

HANCOCK AIRPARK CAPITAL IMPROVEMENTS COMPLETE, LARGEST SHOVEL-READY SITE IN COUNTY PRIMED FOR NEW DEVELOPMENT

Hancock Field Development Corporation (HFDC), an affiliate of CenterState CEO, has completed capital improvements to the former Hancock Air Force Base – now the largest shovel-ready park in the county. With the completed removal and replacement of 50-year-old infrastructure – including demolition of 138 vacant buildings, removal of 25,000 linear feet of asbestos-laden pipes, new road construction and installation of sanitary and storm sewers – it is ready for business. Development responsibility has been transferred to Onondaga County for additional light industrial and commercial development.

In 1987, Onondaga County acquired the former air base from the federal government and entered into a lease agreement with HFDC to oversee the park’s development. Since the time HFDC began executing a master plan for redevelopment, **87.5 acres have been added to tax rolls, and the park now**



ICM Controls Corporation, a manufacturer of electronic controls in the HVACR industry, is one of 11 companies at Hancock Airpark.

houses 11 companies and tenants with 750 jobs. Federal and state support for the project totaling \$12 million, including an \$8 million grant from New York State Assemblyman Al Stirpe, has been leveraged to create **\$42 million in private investment.**

“This investment was necessary to create new development and business growth opportunities in Onondaga County,” said Stirpe. “The site’s central location near major highways makes it an ideal location for large-scale companies and ‘puts us back in the game.’ We look forward to supporting the county’s business and job attraction efforts.”

“Through our partnership with CenterState CEO and HFDC, this significant parcel of land is ready to create new revenue for the county,” said Onondaga County Executive Joanie Mahoney. “We are proud of what we have accomplished at Hancock Airpark and will continue our efforts to attract high-quality manufacturing and commercial companies to the site.”

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Hancock Airpark by the Numbers

- 87.5 acres added to tax rolls
- \$42 million in private investment
- 11 companies and tenants; 750 jobs
- JADAK Technologies Inc.
- Gaylord Bros. Inc.
- Health Direct
- GA Braun
- ICM Controls Corporation
- Air Innovations
- Empire Crane
- Hofman E. Taft Distribution
- Custom Lawn-Scapes, Inc.
- Ad Com
- Certified Environmental Services



CNY REDC is Top Performer: Receives Greatest State Investment of any Region to Date



Nominate a Business of the Year by January 23



Travel to the South Pacific: Info Session, February 4



CenterState CEO Events

Wishing You and Yours a Happy and Prosperous New Year!

2015 Economic Forecast Breakfast

Thursday, January 15, 2015

7:30 a.m. Registration; 8 a.m. Breakfast & Program; Convention Center at Oncenter

CenterState CEO President Rob Simpson will provide the 2015 economic outlook.

Rebecca Dernberger, of Manpower, will share emerging workforce trends. Turn

to page 18 for details.

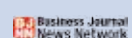
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NUAIR ALLIANCE RECEIVES \$4 MILLION TO ADVANCE SENSE AND AVOID TECHNOLOGY

The Northeast UAS Airspace Integration Research Alliance (NUAIR Alliance) and Griffiss International Airport will receive more than \$4 million in grant funding through the fourth round of the competitive Regional Economic Development Council (REDC) process. The grant will support the installation of state-of-the-art instrumentation for tracking unmanned aircraft systems (UAS) operations at Griffiss International Airport and at approved locations in Central and Northern New York, and the Mohawk Valley.

The FAA has ruled that UAS must be able to sense and avoid other aircraft. This investment will allow NUAIR and its alliance partners to deploy state-of-the-art range instrumentation that can track UAS in the air and provide safety-enhancing sense-and-avoid capabilities, addressing a current challenge faced by the industry due to the lack of an on-board pilot. **This testing capability is the first of its kind at any UAS test site in the country, making Griffiss a strategic location for the emerging UAS industry.**

CenterState CEO members, SRC and Saab Sensis Corporation, are developing technology for Griffiss that will provide ground-based UAS pilots with situational awareness information to keep the unmanned aircraft clear of other aircraft in order to avoid collisions.

The NUAIR Alliance Test Range Instrumentation project will also help to advance UAS training and job creation. In conjunction with the test site, Griffiss International Airport and the NUAIR Alliance are working with Mohawk Valley

Community College to develop training programs for civil and commercial UAS. The UAS industry is projected to create an estimated 70,000 new jobs by 2017 and 100,000 by 2025, nationwide. This program will prepare students to meet the increased demand for trained workers in UAS technology, and allow students to connect directly with employers through proximity to the NUAIR test site. To learn more, visit www.nuairalliance.org.



Saab Sensis remote units provide accurate and timely surveillance of aircraft flying around an airport and will be installed at select CenterState NY locations as part of the REDC funding, Round 4.



The first ground-based sense-and-avoid radar system is installed at Fort Hood, Texas, to support unmanned aerial systems operations out of Robert Gray Army Airfield. LSTAR (V)3 radars are part of the system that will be set up at Griffiss and other approved locations.

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GOVERNMENT RELATIONS

CenterState CEO Briefs New Congressman John Katko

Congressman John Katko and his staff recently met with CenterState CEO senior staff for a briefing and discussion of priority initiatives and resources.

Joining Representative Katko were District Director Tom Connellan, Deputy District Director Justin Sayles and Communications Director and Counsel Erin O'Connor, along with Carol Fletcher, co-chair of Congressman Katko's Transition Committee and member of the CenterState CEO's Board of Directors.

A number of projects and programs were discussed including: Interstate 81, business attraction and expansion efforts, downtown development, exports, tourism, government modernization, NUAIR, poverty and neighborhood development, improved air service, the

innovation economy and tax reform. Additional meetings will be scheduled to provide more in-depth background and information.

Katko's committee assignments to Transportation and Infrastructure, as well as Homeland Security, place him in strong alignment with the region's priorities. He asked that CenterState CEO continue to share information and updates with him and his staff as these issues and projects move forward.

"Establishing a relationship with Congressman Katko and his team is crucial to CenterState CEO members and staff as we work toward common goals to advance our region," said Deb Warner, vice president of public policy and government relations for CenterState CEO. "This meeting gets us off to a great start. We have many priorities in common. We thank Congressman Katko for setting time aside to meet with us, and look forward to working cooperatively over the next two years."



Syracuse Tomorrow Introduces New Board Members

Syracuse Tomorrow, the political action committee of CenterState CEO, is pleased to welcome several new board members:

Kimberly Boynton, president and CEO, Crouse Hospital

Susan Crossett, corporate strategy and public affairs advisor, Harris Beach PLLC

Jeremy Thurston, president, The Hayner Hoyt Corp.

Mark N. Wladis Esq., president, The Wladis Law Firm, P.C.



Syracuse Tomorrow is the nonpartisan, regional, state and local political action committee of CenterState CEO. Syracuse Tomorrow advocates for issues and legislation of critical importance to members and the economic future of the region, as well as supporting representatives who advance economic development and the needs of the business community.

The volunteer board of directors oversees activities, contributions and assists with fundraising. Funds given voluntarily by members, sponsors and others add volume to the voice of business, providing increased visibility in the region and Albany.

Hancock Military Affairs Community Council Reactivated

CenterState CEO has reactivated the Hancock Military Affairs Community Council (HMACC) to advocate on the state and national level the inherent value of the 174th Fighter Wing (now Attack Wing) of the New York Air National Guard for homeland security and national defense.

The HMACC has begun holding quarterly meetings and has completed an economic impact study for the Hancock Field Air National Guard Base. The study found that from 2012 to 2015, HFANG will have an economic impact of more than \$6.4 million with an additional \$50.9 million in construction impact. Total jobs from base activities during this period are 2,209 plus 101 construction jobs.

HMACC is planning a trip to Washington, D.C. in early 2015 to

advocate for the base at the Pentagon and on Capitol Hill. A new website and video to highlight the impact of the base are also planned for 2015.

During the last Base Realignment and Closure (BRAC) round in 2005, the Metropolitan Development Association organized the HMACC. It is now being resurrected given the current uncertainties regarding reductions in the Department of Defense budget and the possibility of another BRAC round.

The committee will continue to work closely with the governor's office to coordinate the effort to secure the region's bases. Anyone interested in participating on the HMACC should contact Lori Dietz at ldietz@centerstateceo.com or 315-470-1945.

CENTRAL NEW YORK IS REDC TOP PERFORMER; RECEIVES GREATEST STATE INVESTMENT OF ANY REGION TO DATE

The Central New York Regional Economic Development Council (CNY REDC) will support 85 catalytic projects and the ongoing implementation of long-term regional growth strategies thanks to \$80.2 million awarded by the state's competitive funding process this year. **This year's award brings Central New York's four-year total to \$344.6 million, more than any other region.** This round of awards was also a huge win for the larger, 12-county CenterState region, which collectively received \$116.7 million for 173 catalytic projects.

The CNY REDC's best-in-class track record to date for leveraging investment, generating a strong ROI and successfully completing projects has led to tangible signs of progress throughout the region. Two of this year's projects stand out for their potential to transform the economies and communities of our region. The Hotel Syracuse project received \$3.65 million to support the historic property's planned \$57 million renovation. This investment will not only help restore one of Syracuse's most iconic properties, it advances a keystone project that further accelerates downtown's ongoing revitalization.

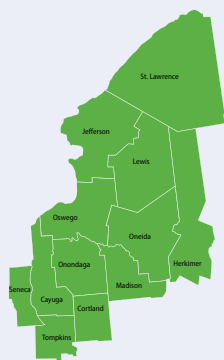
Additionally, the Northeast UAS Airspace Integration Research (NUAIR) Alliance was awarded \$4 million to support the installation of state-of-the-art instrumentation for the tracking of unmanned aircraft systems (UAS) at Griffiss International Airport. This testing capability is the first of its kind at any UAS test site in the country, making Griffiss a strategic location for the emerging UAS industry. Additionally, this project is one of the first cross-regional projects to receive REDC funding through a joint submission by the Central New York and Mohawk Valley Regional Economic Development Councils.

Beyond the projects, the work of the Council is part of a larger commitment to transform the economy and the communities of the region by leveraging state investments against more than \$1 billion in private investment over four rounds. Success in this process has put the region ahead of the curve in implementing strategic priorities, growing well-paying industries, driving innovation and entrepreneurship, preparing business for a globally-competitive economy and expanding market opportunities, cultivating civic trust to ensure civic engagement in decision making, and encouraging economic mobility within the region and across the state.



The CNY Regional Economic Development Council wins \$80.2 million in Round 4 to support 85 projects. Robert Simpson (center), CenterState CEO president and CNY REDC co-chair, is joined by government officials and members of the CNY REDC team after Governor Cuomo's announcement.

CenterState New York Awards and Projects



REDC REGION	CENTERSTATE COUNTIES	TOTAL AWARDED	# OF PROJECTS
Finger Lakes	Seneca	\$4,702,480	8
Southern Tier	Tompkins	\$7,395,698	18
Central New York	Cayuga, Cortland, Madison, Onondaga, Oswego	\$80,200,000	85
Mohawk Valley	Herkimer, Oneida	\$12,470,432	32
North Country	Jefferson, Lewis, St. Lawrence	\$11,967,895	30
Round 4 CenterState New York Total		\$116,736,505	173
4-Year Central New York Total		\$344,600,000	
4-Year CenterState New York Total		\$562,065,792	

Interested in Contracting Opportunities for CNY REDC Funded Projects?

The CNY REDC is working to provide opportunities for project sponsors to procure and source from local businesses as they implement their projects. To learn more, visit: <http://tinyurl.com/REDCform>

For a full list of projects, visit <http://tinyurl.com/REDCawards>.

A Sample of Central New York Regional Economic Development Council Projects



Stonewell Bodies Machine, Inc. (Cayuga County)

Stonewell Bodies Machine will expand the existing facility and workforce to add high technology equipment and CNC machines. The expansion is necessary to keep up with growing demand and to maintain existing market share.

Total Project Cost: \$3.749 million

Jobs: 22 new, 33 existing

Awarded: \$300,000 grant



Le Moyne College (Onondaga County)

Le Moyne College will renovate and equip two floors of the Coyne Building to upgrade science labs and related academic facilities, which will enable growth of the college's health professions programs and increase its capacity to attract international students.

Total Project Cost: \$8.75 million

Jobs: 95 construction

Awarded: \$1.5 million grant



Photo courtesy: Brew Central/Mitch Wojnarowicz©.

Good Nature New Farm Brewery Facility (Madison County)

Good Nature Brewing, Inc. will construct a new 4,000-square-foot brewery including indoor/outdoor retail and event space for tours, classes, public/private events, as well as renovate an existing 3,500-square-foot structure for use as warehouse and office space. Outdoor space will enable the facility to offer entertainment, open-air markets, a demonstration beer garden, and more.

Total Project Cost: \$1.5 million

Jobs: 16 new, 10 retained, 6 existing

Awarded: \$350,000 grant



Woodbine Group – Tailwater Barn Banquet Facility (Oswego County)

Woodbine Group will build the Tailwater Barn, a 10,000-square-foot full-service banquet facility designed to complement the newly opened Tailwater Lodge.

Total Project Cost: \$2 million

Jobs: 35 new, 50 construction

Awarded: \$200,000 grant



Syracuse Community Hotel Restoration Company, LLC (Onondaga County)

Syracuse Community Hotel Restoration Company, LLC will redevelop the vacant former Hotel Syracuse as the Onondaga County Convention Center Headquarters Hotel, including 261 guest rooms and ballrooms.

Total Project Cost: \$61.89 million

Jobs: 186 new, 252 construction

Awarded: \$3.65 million grant

Welcome New Artist in Residence

Local artist and curator Steve Nyland will serve as the fourth artist-in-residence for The Art Gallery at The Tech Garden. Nyland is co-chair of the Project-U Artists Group in Utica and former associate director of visual arts for the 2014 Utica Music & Arts Festival. His most recent commitment in Syracuse was serving as artist-in-residence at the BC Restaurant gallery. He served as studio intern for artists Mel Bochner and Luca Buvoli in Manhattan while exhibiting his work in galleries in New York City. His artwork has been exhibited at The Tech Garden's gallery, Delavan Center's Szozda Gallery, Broad Street Gallery and Hamilton Center for the Arts. Nyland maintains a studio at the Upstate Flux Arts Incubator in Utica and serves as its artist-in-residence. View his work at syracuseartfreak.blogspot.com.



Steve Nyland is the fourth artist-in-residence for The Art Gallery at The Tech Center.

The Tech Garden Welcomes Its Newest Virtual Start Up

BizHubCNY is a procurement system that connects local businesses with purchasing professionals. Founder Alyssa Blazina teamed up with several community and business leaders to start her business. One such partnership was with Matthew Masur, CEO of Venturetechnica, another Tech Garden start-up, to develop the software. By means of an online "hub," local vendors can create a company profile and list every service they offer on BizHubCNY.com. Large businesses looking to hire local contractors or fill supply requests can use BizHubCNY.com to name supply need, specifications or allow vendors to ask questions.



The software then sends an RFP to every local company that can supply the product. The procurement officer then very quickly receives at least three estimates in their inbox. BizHubCNY launched on December 9. Contact Blazina at Alyssa@bizhubcny.com or visit www.BizHubCNY.com

Visit www.TheTechGarden.com for more information or www.meetup.com/Syracuse-Tech-Meetup for upcoming events.

EXECUTIVE LEADERSHIP DEVELOPMENT SERIES: INAUGURAL CLASS GRADUATES

CenterState CEO is proud to announce the graduation of its inaugural Executive Leadership Development Series class. Fifteen students of CEO's members-only program enhanced their critical thinking, communication and empowerment skills during the comprehensive six-month program at Columbia College.

The program is presented by Columbia College of Missouri – Hancock Field, with curriculum support from the Whitman School at Syracuse University, Empire State College, University College, SUNY Oswego and Leadership Greater Syracuse.

Learn more about the 2015 class at an informational meeting at 9 a.m., January 9 at Columbia College of Missouri – Hancock Field, Syracuse. RSVP to Lisa Metot at 315-470-1870 or Imetot@centerstateceo.com.



The 2014 graduating class of the Executive Leadership Development Series comes from a variety of CenterState New York businesses and organizations. The series focuses on professional development and advancement skills.

Executive Leadership Development Series – Class of 2014:

- Eileen Brophy, Brophy Services, Inc.
- Ron Conroy, City Electric Co., Inc.Elizabeth Rotundo, CME Associates, Inc.
- Joy Rinaldi, Contemporary Personnel Staffing, Inc.
- Steve McMahon, Cortland Research, LLC
- Geoffrey Rispoli, HSBC Bank USA, N.A.
- Phil Schiavone, Nagle Athletic Surfaces, Inc.
- Daniel Tester, New York Air National Guard 174th Attack Wing

- John O'Connor, New York Air National Guard 174th Attack Wing
- Peter Muserlian, Pemco Group, Inc.
- Joseph Catanzaro, Pemco Group, Inc.
- Doug Lampert, Ryder Truck Rental
- David Gauthier, ShoreGroup, Inc.
- Vincent Kuss, St. Joseph's Hospital Health Center
- Crystal DeStefano, Strategic Communications, LLC

HANCOCK AIRPARK continued from front page

The availability of land and updated infrastructure is already enabling businesses located in the park to expand with the pace of its growth. JADAK Technologies Inc., a manufacturer of barcode scanners that give medical providers the ability to verify patient information, recently completed a \$5.4 million expansion that more than triples its facilities at the park. The project allowed the company to move its sales, engineering and administrative support staff into a new 40,000-square-foot addition. Since it was founded in 2000, the company has steadily added jobs each year, now employing 130 at the park, and expects that growth rate to continue thanks to the added space to accommodate it.

The 425-acre industrial and office park is located in the Town of Cicero. It was originally built as bomber base during World War II, and ultimately closed for military use in 1984. The final phase of its redevelopment, completed in December, involved the demolition of a former housing complex on the base, abandoned for nearly 20 years, which included 78 buildings.

"Hancock Airpark serves as an incredible model of efficiency, value, collaboration and effective planning using minimal resources to work parcel by parcel redeveloping and re-visioning this land," said Lori Dietz, vice president of operations at CenterState CEO. "To know we started leasing a couple of buildings to a handful of small businesses and turned that into a significant development site for the county is something all parties involved should be proud of."

Companies interested in development opportunities at Hancock Airpark should contact Linda McShane at Onondaga County at LindaMcShane@ongov.net or 315-435-2332.



One of numerous military buildings, including exterior steam pipes for heating that was demolished at Hancock Airpark.

SYRACUSEFIRST UPDATE www.syracusefirst.com

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SyracuseFirst's 5th Annual Buy Local Bash Bigger, Better Than Ever

Nearly 90 businesses and more than 1,000 people attended the fifth annual Buy Local Bash, hosted by SyracuseFirst. Like previous years, the Buy Local Bash was held the Monday before Thanksgiving to kick off the holiday season.

This year's event was held at the historic Landmark Theatre in downtown Syracuse, and featured food, beverages and products from across Central New York. Vendors truly offered something for everyone from small-batch vodka from Life of Reilly Distillery, to Aloo Dum, a traditional Bhutanese potato dish from Bhutan House Restaurant. In addition to the wealth of gastro choices was this year's new Local Marketplace that showcased retail, wellness and service business. And to entertain guests as they ate and shopped, the Syracuse City Ballet Company performed a selection from this season's production of "The Nutcracker Ballet."

Thanks to the support of presenting sponsor AmeriCU, this year's event was the most ambitious and well attended. The first Buy Local Bash in 2010 featured just a dozen businesses and a fraction of this year's crowd attended.

To learn more about SyracuseFirst, visit www.syracusefirst.org.



Thank You Sponsors:

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Gannon Pest Control
China Towne Furniture & Mattress
Brazzlebox
TERACAI

Caz Market
Mineo Global
High Point Advisors
Open Atelier Architects
The Gifford Foundation

Gerharz Restaurant Equipment
Centollella Lynn D'Elia & Temes LLC
InStride Sports
Syracuse Women's Magazine
Syracuse New Times

CNY Central
The Daily Orange
Landmark Theatre

CENTERSTATE ECONOMIC CHAMPION

Ultimate Arrival, LLC

Ultimate Arrival launched into the transportation industry in May 2013. Just six months later, the company tripled the size and scope of its operation and now offers motor coach and executive transportation, transit bus service and aircraft charter brokering services.

The company has grown from three divisions to five; from nine full- and part-time employees to 44; and now includes 19 vehicles within its transportation fleet.

In August 2014, Ultimate Arrival launched its newest division called Ultimate Transit. Owners Jessica Sloma and Donald "Kip" Kuepper purchased six environmentally-friendly, compressed natural gas transit buses from Riverside, California. Each bus was transported individually by tractor trailer. The buses can hold 33 seated and 25 standing passengers and each is handicap accessible. The Ultimate Transit line operates seven days a week, with more than 400 hours a week, in three shifts. Different from Ultimate Arrival's over-the-road motor coach division, Ultimate Transit buses are the perfect option for local shuttle work. Its main client is Syracuse University. Other clients in the transit division include Symphoria, the Syracuse Convention & Visitors Bureau and Marriott Armory Square.

Sloma and Kuepper's newest venture is the transit advertising division, which offers interior and exterior advertising opportunities on its six transit buses.

The family-owned Ultimate Arrival, LLC is located at 971 Spencer St., in Syracuse. They can be reached at 315-396-0209, www.UltimateArrival.com, on Facebook at www.facebook.com/ultimatearrival and on Twitter @UltimateArriva1.



Since opening in May 2013, Ultimate Arrival has expanded by 60 percent. The company, located on Spencer Street in Syracuse, now employs 44 people and includes 19 vehicles in its fleet.

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.

2015 BUSINESS OF THE YEAR AWARDS NOMINATION FORM

CenterState CEO is accepting nominations for the 26th Annual Business of the Year Awards in the following four categories:

- Member businesses with 1-50 employees
- Member businesses with over 50 employees
- Community Involvement Award
- Non-Profit Agency Award

We encourage everyone to nominate deserving companies or nominate your own company by completing the form below. Questionnaires will then be e-mailed to all nominated companies. CenterState CEO membership IS required for nomination.

(Companies that have won within the last five years cannot be nominated in the same category.)

The deadline for entering nominations is January 23; all completed questionnaires are due March 6.

For more details, visit www.centerstateceo.com/business-of-the-year

Name of Business _____
Principal Officer _____
Address _____
City, State, Zip _____
Phone _____ E-mail _____
Submitted by _____
Company _____
Address _____

Award being nominated for:

- 1-50 employees
 Over 50 employees
 Community Involvement
 Non-Profit

Mail the form to:

CenterState CEO
Attn: Business of the Year
115 E. Fayette Street
Syracuse, NY 13202

Fax to: 315-471-8545

Email to: kdejoseph@centerstateceo.com

Questions:

Karen DeJoseph 315-470-1997



The 2015 Business of the Year Awards will be awarded at the CenterState CEO Annual Meeting in April 2015 at the Oncenter.

EXPORTING TRADE MISSION TO SINGAPORE CREATES SOLID LEADS FOR SEVEN MEMBER COMPANIES

Steven King, export director for the Central New York International Business Alliance (CNYIBA), has been in the export business for 30 years. During all that time, King said, one thing has remained the same: doing business overseas requires a relationship, preferably face-to-face.

“If you try and do exporting through the Internet, you will barely scratch the surface of any business,” he said. In many countries it’s “relationships first and business second. They want to see you, trust you and then they might send you some money.”

The CNYIBA, a CenterState CEO affiliate, is working with local digital electronics companies to open doors to exporting opportunities in ASEAN nations (Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Singapore, the Philippines, Thailand and Vietnam). In November, King, with John Tracy of the U.S. Department of Commerce, and CenterState CEO Senior Vice President David Mankiewicz, accompanied representatives from seven member companies on a trade mission to Singapore. The CNYIBA and the U.S. commercial service pre-arranged meetings with potential buyers in Singapore to discuss opportunities with reps from Welch Allyn, Conmed, Saab Sensis, Tactair, VacTech, Air Innovations and SRC.

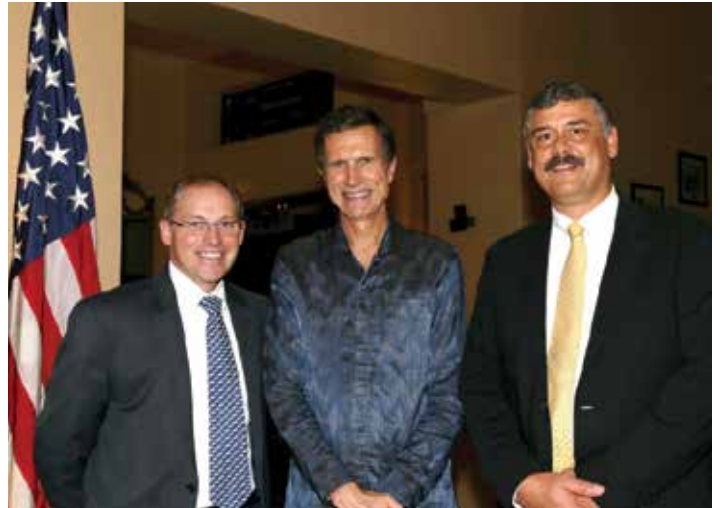
The trip was supported by a grant from the International Trade Administration and CenterState CEO. Meetings were arranged far in advance of the actual visit, allowing the local business representatives to make the best use of their time while overseas. Many of the companies had successful meetings and left country with potential leads for new business.

“You may not get orders,” King said. “But you get interest and you go home and you see the good and the bad and then you start evaluating if they are going to work.” Some of the businesses that went on the trip have already been invited to bid on projects in the region through contacts they made on the mission.

In addition to meetings in Singapore, representatives also traveled to Vietnam, the Philippines, Indonesia and Malaysia for meetings with potential buyers and distributors. King traveled to Indonesia with Tactair where King said he had a 15-minute, one-on-one conversation with the ambassador.

“I was able to sit down and talk with him about what the IBA is doing and the Syracuse and Central New York Market,” King said. That conversation and the talks King was able to have with staff at the U.S. Embassy in Singapore are examples of relationships that could not have been cultivated through any other means than in person.

This was the CNYIBA’s first exporting trade mission and King said he and others learned much about how to make their next trip more efficient and effective. Additional trade missions are now being arranged. To learn more about the opportunity, contact Steven King at sking@cnyiba.net or 315-470-1800.



Steven King (left), export director for the CNY International Business Alliance, and Steve Moreno (right), director of customer support at Tactair Fluid Controls, Inc., meet with Robert O. Blake, U.S. Ambassador to Indonesia, during the Singapore trade mission.

CEO TALKS – GLOBAL OPPORTUNITIES IN CHINA

CenterState CEO President Rob Simpson discusses the recent trip CEO staff and community leaders took to China to explore direct opportunities for members in the areas of exports, foreign direct investment, tourism and entrepreneurship. More than 20 members attended CEO Talks, a lunchtime roundtable, sponsored by Wilmington Trust.

CEO Talks is a quarterly program focused on key strategic initiatives that significantly impact the growth and sustainability of businesses in the region. If you have ideas for topics you would like to see covered during future CEO Talks events, contact Karen DeJoseph at kdejoseph@centerstateceo.com.



'Syracuse. Do Your Thing' brand prominent at historic Frozen Dome Classic

The Syracuse Convention & Visitors Bureau teamed up with the Syracuse Crunch to use the exciting Frozen Dome Classic hockey game in November to put the SCVB's new brand "Syracuse. Do Your Thing" in front of nearly 31,000 hockey fans and a national audience.

The Frozen Dome Classic made history and headlines for hosting the largest, indoor, professional hockey crowd ever. That meant the SCVB's new brand did, too, as it was displayed on the scoreboard, welcome signs and in the ice. Viewers and listeners tuning in to national sports media outlets (Sports Illustrated, NBC Sports, ESPN Radio, AHL Live and more) were exposed to the message, showcasing Syracuse as an exciting destination.

Social media also exploded with excitement during the Frozen Dome Classic, thanks to several announcements encouraging the use of "Syracuse. Do Your Thing." More specifically, Twitter was flooded with #doyourthing tweets.

The first-ever ice hockey game held in the Carrier Dome at Syracuse University also helped to attract more business for the SCVB. Before the classic, the SCVB invited 257 event planners from throughout the country to show off the diverse experiences in Syracuse and many of them accepted. After tailgating at the Oncenter, meeting planners ended the day by cheering on the Crunch and adding hockey at the Dome to their list of must-see experiences.

"We used the event to leverage attention to Syracuse as a remarkable destination with unique events to our base of planners," said SCVB President David Holder. "We were very impressed with the quality of professional event planners and local connections that were in attendance."



Nearly 31,000 people attended the Frozen Dome Classic, the first ice hockey games hosted at the Carrier Dome. The SCVB's new brand, "Syracuse. Do Your Thing" was a visible part of the historic event.

New Extranet Tool Will Allow Partners to View Leads From Anywhere

The SCVB is excited to introduce a new, more personal way for its partners to view and use information on the website. The new extranet is a direct link to the SCVB's Customer Relationship Management (CRM) system allowing tourism partners to view leads any time and update records from any location.

The tool will help partners bid on business and provide them with a dashboard of statistics, recapping business booked through the SCVB. This portal will also allow partners to update web listings and amenity information with ease and capture analytic data regarding the listing's performance. In a nutshell, the SCVB extranet will be a platform for partners to engage with and streamline communication between the bureau and partner organizations.

Last November, the SCVB launched the extranet to a small group of hotel partners to test the platform locally. It was rolled out to hotel partners in late 2014 and all tourism partners should have access in early 2015.



The SCVB is excited to introduce its new extranet to members. The tool will link directly to the SCVB's Customer Relationship Management (CRM) system.

The Syracuse Convention & Visitors Bureau (SCVB) 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.org.

MEMBER ESSENTIALS

Indium Corporation receives the international Surface Mount Technology Association's Corporate Award.

The New York State Health Commission added **Upstate University Hospital** to its list of statewide hospitals able to treat patients with Ebola.

Lockheed Martin acquires Salina-based tech firm Systems Made Simple.

Syracuse.com celebrates 20 years.

Kinney Drugs and Franciscan Companies join efforts to open online home health store.

Construction begins on new "cell phone" parking lot for people picking up passengers from **Syracuse Hancock International Airport**.

Onondaga County Public Library will move its downtown branch to street level as Upstate Medical University plans to move into that space.

Syracuse University plans to make entire campus smoke-free with full tobacco ban in summer 2015.

Welch Allyn partners with Gentag Inc. to develop wireless medical devices. **Welch Allyn** acquires Nebraska medical software company.

SUNY Oswego offers new advanced certificate in health and wellness.

Sheraton Syracuse University Hotel ranked No. 1 in North America.

Cornell University converts 10 sports facilities to Ephesus LED Lighting. **Ephesus** to install lighting at army depot in Pennsylvania.

Geddes Federal Savings and Loan expands headquarters.

Visions Federal Credit Union is named to DepositAccounts' annual Top 200 Healthiest Credit Unions in America.

ICS Solutions Group raises over \$1,000 for breast cancer research.

Avalon Document Services acquires Utica printing company.

Kitty Hoynes Irish Pub helps launch The White Hag brewery in northwest Ireland.



Excellus BlueCross BlueShield offers new option to save with prescription home delivery from Wegmans.

Honeywell completes dredging of Onondaga Lake a year early.

SUNY Oswego and Port of Oswego Authority combine efforts to help ship agriculture products overseas.

Cayuga Community College announces inclusion in Start-Up New York program.

AmeriCU Credit Union named 2014 Community Credit Union of the Year.

The Central New York Technology Development Organization (TDO) announces president and CEO Robert Trachtenberg will retire.

Fifteen graduate from U.S. Small Business Administration's Emerging Leaders Initiative. CEO members include: **Indian Springs Manufacturing, Café Kubal, CME Corp., Business Journal News Network, Rapid Cure, and N. K. BHANDARI Architecture & Engineering.**

Price Chopper announces \$300 million investment in name change and rebranding.

Transportation company **Ultimate Arrival** triples in less than a year.

Dermody, Burke & Brown will merge with Kane, Bowles & Moore, P.C., a Liverpool-based accounting and consulting firm.

OCRR extends long-term partnership with Covanta for another 20 years.

40 Below partners with Junior Achievement on job shadow venture.

Fuccillo Automotive donates more than \$200,000 to domestic violence organizations.

Erie Canal Museum receives \$2,500 donation from **M&T Bank**.

Crouse Hospital receives top distinction from **American Heart Association/American Stroke Association**.

Bloomberg Business Week names the **Whitman School of Management at Syracuse University** No. 69 in the country. The Financial Engineer ranks **Whitman** No. 40 for its MS in finance program.

Hancock and Estabrook LLP receives First-Tier ranking by U.S. News & World Report and Best Lawyers for practice areas.

New at **Destiny USA: 5 Wits** opens medieval adventure; **VF Outlet** now open; **Destiny USA's** travel and tourism team attended more than 40 consumer and trade shows in 10 states and six countries in 2014; and **G.H. Bass** to open April 2015.

Paramount Realty Group receives tax exemption to construct 16 more apartments in the former Dey Brothers Department Store.

Turning Stone Resort and Casino announces plans for \$100 million luxury retail outlet, entertainment complex. Forbes Travel Guide ranks gingerbread village at **Turning Stone Resort and Casino** one of the best in the country.

SUNY Cortland launches Education Innovation Center.

Community Bank opens branch in DeWitt.

Dinosaur Bar-B-Que founder John Stage to open wood-fired pizza place in old Mimi's; **restaurant** forms business partnership with Alabama's Jim 'N Nick's chain.

Billy Fuccillo, president of **Fuccillo Automotive Group** named National Dealer of the Year for Highest Sales Volume by Kia Motors Corp.

Danlee Medical Products supplying Ebola gear around the world.

First Niagara Bank, Selflock Screw Products Inc. and Morse Manufacturing executives say regional colleges, the workforce and four-seasons are why their companies stay local.

University College marketing department wins gold at UPCEA National Marketing Conference.

Cathy's Corner Café moves to new location, formerly Smorol's Restaurant on Avery Avenue.

Syracuse University and Nazareth College partner for law program.

Dupli Envelopes & Graphics purchases sticky note company to diversify products.

Kinney Drugs will open new 12,000-square-foot store in Manlius.

Fleet Feet Sports named one of the best running stores in America.

State funding prepares **Red House Arts Center** for major move, expansion.

Healthway partners with Middle Eastern hospitals to combat MERS.

SRC Inc. wins Optimas Gold award for Corporate Citizenship.



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?

Share your stories with us at

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

7 HABITS OF 7 HIGHLY SUCCESSFUL PEOPLE



The 2014 edition of CenterState CEO's 7 Habits of 7 Highly Successful People drew nearly 100 attendees to hear community leaders share the personal habits that have helped them become the people they are today. (Due to a last minute cancellation, only six people are listed here.) Attendees walked away with many tips they could apply to their own lives and careers.

Amy Collins, *President & CEO, CNY Central*



1. **Just Jump:** Jump on opportunities; don't procrastinate; put it on your calendar; plan as you go.
2. **Be Loyal to Your Team and Your Company:** Loyalty breeds consistent performance; make calculated moves over time that truly advance your career.
3. **Nurture Culture:** Build the right team; remove barriers to productivity; seek and provide feedback to engage your team; understand motivations; make it fun.
4. **Consistent Communication and Follow Through:** Be clear and authentic; use the power of three (say it, write it, ask it); do what you say; don't underestimate the power in implied promises.
5. **Stay Engaged as you Rise:** Maintaining a 'roll up your sleeves' approach ensures you're always learning and are better equipped to lead.
6. **Get Involved Outside Your Organization:** Join a board; balance work and life.
7. **Demonstrate and Enforce High Expectations:** Have high standards; strive for perfection; give the best effort every time.

Dominic Robinson, *Vice President of Community Prosperity, CenterState CEO*



1. **Define Success for Yourself:** Ask yourself: "Is my daily life filled with meaningful pursuits, worthy challenges, and authentic relationships?"
2. **Invest in the Success of Others:** Cultivate a dynamic team to feel supported and empowered. That culture breeds camaraderie and loyalty.
3. **Be Authentic:** We must accept our inadequacies and failures and own them as much as our successes.
4. **Seek Advice and Constructive Criticism:** Constantly seek advice from people you respect but who are very different from you.
5. **Embrace the Power of Creative Conflict:** Creative conflict fuels innovation and, in the long run, can enhance camaraderie.
6. **Don't Fear Failure:** Transcending our fear of failure has a lot to do with ignoring the fears of others when we are genuinely confident.
7. **Always Fear Failure:** The moment we think we've arrived, we're in trouble. We set ourselves up for true failure when we succumb to compulsions towards complacency and entitlement. Real success is a daily practice, not a position of status.

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4020 New Court Ave. Syracuse, NY 13206

Eileen L. Brophy, *President, Brophy Services Inc.*



1. **Fill your emotional bank account.**
2. **Find a work/life balance.**
3. **Be proactive and begin with the end in mind.**
4. **Put things first.**
5. **Think win-win.**
6. **Understand then be understood.**
7. **Synergize and sharpen the saw.**

Kimberly Boynton, *President & CEO, Crouse Hospital*



1. **Love what you do.**
2. **Go back to your mission.**
3. **Listen.**
4. **Get out of your office.**
5. **Do the least attractive item on your list first.**
6. **Find your own balance.**
7. **Practice open and honest communication.**

Bob Daino, *President & CEO, WCNY TV/FM*



1. **There are No Rules:** When faced with an issue, determine the optimal solution first. Then apply any constraints that you may have such as financial, schedule, political, resource, etc. "Shake it up" and what falls out will be the best solution.
 2. **Leverage Collaboration:** Share and participate openly and freely with those around you, encouraging and demanding free and open idea sharing.
 3. **Never Assume:** Always check to ensure that decisions are determined on facts not someone's strong opinions.
 4. **Settle for Only the Best People:** Good people create good companies, great people build great companies.
 5. **Embrace Change and Raise the Bar:** The only constant is change, which is absolutely essential for growth. Encourage, embrace and support people to step outside the comfort zone for their own personal growth as well as that of the company's.
 6. **Listen/Learn/Apply:** Listening is essential – but be very careful to truly hear what is being said. Applying new knowledge propels growth, which ensures continued growth.
 7. **Push the Envelope But Don't Pierce It:** Don't accept the status quo. Question everything! Leverage your team through collaboration to forge a path to the edge.
- Bonus Habit: Making a Difference:** Work a true eight-hour day; most don't and you will be a standout. Walk with a purpose and never empty handed.

Eric Hinman, *Partner, Rounded*



1. **Sell Yourself Without Selling Out:** Be unique, create an identity for yourself that showcases your true personality and self. In business or in creating a business, don't try to be something or someone you're not. Be authentic.
2. **Focus /Find Your One Thing:** Once you've found your one thing, stay laser-focused on that.
3. **Set Goals, Dream Big, Execute Daily:** Set mini-goals that will lead you to your ultimate goal.
4. **Surround Yourself With Positive People:** You are who you surround yourself with.
5. **Study, Follow and Imitate the Best:** If you want to be the best in the world at something, you have to learn from the best.
6. **Have a Plan/Structure.** Make sure everything you're doing has a purpose toward your ultimate goal. Strive for self-improvement and never stop learning.
7. **Eat Healthy, Exercise and Sleep.** You'll be amazed what it does to your mental performance and general sense of well-being.



This year's 7 Habits of 7 Highly Successful People featured: Eric Hinman, Rounded; Eileen Brophy, Brophy Services Inc.; Bob Daino, WCNY TV/FM; Amy Collins, CNY Central; Dominic Robinson, CenterState CEO; Kimberly Boynton, Crouse Hospital; and Matt Mulcahy, CNY Central and 7 Habits emcee.

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.



CenterState CEO Ambassadors recognize the opening of **Tilted Kilt Pub & Eatery** located at 3019 Erie Blvd. E., Syracuse. Mick VanVranken, AXA Advisors and committee chair, wears the kilt well!



Unique Elegance Boutique holds its grand opening with CenterState CEO Ambassadors there to wish them well. They are located at 327 N. Salina St., Syracuse.

Grand Openings

Microsoft Store, Destiny USA

LongHorn Steakhouse, 140 Township Blvd., Camillus

F. Oliver's Oils & Vinegars, 4 Jordan St., Skaneateles

Clark's Ale House, 100 E. Washington St., Syracuse

Expansions / Relocations

Krzyzak Eyecare, 4871 W. Taft Road in Liverpool, expanded and remodeled.

Candlewood Suites, 5414 South Bay Road in North Syracuse, recently renovated.

Battery World relocated to 5820 E. Molloy Road in Syracuse.

Special Recognitions

New Horizons Computer Learning Center of Syracuse, 6711 Towpath Road, East Syracuse, is under new ownership.

Anniversaries

GZA GeoEnvironmental, Inc., 6296 Fly Road, East Syracuse, 50th

Pinnacle Family of Companies, 507 Plum St., Syracuse, 20th

Sweet on Chocolate, 208 Walton St., Syracuse, 20th

325 Productions, 113 Otisco St., Syracuse, 1st

Malara Eyecare & Eyewear Gallery, 6950 E. Genesee St.,

Fayetteville, 1st anniversary at new location.

HEALTH CARE ESSENTIALS

Health Care Insurance Options – Beyond the December Deadlines

The December 2014 deadlines to ensure full health care coverage in 2015 have come and gone, but there is still time to enroll and avoid potential penalty fees. Anyone without health coverage that qualifies as minimum essential coverage must either pay a fee or get an exemption from paying the fee.

Fees are calculated one of two ways. For 2015, the fee is the higher of either two percent of one's income; OR \$325 per adult (\$162.50 per child; family maximum \$975).

Here's what you need to know:

If you are buying a group policy for a business with less than 50 employees (a small business is considered one with two to 50 employees), you may purchase a contract at any time during the year. Your business is not yet subject to any penalties for not

providing coverage. Further, by providing a plan before February 15, you will likely save your employees (and yourself) from individual penalties.

If you need to purchase an individual plan – don't panic, but do hurry! You have until February 15 to purchase coverage and avoid the individual penalty.

Individuals may also qualify for Special Enrollment Periods that allow you to obtain new coverage even after February 15. For example, if you get married or divorced, have or adopt a child, or lose job-based coverage you may enroll in coverage.

Still have questions? The experts at Benefit Specialist of New York (a CenterState CEO subsidiary) are ready to help. Call Benefit Specialists today at 315-470-1930.

PRESENTED BY:



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 Mick VanVranken, AXA Advisors, LLC. Cindy Mannise, ICS Solutions Group, Inc., is the vice chair.

Accents of Armory Square

Accents of Armory Square provides a wide variety and large selection of jewelry and accessories with a focus on handmade goods made in the USA or through fair trade.

Bronce Bersani
www.accentsofarmorysquare.com
121 Walton St.
Syracuse, NY 13202 (315) 373-0968

Ambidextrous Services LLC



Ambidextrous is a woman-owned small business providing SCADA, information technology, networking and network security solutions to commercial, industrial and residential clients.

Roman Pierantozzi
www.areyouambidextrous.com
414 E. Molloy Road
Mattydale, NY 13211 (607) 216-9317

Believers' Chapel

Believers' Chapel serves the community and is a beautiful place to plan conferences, concerts, meetings, etc. Events with attendees of 10 up to 1,200 people have been greatly successful.

Lauretta Koch
www.believerschapel.org
7912 Thompson Road
Cicero, NY 13039 (315) 699-4140

Mark Bennington Photography

Mark Bennington is a commercial photographer, specializing in business/corporate portraits for all print and social media. Known for his personable and authentic style, Bennington works between New York City and Los Angeles while living in Syracuse.

Mark Bennington
www.markbenningtonphotography.com
200 Green St. #1
Syracuse, NY 13203 (818) 635-5840

Bridgeway Commercial Realty



Bridgeway Commercial Realty's focus is on commercial properties in Central New York. Its seasoned sales team has deep professional and business roots in the region. Bridgeway uses the most advanced data analysis and communications services in the commercial real estate industry.

Tom Lischak
www.bridgewaycommercialrealty.com
P.O. Box 715
Manlius, NY 13104 (315) 254-2027

CNY Mode

CNY Mode is a local modeling agency offering complete model management plus Central New York's first fashion and beauty magazine, CNY Mode Magazine, which highlights wonderful retailers and designers throughout CNY while showcasing our models.

Stephanie Burghardt
www.cnymode.com
499 S. Warren St., Suite 200
Syracuse, NY 13202 (315) 345-2843

Caliber Patient Care

Caliber Patient Care provides compassionate non-emergency patient transportation throughout the Syracuse area to people in wheelchairs, on stretchers and who are ambulatory. New, customized minivan comfort with caring technicians focused on safety.

Thomas Fairhurst
www.caliberpatientcare.com
20 E. Elizabeth St.
Skaneateles, NY 13152 (315) 604-6047

Chemtrade Logistics



Chemtrade provides industrial chemicals and services to customers in North America and around the world.

Bob Amend
www.chemtradelogistics.com
1421 Willis Ave.
Syracuse, NY 13204 (315) 487-4289

The Kevin Edwards Agency/Colonial Voluntary Benefits

The Kevin Edwards Agency/Colonial Voluntary Benefits is a full-service insurance agency that provides voluntary supplemental products to enhance the benefits of small and large organizations.

Anthony Matrone
www.coloniallife.com
108 W. Jefferson St., Suite 501
Syracuse, NY 13202 (315) 345-8695

HIGH ALTITUDE BUSINESS AFTER HOURS AT SKY ARMORY

The new SKY Armory facility in Armory Square recently hosted a High Altitude Business After Hours, sponsored by Delta Air Lines, allowing CenterState CEO members to mix, mingle and socialize. SKY Armory is Syracuse's newest wedding and banquet venue located at 351 S. Clinton St., in downtown Syracuse. More information about booking an event at the facility can be found at www.skyarmory.com.



From left to right: Michael Kroll of Delta Air Lines, ticket winner Bill Blanchard of VIP Structures, Adrienne Owens-Collie of Delta Air Lines, and Kevin Schwab, vice president of external affairs and air service development for CenterState CEO.

NEW PARTNERS continued from page 15

Del's Cleaning & Handyman Service

Del's Cleaning & Handyman Service service makes quality a top priority. Its well-trained and friendly employees are on the road throughout most counties in Central New York, to handle all your service needs from small to large jobs around the home or business.

Del Decker
www.delscleaningandhandymanservice.com
PO Box 229
Afton, NY 13730 (315) 278-2172

Ed Fenzl and Associates

Ed Fenzl
142 Curtis Place
Auburn, NY 13021 (315) 436-9813

Friedman Electric

For more than 75 years, Friedman Electric has provided commercial, industrial/residential customers with expert supply and service capabilities. Friedman provide products and services to an array of markets such as: electrical contractors, installers, industrial and office buildings, educational and healthcare facilities, property management, financial institutions and the natural gas industry.

Ben Sluis
www.friedmanelectric.com
309 Wavel St.
Syracuse, NY 13206 (315) 728-7050

Health Republic Insurance of New York



Health Republic Insurance of New York is a nonprofit health insurance CO-OP (Consumer Operated and Oriented Plan) established under the Affordable Care Act to expand affordable healthcare options for all New Yorkers. High-quality plans are available to individuals and small groups, both on exchange and off, throughout the state.

Steve Ornella
www.healthrepublicny.org
30 Broad St.
New York, NY 10004 (888) 990-5702

i3Activate, LLC

i3Activate, LLC is a consulting, coaching and training company for innovative, values-driven organizations. i3Activate uses progressive methods to activate and inspire innovation, build organizational agility and collective leadership capacity, and to accelerate triple bottom line results.

Melissa O'Mara
www.i3activate.com
6028 Quail Ridge Drive
Tully, NY 13159 (315) 427-0263

Mizu Japanese Steakhouse

Come experience a flavor of the east at Mizu Japanese Steakhouse, featuring private rooms and 14 hibachi tables. Mizo's sushi bar artistically prepares fresh sushi, sashimi and rolls to satisfy any craving.

The full bar provides fine wines, cocktails, domestic and imported beers.
Jay Chan
www.mizuus.com
2841 Erie Blvd. E.
Syracuse, NY 13224 (315) 445-5686

National Fire Adjustment Co., Inc.



When you suffer a loss, contact a professional National Fire Adjustment Co. adjuster. NFA is represents policyholders only. Its trained staff includes building estimators, contents estimators and certified public accountants. NFA will assist in claims due to fire, water damage, windstorm, explosion or other insured perils. Seven days a week, NFA is there to serve you.

Thomas Niland
www.nfa.com
5850 Court Street Road
Syracuse, NY 13206 (315) 437-7400

Nikos Family Italian Restaurant & Deli

Located in Syracuse's historic Hanover Square, Nikos Family Italian Restaurant & Deli offers more than just pizza and wings. Come enjoy hot/cold subs and sandwiches, soups, pasta entrees, burgers, gyros, haddock sandwiches/dinners and more. Try Nikos' award-winning chicken riggies, which took first place in the Culinary Cruise at Syracuse Winterfest 2014. Corporate accounts and party trays available. Catering available seven days a week.

Philip Alibrandi
www.mynikos.com
135 E. Water St.
Syracuse, NY 13202 (315) 475-7000

Nurse Connection Staffing, Inc.

Nurse Connection Staffing provides quality nursing staff to long-term care facilities including nursing homes, correctional facilities, assisted living facilities, government facilities and school districts.

Charles Harkola
www.nurseconnectionstaffing.com
118 Jarrett Drive
Syracuse, NY 13219 (315) 530-3680

PaperWorks Industries



PaperWorks Industries, Inc., is a leading, North American, integrated full-service packaging provider. Founded in 2008, it is headquartered in Philadelphia, and is home to more than 1,850 employees across 16 North American locations. The two Baldwinsville locations produce packaging solutions for some of the leaders in consumer products including Proctor and Gamble, Clorox, Colgate and Pepsi and employs about 240 full-time employees.

Gail Jewell
www.paperworksindustries.com
8800 Sixty Road
Baldwinsville, NY 13027 (315) 638-4355

Precision Systems MFG., Inc.



Precision Systems MFG. Inc produces machine, fabricated, welded parts and assemblies for commercial and military markets. Company staff has the experience, technologies, continuous improvement and quality practices for demanding prototype and production requirements. Core competencies include: CNC turning/machining, laser cutting, metal forming, welding and fabrication. With strategic partners, additional core competencies include: plating, coating and painting heat treating and dip-brazing.

Ted Jeske
www.go-precision.com
4855 Executive Drive
Liverpool, NY 13088 (315) 451-3480

Rainier Funding Services, Inc.

For more than 20 years Rainier Funding Services has provided equipment financing solutions to New York state businesses. Rainier responds immediately to funding requests for virtually all types of equipment regardless of cost.

Eric Will
www.rainierfunding.com
101 S. Salina St., Suite 1020
Syracuse, NY 13202 (315) 671-8718

St. Laurent Framing & Ironstone Gallery

St. Laurent Framing & Ironstone Gallery is a single source for all art and framing needs. Super cost competitive. Conservation framing, art consultations, photo restorations, large-scale printing and art, delivery and installation. Partnership services for interior designers.

Doug St. Laurent
www.stlaurentframing.com
201 E. Seneca St.
Manlius, NY 13104 (315) 682-2040

NEW PARTNERS continued from page 16

Strategic Accounting Outsource Solutions, LLC



Strategic Accounting Outsource Solutions (SAOS) provides immediate relief from day-to-day accounting hassles. As your back office partner, SAOS works as your internal accounting department offering expert accounting and financial services. Its value-added approach frees clients from accounting and IT administrative duties so they can focus on the business activities that directly drive profits. Contact SAOS today for a free consultation.

Kim Discenza
www.saosllc.com
4384 Gates Road
Jamesville, NY 13078 (315) 380-7099

TCGPlayer.com

TCGPlayer is an online marketplace with a special focus on collectible gaming. By providing players with a variety of sellers to buy from, as well as strategic content, pricing information and local tournaments and events, TCGPlayer provides the best customer experience in this growing industry.

Maribeth Homa
www.tcgplayer.com
State Tower Building
Syracuse, NY 13202 (315) 532-3627

1000 Islands Harbor Hotel

Located on the St. Lawrence River, the 1000 Islands Harbor Hotel has 105 deluxe guest rooms, six luxurious suites, an indoor pool, Jacuzzi, fitness center and concierge. The hotel features the Seaway Grille and 1000 Islands Bar. Professional catering staff can assist in planning your next big event from a destination wedding to corporate retreat. Luxury accommodations on the waterfront.

Todd Buchko
www.1000islandsharborhotel.com
200 Riverside Drive
Clayton, NY 13624 (315) 686-1100

325 Productions

325 productions is a production company that focuses on film, animation, graphic design and website-based storytelling located in Syracuse.

James Domroe
www.325productions.com
113 Otisco St.
Syracuse, NY 13204 (315) 395-0996

Upstate Printing, Inc.



Printing, mailing and marketing from A TO Z. Founded in 1996.

Paul Vinciguerra
www.upstateprinting.com
214 Solar St.
Syracuse, NY 13204 (315) 475-6140

USA Mobile Drug Testing of the Empire State

USA Mobile Drug Testing of the Empire State is a locally owned and operated office of a national company specializing in drug and alcohol compliance and testing.

Sean Cullen
www.usamdt.com/empirestatecny
960 State Fair Blvd.
Syracuse, NY 13209 (315) 214-4800

Zounds Hearing of CNY



Zounds' breakthrough technology fulfills a father's promise and the solution for hearing aid users around the world. Zounds was founded by Sam Thomasson, an engineer and entrepreneur. Thomasson is the father of a hearing-impaired daughter and has witnessed the problems associated with today's hearing aids. ZOUNDS Hearing of CNY provides "Hearing Aids Worth Wearing™" to Central New York.

Ken Samuelson
www.zoundsny.com
3212 Erie Blvd. E.
DeWitt, NY 13214 (315) 449-0545

SPEED NETWORKING

More than 40 people attended a recent CenterState CEO Speed Networking event, hosted by Empower Federal Credit Union.

CenterState CEO's Speed Networking events are a great opportunity to network in a small group setting. Attendees also share their one- to two-minute pitch.

Tim Horton's provided refreshments for the event. Check www.centerstateceo.com/events or contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com for future networking opportunities.



"This was the single best business networking event that I have ever attended. Within a couple of hours I made several great business connections with companies that I now have mutually beneficial relationships with."

Mark Curley, Edward Jones Investments

EVENTS

Register online at www.centerstateceo.com/events

Economic Forecast Breakfast

January 15, 2015

7:30 a.m. Registration
8 a.m. Breakfast & Program
Convention Center at Oncenter

Join hundreds of CenterState CEO members, local and regional business leaders and elected officials for:

- An outlook on the 2015 economy, presented by Rob Simpson, president, CenterState CEO, and Rebecca Dernberger, vice president and general manager, Manpower Inc.'s Northeast Division, with insight into emerging workforce trends.
- A copy of the 2015 Economic Forecast Report, compiled with input from CenterState CEO members and Manpower, Inc.

Cost: \$35 for members; \$45 for non-members. Table of 10 for members \$300; table of 10 for non-members \$400. Ticket includes a full, hot breakfast.

Register at www.centerstateceo.com/events or contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.

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CORPORATE SPONSORS:



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MEDIA SPONSORS:



Executive Leadership Development Series Information Session, January 9

Columbia College of Missouri - Hancock Field, 6796 Townline Road, Syracuse
9 a.m.

The Executive Leadership Development Series helps rising managers and executives reach the next level by enhancing critical thinking, communication and empowerment skills. Learn more about this member-only program presented by Columbia College of Missouri – Hancock Field, with curriculum support from the Whitman School at Syracuse University, Le Moyne College, Empire State College, University College, and Leadership Greater Syracuse.

Meeting cost: Free. For more information contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.

Business Before Hours at Metro Fitness, January 28

Metro Fitness, 205 S. Salina Street, Syracuse

8 to 9:30 a.m.

Join CenterState CEO and Metro Fitness Club for this exciting before-hours event. Learn how Metro Fitness can get you fitness ready for 2015 at this coffee and networking event. Bring your business cards and a friend and connect with other local businesses.

Cost: \$10 for members; \$20 for non-members. For more information contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.



Digital Marketing Seminar, February 10

The Tech Garden, 235 Harrison St., Syracuse

8:30 to 10 a.m.

Join CenterState CEO and Syracuse Media Group to discuss the dramatic shifts happening in the marketing industry and how your company can innovate to stay ahead of the trends. Presented by Advance Digital's Corporate Training Director, Jeanie Enyart, the session covers social media, content marketing, digital marketing, search engine optimization, audience targeting and more.

Cost: \$10 for members; \$20 for non-members. For more information contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



A TASTE OF THE SOUTH PACIFIC FALL TRIP: INFORMATION SESSION, FEBRUARY 4

CenterState CEO's next exciting trip: A Taste of the South Pacific is scheduled for November 29 to December 13, 2015.

The 15-day trip includes tours of:

Cairns, the Great Barrier Reef, Tjapukai Aboriginal Cultural Park, Hartley's Crocodile Farm, Sydney, Sydney Opera House, Sydney Harbor Cruise and Fiji.

The trip includes first-class and deluxe hotel accommodations, 16 meals (10 breakfasts, one lunch and five dinners)

as well as roundtrip airfare from

Syracuse Hancock International Airport.

Rates are: \$5,399 for a double; \$6,479

for a single; and \$5,349 for a triple. Book now for discounted rates: \$4,999 for a double; \$6,079 for a single; and \$4,949 for a triple.

Learn more about this once-in-a-lifetime experience at an **informational session on February 4 at 5:30 p.m. at the Maplewood Inn & Suites on 7th North Street, in Liverpool. Please RSVP at 315-701-2648** to attend the meeting. For additional information on the trip, please contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com



Sydney Harbour Bridge, Australia

MEMBER MILESTONES

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

80 YEARS

KPMG LLP

55 YEARS

JPMorgan Chase

Lockheed Martin MST

M. Lemp Jewelers

Raymour & Flanigan Furniture

50 YEARS

Haylor, Freyer & Coon, Inc.

King & King Architects

35 YEARS

Eastwood Litho, Inc.

Piaker & Lyons, CPAs

Robertson-Strong-Apgar Architects, PC

Tindall Funeral Home, Inc.

Zausmer-Frisch, Scruton & Aggarwal

30 YEARS

Benefit Consulting Group, Inc.

25 YEARS

Peters & Associates, CPAs, PC

15 YEARS

Borio's Restaurant

Cayuga Lake Wine Trail

CrestHill Suites

iHeart Media Inc.

LAMAR ADVERTISING

10 YEARS

AT&T Premier Technologies

Sanico Corporation

Woodcock & Armani

5 YEARS

Baringer & Associates, LLC

CNY Sedan Services Inc.

North Point Technology, LLC

Roth North America

Salt City Taxi & Transport Inc.



learn more at
MemberAdvantageNY.com

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 utilizing the "discount" incentive for fellow CenterState CEO members. Visit the "Discounts" page often to see what's new. **New this month:**

Perimetek Pest Management

5858 East Molloy Road, Suite 122

Syracuse, NY 13211

315-698-3921

www.perimetek.com

Perimetek is well versed in regional pest issues, using a customized, holistic approach for each unique situation. Perimetek prides itself on friendly, knowledgeable service for your home, managed property, restaurant or food processing facility.

Discount: CenterState CEO members receive 10 percent off a complete rodent service for new residential customers, free commercial inspection and estimate plus 10 percent off initial service for commercial customers signing a new annual service agreement. Offer expires March 31, 2015.

Pro-Tech Mechanical Co., LLC

8467 Caboose Circle

Cicero, NY 13039

315-430-2653

www.pro-tech-hvac.com

Locally owned, Pro-Tech values customer satisfaction over salesmanship. Over 40 years of experience servicing all commercial and residential heating, air conditioning and refrigeration systems. NYSERDA and National Grid incentives available.

Discount: CenterState CEO members receive 10 percent off any commercial or residential seasonal service, repair or installation. Offer expires March 31, 2015.

1000 Islands Harbor Hotel

200 Riverside Drive

Clayton, NY 13624

315-686-1100

www.1000IslandHarborHotel.com

The 1000 Islands Harbor Hotel is located on the St. Lawrence River with 105 deluxe guest rooms, six luxurious suites, indoor pool, Jacuzzi, fitness center and concierge. The hotel features Seaway Grille and 1000 Islands Bar. Professional catering staff can assist planning your next big event from destination wedding to corporate retreat.

Discount: CenterState CEO members can book the romance package, which includes overnight accommodations, a bottle of champagne, chocolate-covered strawberries, rose petal turn-down service and breakfast for two for \$189. Offer expires April 30, 2015.

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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