

Call for Volunteers: The Downtown Committee is still in need of volunteers to help present the event. In exchange for your time, you will be given a free ticket to the tour and a Downtown Living Tour volunteer T-shirt. If you are interested, please email mail@DowntownSyracuse.com with your preferred shift (11 a.m. to 1 p.m. or 1 to 3 p.m.) and your T-shirt size.

*All events are subject to change. Please check the Downtown Committee’s website for the most up-to-date details.

Celebrating a Milestone Anniversary

In July, the Downtown Committee celebrated the 50th Anniversary of the Syracuse Arts & Crafts Festival. New York State Senator Rachel May and Syracuse Mayor Ben Walsh honored the Downtown Committee with special proclamations commemorating the festival. Laurie Reed, director of marketing for the Downtown Committee (and Arts & Crafts Festival director) and Chuck McFadden, director of operations, have each spent more than 40 years organizing the festival!

From left to right, Merike Treier, executive director of the Downtown Committee, Chuck McFadden, director of operations, and Laurie Reed, marketing director, accept the proclamation from New York State Senator Rachel May.



NUAIR Northeast UAS Airspace Integration Research Alliance is an organizational partner of CenterState CEO
www.nuair.org



NUAIR & New York State DHSES Host Two-Day Drone Summit

NUAIR and the New York State Division of Homeland Security and Emergency Services (DHSES) held a two-day unmanned aircraft systems (UAS) summit recently for New York state public safety officials. The summit showcased the latest UAS or drone technologies available to first responders and state agencies and gave participants the ability to fly mock disaster scenarios. More than 120 public safety officials and 13 UAS companies participated in the summit that took place at the State Preparedness Training Center (SPTC) in Oriskany, New York, and Griffiss International Airport in Rome, New York.

Day One at the SPTC featured presentations from the Federal Aviation Administration (FAA) and NUAIR, which provided opportunities for learning and sharing best practices.

The summit also included a panel discussion on Building an Effective Public Safety UAS Program and case studies highlighting use-cases of UAS operations. UAS pilots were given hands-on opportunities to test their skills in a variety of response scenarios as well.

Day Two of the summit was held at the New York UAS Test Site at Griffiss, one of only seven FAA-designated UAS test sites in the country. The hangar was filled with multiple vendors showcasing the latest drone technologies specifically designed for state agencies, public safety and first responders. Vendors also conducted live demonstrations of their technology or service including different types of drones, scanning software, drones with a loud "bullhorn" speaker, "drone-in-a-box" solutions, livestreaming and counter UAS technology.

The New York State Public Safety UAS Summit is part of NUAIR's NYFLY program, which supports the NYS DHSES and all New York state and local agencies exploring the use of drones for critical missions and daily operations. NYFLY is one of NUAIR's core initiatives to help New York state and local agencies integrate scalable drone operations with the highest level of safety, that are regulatory compliant and make daily operations more efficient. NUAIR has helped more than 20 agencies implement their drone programs and is actively seeking to help more.



Participants witness a public safety drone operation at Griffiss International Airport. Photo courtesy: NUAIR.

CNY Biotech Accelerator Selects Medical Device Innovation Challenge Teams

The Central New York Biotech Accelerator (CNYBAC) has selected six U.S.-based teams, including three women-founded companies, for the fifth round of its successful Medical Device Innovation Challenge (MDIC). This year also provided the largest pool of applications in the competition’s history. CenterState CEO works closely with the CNYBAC to build the innovation ecosystem for biotechnology firms. The program has been successful at launching entrepreneurs and their device ideas into businesses that can attract investors.

The 2021 Medical Device Innovation Challenge teams:

Oratel Diagnostics is designing a sensitive and specific, non-invasive test to detect endometriosis to decrease health care costs and improve the health and well-being of girls and women with the disease.

Rubitection’s chronic skin health assessment and care management system improves the early assessment and management of wounds, dermatological conditions and vascular conditions with an initial application to bed sore prevention, an \$11 billion health care problem.

Dancing Eyes is an interactive, virtual-reality-based head-worn device that the company hopes can improve the care of patients with vertigo and other eye disorders, and expedite the treatment of their most serious causes, such as strokes.

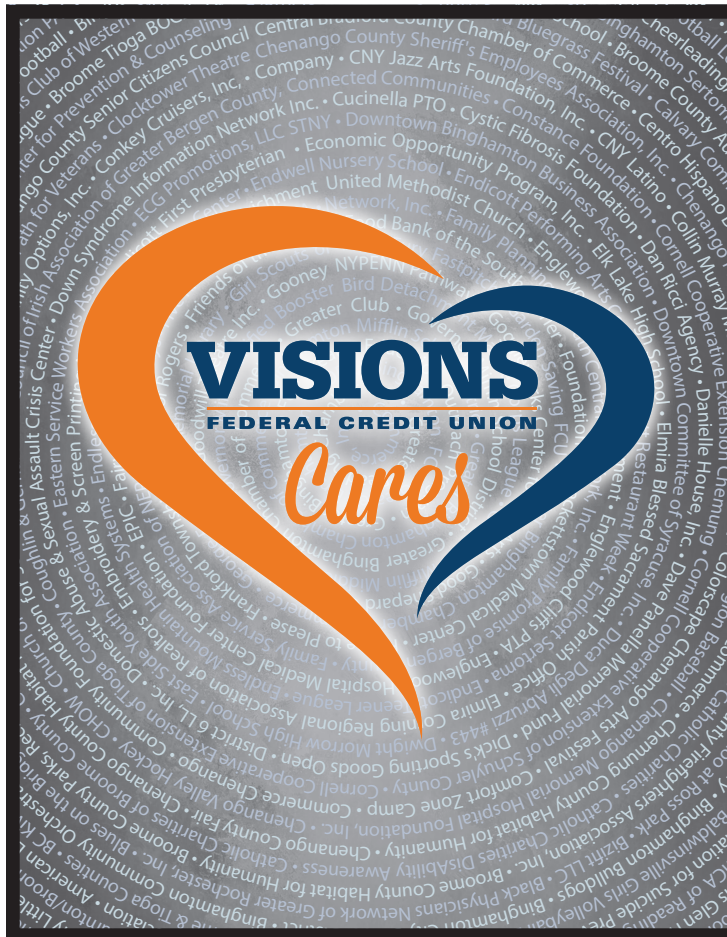
JelikaLite is developing Cognilum™, a data-device integrated system, where a wearable therapeutic medical device is combined with an AI-based learning platform to permanently reduce children’s autism symptoms, enabling better integration into society and reducing lifelong costs.

DB Therapeutics is an early stage medical device company poised to commercialize a convenient and cost-effective holmium radiotherapeutic bandage to treat skin cancer lesions.

MindTrace leverages machine learning to enable neurosurgical teams to simulate a resection plan and predict that patient’s cognitive outcome – all before the very first incision, or in real time during surgery.

MDIC teams receive intensive mentorship throughout the six-month program. Teams participate virtually or receive free workspace on-site within the CNYBAC Creation Garage with access to its Stratasys F170 3D Printer and shared equipment, and additional access to partnerships, resources and learning opportunities.

[Learn more.](#)



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

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CENTERSTATE CEO VIRTUAL EVENTS EDUCATE & CONNECT MEMBERS

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



CEO | Speaker Series -Tech & Culture Speaker Series Featuring Ana Gil

Ana Gil is a headshots photographer at ana gil photography and host and producer of the web show, OfficiallyUnofficialtv. Gil also teaches creatives and marketing professionals how to produce high quality videos with amazing graphics using their content. Prior to owning her own businesses, she worked as a technical sales and support representative for a local networking hardware company. Hosted by Generation Next; sponsored by JPMorgan Chase & Co.



CEO | Speaker Series - Tech & Culture Speaker Series Featuring David Richardson

David Richardson is a System and Test Engineer at SRC, Inc, a nonprofit research and development company that develops creative solutions for nationally significant challenges in defense. After graduating from Syracuse University, Richardson started his career in tech at Saab Sensis, where he worked in the Air Traffic Control division. Hosted by Generation Next; sponsored by JPMorgan Chase & Co.



CEO | Business Tactics - Licensing Options for Cannabis Companies

More than 60 members learned about the variety of licenses that a cannabis business in New York state can obtain during the Licensing Options for Cannabis Companies webinar. Nicholas Agrippino, tax manager at Bowers & Company CPAs, PLLC, presented information that will allow businesses to take part in different activities in the industry supply chain.



CEO | Return to Work Series - Rules vs. Principles: Creating a Value-driven Return-to-Work Plan

More than 25 members joined Equitable Managing Director and Chief Transformation Officer Adrienne Johnson to discuss return-to-work successes and obstacles. Johnson presented guiding principles that Equitable has developed for its re-entry planning, and how they reflect the company's values. Following the presentation, attendees took part in an interactive discussion and shared rules employers have implemented for returning to work, and the success and obstacles they have experienced as employees return to working in person.



Is there a topic you would like to see presented at an upcoming webinar?

Let us know!

Contact Lisa Metot at lmotot@centerstateceo.com

EVENTS

CenterState CEO

Leadership Lessons from 7 Inspirational Influencers

Tuesday, Sept. 21

Virtual event | 9 to 10:30 a.m.

[Click to Register by Sept. 20](#) or contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.

In the spirit of our popular 7 Habits event, hear from seven influential executives and community leaders. Each will share how they manage, motivate themselves and others, and build success in their lives and careers.

Attendees will take away inspiring new approaches to be more effective and impactful in their personal and professional lives.

Cost: \$17 for members; \$27 for non-members.

Speakers:

Lisa D. Alford

Executive Director, ACR Health

Jeff Cruse

Plant Manager, Novelis

Dr. Mantosh Dewan

President, SUNY Upstate Medical University

Bertram Lawson II

President & CEO, YMCA of Central New York

Ken Stewart

President & CEO, NUAIR

Kayla Treanor

Head Coach, Syracuse University Women's Lacrosse

+ one more!

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BUSINESS JOURNAL

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

Calling all Hybrid Entrepreneurs, Sept. 8

Virtual event

5 to 6:30 p.m.

Hybrid entrepreneurs are fierce go-getters. They work traditional jobs to pay the bills while launching their business enterprises on the side. Many hope that someday, their "side hustle" will have the ability to sustain them full-time. Join others who are in the same boat as you! Sponsored by the Upstate Minority Economic Alliance.

Cost: Free for UMEA members; \$30 for non-members. [Register.](#)



Exclusive Sales Training Series: Product Knowledge CAN Hurt You, Sept. 22

Virtual event

8:30 to 10:30 a.m.

Exclusive sales training experience with Sandler Training. Have you ever overwhelmed a prospect or customer with product knowledge? Your industry expertise and product knowledge can certainly be a professional asset, but it can be intimidating to prospects and customers. Learn techniques that will help you uncover what the prospect or customer is seeking and help to control the communication and sales process.

Cost: \$29 for sessions 3 and 4 for members; \$15 per session if purchased separately. \$39 for sessions 3 and 4 for non-members; \$20 per session if purchased separately. [Register.](#)

Business After Hours – Welcome GENIUS NY Startups, Sept. 23

Location TBA

5 to 7 p.m.

Meet the five new startups recently selected for GENIUS NY 2021. The technology-based startups from around the world will spend the year in Central New York to grow their companies. Learn more about their exciting new ventures and help us welcome them to Syracuse as they make this their new home for growth. Read more about GENIUS NY on page 6.

Cost: \$15 for members; \$25 for non-members. [Register.](#)

Tech & Culture Speaker Series Featuring Dr. Korie Grayson, Sept. 29

Virtual event

5:30 to 6:30 p.m.

Connect with Dr. Korie Grayson, a biomedical engineer, chemical engineering researcher, and a diversity advocate in STEM. Dr. Grayson is a postdoctoral research fellow at the University of Michigan in chemical engineering. Hosted by Generation Next, the Tech & Culture Speaker Series promotes diversity, inclusion and belonging in tech-related fields through diverse speakers who are leading in the tech industry. Speakers share their personal stories to inspire, motivate and transform the mindset of the diverse audiences. Sponsored by JPMorgan Chase & Co.

Cost: Free. [Register.](#)

JPMORGAN
CHASE & CO.

Meet the Candidates Reception, Sept. 30

The Rail Line, 530 S. Clinton St., Syracuse

5 to 6:30 p.m.

Join CenterState CEO and Syracuse Tomorrow for the Meet the Candidates reception. No speeches, just a chance to meet and get to know the candidates running for mayor of Syracuse, Common Council and the Onondaga County Legislature in a safe, casual outdoor setting. Sponsored by Excellus BCBS and Quadrant Biosciences. Open exclusively to CenterState CEO members. Cost: \$25 per member.

[Register.](#)

Excellus

A member of the independent business of the BlueCross BlueShield Association
 quadrant
biosciences

Save these dates...

GENIUS NY Pitch Finals, Oct. 20

CenterState CEO will give away \$3 million in awards, with one grand prize of up to \$1 million and four \$500,000 awards, to five startups.

Eyes on the Future – Skills to Help You Further Your Career, Oct. to Dec. 2021

Back by popular demand! Attendees will gain strategies and knowledge to further their careers.

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Recruitment⁺
Hire expectations. Hire results.

CENTERSTATE CEO GOLF TOURNAMENT & STEAK BAKE BBQ A SUCCESS

More than 140 golfers participated in CenterState CEO's sold-out 18-hole captain and crew golf tournament at the Links at Erie Village. Winners were announced during the Steak Bake BBQ.

Congratulations to:

- Foursome winner – Hearing Aids Consultants of CNY
- Closest to the Pin Men – Brian Anderson, National Grid
- Longest Drive Men – Shaun Manning, Thompson & Johnson Equipment
- Longest Drive Women – Gabrielle L. DiMora, Equitable

Each member of the winning foursome received a Visa gift card. Closest to the Pin and Longest Drive winners each received a Syracuse prize pack.

Thank you, Presenting Sponsor – Excellus BCBS; Cart Sponsor – CH Insurance; Water Bottle Sponsor – Visions Federal Credit Union; Dessert Sponsor – ComSource; Golf Ball Sponsor – AmeriCU; On-Course Games Sponsor – ACC; Tee Sponsor – Thompson & Johnson Equipment Co., Inc.; and Hole-in-One Sponsor – OneGroup. Media sponsors – The Central New York Business Journal and News Radio 570 WSYR Now on 106.9 FM.



Shaun Manning, second from left, from team Thompson & Johnson Equipment, wins the Longest Drive for the men.



Brian Anderson of National Grid wins the Closest to the Pin for the men. Anderson receives his award from CEO's Director of Member Engagement Brian Bonura.



The Hearing Aids Consultants of CNY team was the lucky foursome winner with a score of 59. Peter McMahon accepts the award from CEO's Director of Member Engagement Brian Bonura on the team's behalf.



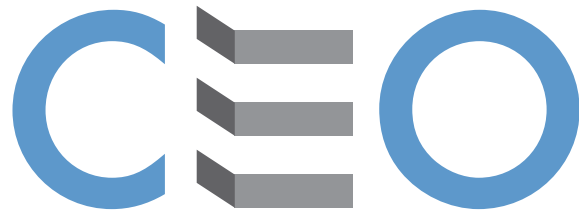
CEO's Director of Member Engagement Brian Bonura presents Gabrielle DiMora of Equitable with an award for the Longest Drive Women.



Rachael Bush of Ashley McGraw Architects adjusts her stance at the Links at Erie Village in East Syracuse.



CEO's Golf Tournament provided the perfect backdrop for a day of networking and making new connections.



**CENTERSTATE
CORPORATION FOR ECONOMIC OPPORTUNITY**