

## CENTERSTATE CEO ANNOUNCES 15 BUSINESS OF THE YEAR FINALISTS

2



Community Grid Plus:  
Expanding the I-81  
Conversation Beyond  
the Highway

CenterState CEO congratulates 15 member businesses and organizations for their outstanding achievements during the past year. CenterState CEO's Business of the Year finalists were selected from a highly competitive pool of nominations.

"We are proud to honor these member businesses for their outstanding success and the role they play in strengthening the region," said Robert Simpson, president, CenterState CEO. "During the last year, these companies have excelled in creating jobs, making new investments and engaging with the community."

**A single company or organization will be recognized in each category at CenterState CEO's 2019 Annual Meeting on April 24**, for its commitment to growth, improving the community and creating tangible effects on the area's economy. This year's event theme, "Lead with Intention" will examine how businesses and communities can evolve to create transformational change, and maximize business success and human potential at all levels.

**Purchase tickets at [www.centerstateceo.com/annualmeeting](http://www.centerstateceo.com/annualmeeting) or by contacting Lisa Metot at 315-470-1800. Doors open at 11:30 a.m.; program begins promptly at noon.**

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### More Than 50 Employees

**Haylor, Freyer & Coon, Inc.**

**Knowles Precision Devices**

**Thompson & Johnson Equipment Co., Inc.**

### Less Than 50 Employees

**CBD Companies of CNY, LLC**

**Gardner & Capparelli CPAs, LLP**

**Northeast Information Discovery, Inc.**

### Community Involvement

**Loretto**

**SRC, Inc.**

**UPS**

### Nonprofit

**Nascencia Health, Inc.**

**RedHouse Arts Center, Inc.**

**YMCA of Greater Syracuse, Inc.**

### Minority-owned Business

*(in partnership with the Upstate  
Minority Economic Alliance)*

**Citronelle**

**NJ Jones Plumbing, LLC**

**Xeo Air, Inc.**

3



Northside Partners  
Collaborate to Advance  
Women's Wellness  
Center

3



UMEA Focuses on How  
Opportunity Zones  
Can Impact Minority  
Communities

14



CenterState CEO Events



Keynote Speaker:  
**Tony Bond**,  
Chief Innovation Officer,  
Great Place to Work

## CenterState CEO Annual Meeting

**Wednesday, April 24**

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

**The Oncenter**

**Join the region's largest annual gathering of business leaders;  
featuring the prestigious Business of the Year awards.**

**Register by April 17**

**[www.centerstateceo.com/annualmeeting](http://www.centerstateceo.com/annualmeeting)**

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# COMMUNITY GRID *PLUS*: EXPANDING THE I-81 CONVERSATION BEYOND THE HIGHWAY



For the better part of a decade this community has been steeped in information on the future of Interstate 81. As the community waits for the New York State Department of Transportation to release its DEIS report, it is clear that each of the proposed alternatives, as currently presented, will have both positive and adverse impacts on individual stakeholders across the region. This reality — as well as years of study and direct engagement by CenterState CEO’s board, staff and I-81 Committee — has shaped CEO’s approach to more broadly advocate for a series of investments and enhancements to make the selected option work for as many of the region’s residents and businesses as possible: the **Community Grid Plus**.

CenterState CEO believes the Community Grid option provides the best foundation to achieve the values it defined at the onset of the current NYSDOT design phase, while advancing the region’s economic development goals and aspirations for the future. However, CEO recognizes that no single solution will fully or adequately address each and every concern or opportunity surfaced to date.

The Community Grid *Plus* plan, overwhelmingly endorsed by CenterState CEO’s board of directors, offers 10 points of enhancement to the current Community Grid option, including recommendations to address many of the legitimate concerns CEO has heard throughout this process in order to make the Community Grid work for more people, and find common ground among a broader range of regional stakeholders.

On a high level, the Community Grid *Plus* solution calls for:

- A comprehensive investment in modern public transit, including bus rapid transit, in parallel with any decision on I-81.
- More significant improvements to the I-481 corridor than those presented by NYSDOT, and urges other key enhancements, such as improvements to Bear Street in the Inner Harbor.
- An economic mitigation fund for affected stakeholders and municipalities to prepare for the project’s potential effects on local businesses.
- A locally led revitalization commission to ensure the redevelopment projects are inclusive, with strong MWBE and local participation, and to encourage mixed-income projects.
- The highest quality design consistent with its urban setting.
- A coordinated regional approach to shift truck traffic away from towns, villages and the community’s drinking water.
- Revisiting the elimination of New York State Thruway tolls in the Syracuse area, among others.

As CenterState CEO advocates for this Community Grid *Plus* solution, it pledges to work cooperatively with the state, local municipalities, and affected businesses on a comprehensive solution for the region; and it also urges the NYSDOT and the Federal Highway Administration to advance this solution as quickly as possible.

The Community Grid *Plus* plan is not a complete list of points of common ground. Rather, it is a renewed attempt at open dialogue, and a commitment from CenterState CEO to continue working with all stakeholders who are interested in moving beyond entrenched positions about a singular highway solution to achieve a better, long-term outcome for the region.

**Read Community Grid *Plus*: 10 Points of Enhancement at <http://bit.ly/ComGridPlus>**

## FEATURED STORIES:

Community Grid <i>Plus</i> : Expanding the I-81 Conversation Beyond the Highway .....	2
Northside Partners Collaborate to Advance Women’s Wellness Center.....	3
UMEA Focuses on How Opportunity Zones Can Impact Minority Communities .....	3
Northland Supports Entrepreneurial Growth with Increased Bandwidth at TTG.....	5
GENIUS NY Finals Night, April 9 – Who will Win \$1M?.....	5

NUIAIR Seals 16th Partnership to Advance UAS Commercial Integration Efforts.....	6
CenterState CEO is Named a Best Company to Work for in New York.....	9
Spectacular South Africa in the Books; America’s Canyon Country up Next.....	10
Speed Networking at TERACAI.....	10
Oswego County Restaurant Week Increases Seasonal Turnout.....	11
GOFCC Plans Project Bloom and Farmers Markets.....	11

## MEMBER NEWS:

Member Milestones .....	4
Economic Champion .....	7
Member Essentials.....	12
CenterState CEO Ambassadors.....	12
New Partners.....	13

## DEPARTMENTS:

The Tech Garden.....	4
Downtown Committee.....	8
Visit Syracuse .....	9
Events.....	14

# NORTHSIDE PARTNERS COLLABORATE TO ADVANCE WOMEN'S WELLNESS CENTER

CenterState CEO's Northside Urban Partnership (Northside UP) is supporting the launch of a new women's wellness center on Syracuse's Northside. The project began when Northside UP helped facilitate dialogue between St. Joseph's Health and neighborhood residents — exploring how to improve health and wellness among community members. The dialogues revealed an alarming trend in which women felt isolated in their homes and unable to access outlets for exercise. Northside UP and St. Joseph's Health came away from these conversations committed to better understanding and affecting this dynamic.

In 2017, a grant from Trinity Health enabled St. Joseph's Health, Northside UP, M.S. Hall and Associates, LLC and a group of neighborhood stakeholders, to perform intensive research, community engagement and a market study. Working with women from diverse ethnic and socio-economic backgrounds demonstrated a need and desire for a welcoming, culturally appropriate space focused on health and wellbeing. The process ultimately revealed an opportunity to create a neighborhood-based, women's-only wellness space that includes fitness equipment, programming and onsite childcare.

Northside UP and its partners have identified a Northside location for the center and are developing initial architectural designs. The team has also engaged the YMCA of Greater Syracuse as the potential lead operating partner for the space.

**Northside UP and its partners will share a presentation about the new center at 4:30 p.m., Wednesday, April 10, at the OneGroup Center** (706 N. Clinton St., Syracuse). Community stakeholders are invited to learn more and get involved. The presentation

will be followed by a networking reception where partners and stakeholders can connect. To learn more, please contact Lisa Metot at 315-470-1870 or [Imetot@centerstateceo.com](mailto:Imetot@centerstateceo.com).



A view of the proposed exercise room at the new women's wellness center on Syracuse's Northside.

# UMEA FOCUSES ON HOW OPPORTUNITY ZONES CAN IMPACT MINORITY COMMUNITIES

With the creation of new economic opportunity zones as a result of federal tax code changes, there are increasing opportunities for minorities and others to capitalize on the new federal tax code incentive. Opportunity Zones were established by Congress in the Tax Cuts and Jobs Act of 2017, which states investment of capital gains in specially designated distressed areas as defined by each state's governor would be considered tax-exempt after a pre-determined period of time. This has the potential to spur investment in dilapidated and deteriorating neighborhoods.

By strategically planning and investing in economically depressed areas, opportunity zones could create pathways to wealth through real estate development. As 40 percent of the wealth in the community is derived from real estate, the Upstate Minority Economic Alliance (UMEA) has been faithful in its advocacy for the advancement of development projects through the Regional Economic Development Council by securing more than \$3 million in awards for UMEA members during the past 18 months.

Purchase of the Richmark building, within an Opportunity Zone in Syracuse, by Laura Cueva of Interior Innovations will add substantial economic impact to the east side of Syracuse. The project infuses more than \$1 million in local investment to that area of the city and brings six to 10 new employees. The building is Interior Innovations' fourth location and will also be home to several complementary businesses.

Learn more about Innovation Interiors at [www.iicontractfurniture.com/about.html](http://www.iicontractfurniture.com/about.html).



The Richmark building, located at 1641 E. Genesee St., in Syracuse, is a designated Opportunity Zone and the future home of Interior Innovations.



Laura Cueva, president, Interior Innovations. The company's certifications include: NYS Certified Minority Business Enterprise and NYS Certified Woman-Owned Business Enterprise.

## TTG Brings Ideation Workshop to SUNY Oswego

The Tech Garden's Ideation Workshop traveled north to SUNY Oswego's first Penfield Library Grand Challenges Make-athon. The workshop took place before the make-athon for students to learn how ideas are made, assessed and realized into sustainable businesses. It also explored and demonstrated topics including brainstorming, problem identification, self-awareness, idea selection, validation and concept development.

The make-athon encouraged students to develop teams and find creative solutions to the college's Grand Challenge of Fresh Water for All. The make-athon was modeled after hack-athons where participants work together for a limited time period to brainstorm and create a project.

Looking ahead, The Tech Garden plans to customize the Ideation Workshop for more colleges and universities around the region. Learn more at [www.thetechgarden.com](http://www.thetechgarden.com).



Caitlin Moriarty, learning experience design manager at The Tech Garden, leads students through the steps of creating and cultivating a great idea.

## Edison Innovative Power Selected for New York State Clean Energy Internship Program

Edison Innovative Power LLC (EIP), a TTG member and Clean Tech Center participant, recently announced it has been selected for the New York State Clean Energy Internship Program.

The program, funded by the New York State Energy Research and Development Authority, prepares the next generation of clean energy workers through internships for students and recent graduates at New York state's clean energy companies.

Three interns will join EIP for 36 weeks this year to work alongside engineers and product teams at the high-voltage manufacturing startup. Additional funding is possible through 2024.

EIP creates high-voltage power conversion and waveform delivery technologies that enable new advanced systems and significant improvements to existing products. By developing new technologies in high-voltage components, processes and topologies, EIP is establishing new levels of capability and reliability.



## MEMBER MILESTONES

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

### 55 YEARS

**D.J. Giancola Exports, Inc.**

### 35 YEARS

**Spectrum Enterprise**

### 30 YEARS

**C.R. Fletcher Associates, Inc.**

### 25 YEARS

**AXA Advisors, LLC**

### 20 YEARS

**COR Development Company, LLC**

### 15 YEARS

**Granger Construction Company, Inc.**

### 10 YEARS

**Onondaga County Real Estate Investors Club**

**The Summit Federal Credit Union**

**CNY SERVICE Home Team @Keller Williams  
Syracuse**

**B2B Printing, Inc.**

**The Hearth on James**

### 5 YEARS

**Lyft**

**Speech Family Candy Shoppe Inc.**

**R.F. Esposito, Inc.**

**Brine Wells, Inc.**

**Prista Technologies, LLC**

**Professional Tradesmen, Inc.**

**Euphony, Inc.**

**Full Circle Feed**

**Scherzi Systems**

**WISE Women's Business Center**

**Cut to the Chase**

**Sunoco, Inc - Fulton Ethanol Plan**



# NORTHLAND SUPPORTS ENTREPRENEURIAL GROWTH WITH INCREASED BANDWIDTH AT TTG

Central to the GENIUS NY accelerator experience is intentional integration with the local business community. As the GENIUS teams ultimately graduate from the accelerator into the business community, building partnerships, making new business connections, and gaining exposure to collaboration opportunities are integral to their growth.



As part of those efforts, the GENIUS NY 2.0 teams recently shared updates on their business growth with CenterState CEO Investors, as well as their company needs for success. The quarterly Investor Meeting provided an opportunity for CenterState CEO members to further engage with the teams and find out what it will take for them to stay and be successful in CNY.

The teams all acknowledged that The Tech Garden's broadband was holding them back. Maureen McCarthy Tracy, director of Community Relations at Northland Communications and a CenterState CEO board member in attendance, was impressed with the GENIUS NY teams, their products and services, and their collective impact on the region's unmanned aerial systems industry. Eager to assist, Northland immediately reached out to CenterState CEO to proactively upgrade The Tech Garden's bandwidth from 200MBps to 1GBps. The improved bandwidth now supports the continued growth of the GENIUS NY teams as well as other entrepreneurs contributing to the CNY economy.

"GENIUS NY focuses on bringing together promising UAS startups that are shaping the future of Central New York and the Mohawk Valley," said McCarthy Tracy. "In turn, Northland focuses on providing the best fiber network that falls in line over the corridor from Griffiss Business and Technology Park in Rome, NY, to Syracuse. Having such a vast network provides redundancy and security that is the best in the area and services new businesses can trust. When area businesses partner with each other, our region can help innovators prosper and keep CNY growing in exciting new ways."

Northland Communications is a local, third-generation family owned company, providing voice, data and equipment solutions to businesses in Central New York. Learn more at [www.northland.net](http://www.northland.net).

## GENIUS NY FINALS NIGHT, APRIL 9 – WHO WILL WIN \$1M?

GENIUS NY is the largest business accelerator for unmanned systems in the world. On Tuesday, April 9, 5 to 9 p.m., five drone startups will compete at the Marriott Syracuse Downtown for the GENIUS NY grand prize of \$1 million. Each company will have 10 minutes to pitch its product/service to a panel of judges before a live audience, followed by a five-minute question and answer period.



GENIUS NY

The exciting night will also include: additional \$500,000 awards; remarks by CenterState CEO President Rob Simpson and Syracuse Mayor Ben Walsh; emcee Jeff Kulikowsky of NewsChannel 9; and networking opportunities for Central New York startups and the business community.

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# NUAIR SEALS 16TH PARTNERSHIP TO ADVANCE UAS COMMERCIAL INTEGRATION EFFORTS

The Northeast UAS Airspace Integration Research Alliance (NUAIR), a coalition of New York and Massachusetts aerospace and academic institutions, has signed a collaboration agreement with Measure, a leading aerial intelligence company that provides streamlined operations and program oversight businesses need to scale their drone programs and realize the transformative benefits of aerial intelligence. Measure is working with NUAIR to bring its proven world-class commercial operations to the region to support NUAIR's mission to safely integrate unmanned aerial systems (UAS) into the national airspace system. This partnership will enhance commercial support inspections, public operations and consulting capabilities at the New York UAS Test Site at Griffiss International Airport.

"Measure is joining a cohort of world-class companies with capabilities that include surveillance, remote identification, UTM certification, operations center integration and control; and who are focused on developing the New York UAS Test Site into a global-use facility," said Major General Marke F. "Hoot" Gibson (ret), chief executive officer of the NUAIR Alliance. "We look forward to working with Measure to deploy its industry-leading operational platforms to take our capabilities to a new level."

Measure will establish on-site operations in May. Its comprehensive software solution, specialized data engineering team, and highly skilled flight operations, will help NUAIR advance its test site, making it safer and easier to operate UAS, automate data capture and workflows, and manage thousands of flights.

NUAIR will support Measure with its commercial integration efforts in Central New York, connecting them with local businesses, with a focus on utility companies looking to start UAS operations in the region. NUAIR and Measure will work side-by-side to establish relationships, facilitate business development and growth in the area.

This partnership supports and builds on a \$30 million investment announced by New York State Gov. Andrew M. Cuomo to develop the 50-mile flight traffic management system between Syracuse and Griffiss International Airport, in Rome, New York to advance the burgeoning UAS industry as part of the "CNY Rising" initiative.

The NUAIR Alliance manages one of seven FAA designated UAS test sites in the country. The organizations are strategically aligned in their efforts to build public and private partnerships to advance leading edge UAS and UTM technologies, and create a hub for the industry that will attract investments and business development.



Major General Marke F. "Hoot" Gibson (ret), chief executive officer of the NUAIR Alliance (right), and Brandon Torres Declet, co-founder and CEO of Measure, seal their new partnership.



## Thales Performs Remote ID Testing

Thales, a global leader in air traffic management, was at the NY UAS Test Site recently testing its Remote ID capabilities. Remote ID is like an electronic "license plate" for drones. It links the operator to the vehicle and the vehicle to the unmanned traffic management ecosystem. Perfecting this technology will make sure every vehicle in the air (manned or unmanned) knows where each other is, as well as the people on the ground monitoring the airways. Learn more at [www.thalesgroup.com/en](http://www.thalesgroup.com/en).

**THALES**

# CENTERSTATE CEO ECONOMIC CHAMPION

## WellNow Urgent Care

WellNow Urgent Care – one of New York’s fastest-growing providers of immediate medical care – opened three new Central New York locations in 2018 and grew by approximately 45 employees. With this growth, it continues to research and evaluate new, cutting-edge medical devices to further expand its treatments for non-life-threatening injuries and illnesses. Most recently, the walk-in facility has begun offering two tools to screen, assess and monitor mild head injuries at the Liverpool location: ClearEdge® and BrainScope® One.

“With these new state-of-the-art tools, WellNow Urgent Care is helping patients understand the degree of their injuries along with the appropriate treatment and next steps available thanks to the objective data generated,” said WellNow Urgent Care President John Radford, MD.

Depending on the age of the patient and the type of injury, WellNow will determine which of two tools should be used. Both tools are covered by most insurance and administered seven days a week with no appointment needed.

ClearEdge uses technology – developed in collaboration with SUNY Upstate Medical University in Syracuse, New York – to capture objective data through two assessments of patients ages 8 to 18. BrainScope One assesses patients between the ages of 18 and 65 and uses an initial ECG followed by two neurocognitive function tests to assess patients.

Both devices are part of WellNow’s commitment to providing Central New York with quick, convenient and high-quality medical care. All facilities are open seven days a week, with no appointment needed and online check-ins available. Learn more at [www.WellNow.com](http://www.WellNow.com).

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.



WellNow Urgent Care locations are open seven days a week with no appointment needed.



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## Flower Power

Next month, 335 hanging flower baskets, adorned with pink and purple petunias from Oliver B. Paine Greenhouses — a Downtown Farmers Market vendor — will dress downtown's streets, bringing a visible sign of the start of the summer season. Support the beautification work of the Downtown Syracuse Foundation and plant your own seeds of vibrancy by sponsoring a hanging flower basket (or several!). Each \$50 tax-deductible donation sponsors one flower basket for the 2019 season. Checks may be mailed to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or paid by credit card at <http://downtownsyracuse.com/flowers>.



## Volunteer Opportunities!

### Downtown Clean-Up for Earth Day

Saturday, April 27

There's still time to sign up to brighten the entrances to downtown Syracuse and help give it a spring cleaning. Last year, nearly 400 volunteers signed up for the annual Earth Day Clean-Up. Individuals, families, companies or groups of friends who would like to get involved should contact the Downtown Committee at [mail@downtownsyracuse.com](mailto:mail@downtownsyracuse.com) or 315-422-8284. The Downtown Committee will supply gloves, trash bags, green T-shirts and lunch!



The Community Foundation of Central New York was one of about a dozen downtown organizations to get involved with the Earth Day Clean-Up last year.

### Partners in Planting

For those who can't participate in the Earth Day Clean-Up, but want to get involved in beautification efforts, check out the Partners in Planting Program. The program, now in its fifth season, combines downtown beautification with employee engagement. So far, State Tower has agreed to support beautification in Hanover Square. For more information on how to join the effort, please visit <http://downtownsyracuse.com/flowers> or call 315-422-8284.



### Save the Date: Downtown Living Tour

11 a.m. to 4 p.m., Saturday, May 18

Don't miss this exciting event that showcases some of the coolest examples of urban living in downtown Syracuse and nearby neighborhoods. Tickets are \$12 advance sale, \$15 day of (purchased at Tour Headquarters, 300 E. Washington St.) and go on sale this month at <http://downtownsyracuse.com/DowntownLivingTour>. This link also previews all the stops.



The Downtown Committee welcomes volunteers to help staff the Downtown Living Tour. Each shift is 2.5 hours. Volunteers receive a free ticket to enjoy the tour and a free T-shirt. Send an email to [mail@downtownsyracuse.com](mailto:mail@downtownsyracuse.com) and let the Downtown Committee know you're interested.



Like the Downtown Committee on Facebook (**Downtown Syracuse**), follow them on Twitter (**@downtownSYR**) or like them on Instagram (**@downtownsyracuse**). Join the conversation with the hashtag, #MyDowntownSYRstory.





## Partners in the Tourism Industry

The tourism landscape in Central New York is alive and thriving. With several partners that have similarly focused missions, including the Greater Syracuse Hospitality Tourism Association (GSHTA) and the New York State Hospitality and Tourism Association (NYSH&TA), the tourism industry is a stable economic component in the Syracuse area.

Take advantage of these two wonderful organizations with missions dedicated to keeping the community up-to-date on industry relations and to continually lead the industry through their many resources.

In honoring their missions, these organizations provide resources for current hospitality professionals as well as aspiring hospitality professionals. GSHTA and NYSH&TA both offer scholarships to students pursuing an education in the hospitality management field.

Didn't think your tourism career could be in Central New York? Think again. With more than 100 hotels in the county, countless restaurants and exciting attractions, there are many opportunities to get hands-on involvement in your hometown, which is a leisure travel and business travel destination.

For more information on scholarship requirements and deadlines or to learn more about joining GSHTA or NYSH&TA, please visit the GSHTA page on [www.visitsyracuse.com](http://www.visitsyracuse.com) or [www.nyshta.org](http://www.nyshta.org).



## CENTERSTATE CEO IS NAMED A BEST COMPANY TO WORK FOR IN NEW YORK

CenterState CEO is pleased to announce it has been selected as one of the "2019 Best Companies to Work for in New York" by the New York State Society for Human Resource Management (NYS-SHRM) for its outstanding achievements in employee engagement for small employers with 15 to 99 U.S. employees.

CEO is one of 26 employers honored in the small employer category. Companies are selected based on a two-part survey about workplace practices and policies, and employee engagement and satisfaction.

"At CenterState CEO, our board and staff are focused on continuous improvement. Through the insights gained in the survey, we are better able to develop new policies, programs and procedures to enhance CenterState CEO and make it a premier employer," said CenterState CEO President Rob Simpson. "We are proud to be recognized by NYS-SHRM for the second consecutive year with this prestigious award. We attribute our success to our employee's commitment to our mission and making our office such a great place to work."

The "Best Companies to Work for in New York" rankings will be announced in Albany on April 24. A special publication will profile all the winning organizations and their unique employment perks.

The 2019 Best Companies to Work for in New York awards are a partnership of NYS-SHRM, The Business Council of New York, Best Companies Group and BridgeTower Media. Learn more at [www.BestCompaniesNY.com](http://www.BestCompaniesNY.com).



### CenterState CEO Congratulates Members Named as 2019 Best Companies to Work for in New York

Small Employers (15 to 99 U.S. employees)

**Housing Visions Unlimited**

Medium Employers (100 to 249 U.S. employees)

**Hancock Estabrook, LLP**

**Terakeet**

**The Hayner Hoyt Corp.**

Large Employers (More than 250 U.S. employees)

**Nascentia Health**

**Saab**

# SPECTACULAR SOUTH AFRICA IN THE BOOKS; AMERICA'S CANYON COUNTRY UP NEXT

Twenty-nine people joined CenterState CEO on a trip of a lifetime to South Africa. The trip offered first-hand insights into the new South Africa during the nation's 25th year post-apartheid. Key points in the struggle to form its new government included pivotal sites in Johannesburg and the Soweto Township. From there, the group went on safari in Kruger National Park, where they encountered the country's wildlife up close, including South Africa's "big five" — elephants, rhinos, lions, buffalo and leopards. The trip continued to South Africa's Knysna region with spectacular views of the Indian Ocean before ending in Cape Town with visits to the Winelands region, Table Mountain and the Atlantic coast. The group experienced rich culture and engaged with people throughout the country while enjoying South African cuisine and wines, discussing history, business, the nation's challenges and its hopeful future.



At Kruger National Park, the group enjoys an incredible up-close experience with elephants and other wildlife inside the globally renowned sanctuary.



CenterState CEO travelers enjoy spectacular views of Cape Town, the Atlantic Ocean and Robben Island from Table Mountain.

**CenterState CEO's next adventure heads to America's Canyon Country in Arizona and Utah, September 11 to 18.** Highlights include Scottsdale, Oak Creek Canyon, Kaibab National Forest, the Grand Canyon, Lake Powell, Bryce Canyon National Park, Zion National Park and Las Vegas. The trip includes roundtrip air from Syracuse Hancock International Airport, air taxes and fees/surcharges, hotel transfers and 10 meals. For more information, contact Jennine Lombardi at 315-701-2648 or [jlombardi@nyaaa.com](mailto:jlombardi@nyaaa.com).



The Grand Canyon is one stop among many on the Canyon Country tour in September 2019.

## Speed Networking at TERACAI

Speed Networking — one of CenterState CEO's consistently successful events — encourages members and prospective members to share information, listen, learn, build relationships and form collaborative partnerships. More than 60 people attended Speed Networking at TERACAI in North Syracuse. Salt City Coffee catered the event.

See the events calendar on page 14 for upcoming opportunities to learn and improve your business.



Speed Networking offers coffee, connections, conversation and more.



# OSWEGO COUNTY RESTAURANT WEEK INCREASES SEASONAL TURNOUT

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) launched its first ever Oswego County Restaurant Week, presented by Eagle Beverage, last month. The week-long program featured 33 restaurants and boosted business at Oswego County eateries during an otherwise cold and quiet season.

“Oswego County is home to a variety of great restaurants and accomplished chefs. Restaurant Week is an exciting way to sample the area’s many unique menus at a discounted price,” said GOFCC Executive Director Katie Toomey. “These restaurants add a unique character and charm to our communities. By dining out, patrons supported their friends and neighbors, and small businesses in our community.”

Sponsors of the event were Presenting Sponsor: Eagle Beverage; Supporting Sponsor: Oswego County Federal Credit Union; Media Sponsors: The Valley News, The Palladium Times, Downtown Digital Group, News Channel 9, iHeartOswego and Galaxy Media/KROCK.



Cheers! The Greater Oswego-Fulton Chamber of Commerce celebrates Oswego County Restaurant Week with CenterState CEO's business development team.

# GOFCC PLANS PROJECT BLOOM AND FARMERS MARKETS

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) is gearing up for two popular annual community events, Project Bloom and The Oswego-Fulton Farmers Markets.

Each year the flowers seen in downtown, city park gardens and hanging flower baskets around Oswego and Fulton are made possible by sponsors and GOFCC's Volunteer Committee. This spring, Pathfinder Bank is the first Presenting Sponsor of Project Bloom and will rally its employees to beautify the cities of Oswego and Fulton.

The Oswego-Fulton Farmers Markets, presented by Oswego Health, will begin in June. Patrons can attend the **Oswego Market 4:30 to 8 p.m. each Thursday**, enjoy live entertainment, pop in to local shops and eateries, and enjoy the sunshine. Kick off your weekend by strolling through the **Fulton Market 8 a.m. to noon each Saturday** by enjoying delicious fruits and vegetables, artisanal baked goods and more.

Learn more about Project Bloom or how to become a vendor at the Oswego-Fulton Farmers Markets by contacting [sbroadwell@oswegofultonchamber.com](mailto:sbroadwell@oswegofultonchamber.com).



Project Bloom, presented by Pathfinder Bank, and the Oswego-Fulton Farmers Markets, presented by Oswego Health, return to the community this year.

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CenterState CEO channel

# MEMBER ESSENTIALS

The city, the Syracuse Housing Authority and the **Allyn Foundation** plan to turn the city's three largest public housing projects into a mixed-income neighborhood.

**United Airlines** to start daily flights from Syracuse to Denver.



**Sunoco Fulton Ethanol Plant** to have new owner.

**Apex Entertainment** and 110 Grill open at **Destiny USA**.

**Bankers Healthcare Group** ranked as a best place to work in fintech according to "American Banker."

**Excellus BlueCross BlueShield** awards hospitals \$5.6 million in 2018 for quality improvements, including Crouse Health, St. Joseph's Health, and Upstate University Health System.

U.S. Navy awards **Lockheed Martin** \$184 million contract to continue providing electronic warfare systems.

The Association of Talent Development (ATD) and CNY ATD recognized several CenterState CEO members as "Champions of Learning," including **AmeriCU Credit Union, Colgate University, Community Bank, N.A., Indium Corporation, National Grid,** and the **Oneida Nation Enterprises**.

**Wegmans** has the best nationwide corporate reputation, according to a poll conducted by Axios and Harris.

**Syracuse Mets** announce Tony DeFrancesco as manager for its inaugural season.



**Le Moyne College** to offer first-ever doctoral degree in executive leadership.

**Cornell University** receives \$1.4 million in federal funding for transportation research.

CNY REDC appoints **SUNY Oswego** President Deborah Stanley as co-chair.

U.S. Army awards **SRCTEC** \$20 million contract.

U.S. Navy selects **SRC** for 10-year SeaPort contract that could be worth up to \$50 billion.

U.S. Air Force awards **AIS** \$48 million cyber technologies contract.

**Hummel's Office Plus** acquires Amsterdam, NY firm.

**Barton & Loguidice** expands Watertown office, adds name to building.

**Berkshire Bank** announces new website launch. **Berkshire Bank** names Jeannine Cimino regional president of Mid-Atlantic Region.



**Housing Visions** opens Ethel T. Chamberlain House in Syracuse after \$8.2 million redevelopment.

Real estate law firm Shulman Grundner Etoll & Danaher, P.C.A to join **Hancock Estabrook, LLP** effective May 1.

**Gardner & Capparelli CPAs** add a CPA and open a Boston office.

"Forbes" ranks **Community Bank** third among top 100 U.S. banks in financial performance.

**Syracuse New Times** to end free distribution, goes to paid, mailed subscriptions.

**Cooley Group, Inc.** is recognized as a winner of the 2019 Best of Print & Digital program by Butler Street Research.

## 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](mailto:sabert@centerstateceo.com).



**Hall of Fame Barbershop**, 120 Walton St. in Armory Square, celebrates its 10th anniversary.



**Cellular Sales** held a grand opening celebration at its new store located in Fairmount at 3705 W. Genesee St.

### Grand Openings

**110 Grill**, Destiny USA, Syracuse

**Far Shot Recreation**, 1003 W. Fayette St., Syracuse

**In Architects**, 239 Water St., Syracuse

### Anniversaries:

**Syracuse Blue Print Co., Inc.**, 825 E. Genesee St., Syracuse, 110th



# NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, co-chaired by Danielle Mensing, Foundation of the Roman Catholic Diocese of Syracuse, and Rita Marble, Pinnacle Employee Services.

## Cellular Sales Verizon Wireless



Headquartered in Knoxville, TN, Cellular Sales was founded in 1993 and has been named to Inc. Magazine's 5000 as one of the nation's fastest-growing privately owned retailers for nine of the past 10 years, something only 0.5 percent of companies on that list achieve. The company employs 7,200 people and operates more than 700 stores nationwide across 41 states. Job seekers may visit [jobs.cellularsales.com](http://jobs.cellularsales.com). For more information on the company, visit [cellularsales.com](http://cellularsales.com).

Katie Jungjohann  
3705 W. Genesee St.  
Syracuse, NY 13219 315-484-5881  
[www.cellularsales.com](http://www.cellularsales.com)

## Erie Canal & Seneca Street Breweries



The Menikheim family owns and operates a craft brewery business. Seneca Street & Erie Canal are farm breweries that source more than half of their ingredients from New York state farms. The breweries also provide financial support to veterans through their partnership with Clear Path for Veterans. The Erie Canal brand has 11 special Erie Canal Bicentennial craft beers to help with the ongoing NYS Erie Canal Bicentennial celebrations. The breweries have won several medals in the NYS Craft Beer Competition for 2017 and 2018.

Robert Menikheim  
8417 Cazenovia Road  
Manlius, NY 13104 315-729-7304  
[www.senecastreetbrewpub.com](http://www.senecastreetbrewpub.com)

## Interior Innovations



Interior Innovations believes that space matters. Properly designed space increases productivity and helps attract and retain the best employees, clients and students. We look at the whole environment and make sure that even practical, cost-effective furniture solutions are part of an overall strategy to create an environment designed to inspire. We educate ourselves on the latest trends and products to ensure practical recommendations and cost-effective furniture solutions that will continue to provide dividends to customers long after the investments are forgotten.

Laura Cueva  
1641 E. Genesee St.  
Syracuse, NY 13210 315-724-1985  
[www.iicontractfurniture.com](http://www.iicontractfurniture.com)

## Metis Consulting Group



Metis Consulting Group is a Manlius, NY-based IT and management consulting firm specializing in data-driven, Internet- and Intranet-based technologies, including web and mobile application development, legacy system integration, database migration and development, e-marketing tools, API and custom software integration, strategic planning and multi-stakeholder facilitation. As a certified B-Corp, Metis earns the respect of colleagues and community through transparent, socially responsible practices. Metis understands that technology is a tool, not an end in itself. Metis believes in building relationships: listening and learning about clients' goals and priorities; identifying clear and concise deliverables, timelines and cost analyses; and providing best practices-supported testing and documentation through a robust, Agile-based methodology. With more than two decades in the IT industry, Metis' team of experienced leaders and leading-edge developers build effective solutions that adapt and scale to meet clients' business needs over time.

Aimee Koval  
Seven Pines Office Park  
Manlius, NY 13104 315-682-0378  
[www.metisconsultinggroup.com](http://www.metisconsultinggroup.com)

## UniFirst Corporation



UniFirst, an industry leading provider of managed uniform and workwear programs throughout the United States and Canada, delivers a range of apparel options from traditional and protective uniforms to corporate casual and executive attire. UniFirst also offers ancillary facility service products to be a single-source value provider. UniFirst is a \$1.7 billion company serving nearly two million uniform wearers at more than 300,000 business customer locations with rental, lease and purchase programs that enhance business images from coast to coast.

Dan Patane  
103 Luther Ave.  
Liverpool, NY 13088 315-472-6247  
[www.unifirst.com](http://www.unifirst.com)

# EVENTS

## CenterState CEO Annual Meeting

Wednesday, April 24

Noon to 1:30 p.m.

The Oncenter, 800 S. State St., Syracuse

Register by April 17 at

[www.centerstateceo.com/events](http://www.centerstateceo.com/events)

or contact Lisa Metot at 315-470-1870 or [lmotot@centerstateceo.com](mailto:lmotot@centerstateceo.com).

### Keynote Speaker

**Tony Bond, Chief Innovation Officer**  
Great Place to Work

Join the region's largest annual gathering of business leaders, featuring the prestigious Business of the Year awards, recognizing companies in five categories:

Member Business  
with less than 50 Employees

Member Business  
with more than 50 Employees

Community Involvement

Nonprofit

Minority-Owned Business

Member cost: \$70 per person; \$700 for a table of 10; \$85 for non-members or \$850 for a table of 10.

### PRESENTING SPONSORS:

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### MEDIA SPONSORS:

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**VISUAL TECHNOLOGIES**

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Register online at [www.centerstateceo.com/events](http://www.centerstateceo.com/events) or call 315-470-1800.

## Religious Accommodations: Know Your Rights and Responsibilities, April 29 to 10 a.m.

CenterState CEO, 115 W. Fayette St., Syracuse

Join CenterState CEO in partnership with the state of New York to learn the legal obligations of employers in providing religious accommodations for employees under New York State law. The session includes an overview of the New York Human Rights Law, and the rights and protections afforded to employees under the law, as well as how to ensure compliance with legal responsibilities and obligations. A Q&A will follow the presentation. Cost: Free; registration required.

## How Will You Take KARE of Your Business in 2019?, April 3

7:45 a.m. registration; 8 to 9:30 a.m. program

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

This Sandler program will help attendees develop a powerful strategy that will identify prospects and clients with one designation – Keep, Attain, Recapture or Expand. Sandler's proprietary KARE model is an invaluable tool that will help prioritize accounts, and apply the specific sales behaviors to enhance sales plans. Learn how to take KARE of business in 2019! Cost: \$15 for members.

## GENIUS NY Finals Night 2019, April 9

4 to 9 p.m.

Marriott Syracuse Downtown, 100 E. Onondaga St., Syracuse

Don't miss GENIUS NY Finals Night, where five exciting drone startup companies will pitch their technologies as they compete for a total of \$3 million in cash prizes, including a \$1 million grand prize and four \$500,000 prizes. The five finalists are developing technologies in the unmanned aerial systems space. Sponsorship opportunities are available. Contact Beth Savicki at 315-470-1800 or [bsavicki@centerstateceo.com](mailto:bsavicki@centerstateceo.com) for more information. Cost: Free; registration required.



GENIUS NY

## Speed Networking, May 9

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

TERACAI, 217 Lawrence Road E., North Syracuse

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

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



TERACAI



## Business After Hours & Member Showcase, Presented By United Airlines, May 16

5 to 7 p.m.

NBT Stadium, One Tex Simone Drive, Syracuse

Network with business leaders at NBT Bank Stadium's Hank Sauer Room and welcome the Syracuse Mets to Syracuse! Don't miss your chance to win two roundtrip tickets on United Airlines.

Cost: \$15 for members; \$25 for non-members. Parking fee is \$5. Registrations are required. Tickets may be picked up at the Group Sales Tent outside the stadium. Tabletop displays are available for members only. Contact Beth Savicki to reserve your tabletop at 315-470-1833 or [bsavicki@centerstateceo.com](mailto:bsavicki@centerstateceo.com).



## CNYIBA Port Tour of NY/NJ, June 12

Depart Syracuse at 7 a.m.; Return to Syracuse at 7:30 p.m.

Join the CNYIBA Port Tour of the Maher Terminal and learn how the largest container shipping terminal in the Port of New York/New Jersey operates.

Space is limited to 40. Cost: \$95 for CNYIBA members; \$125 for non-members.



## GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

For more information and to register for GOFCC events, visit [www.oswegofultonchamber.com](http://www.oswegofultonchamber.com).

## Small Business Week, May 5-11

Events include a Panel Discussion, May 7; Perc Club, May 8; and a Small Business Stroll, May 9.

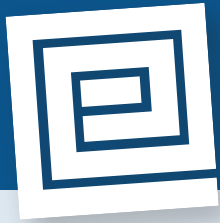
## Business After Hours, June 4

Tailwater Lodge

## Save the Date: Golf Social, June 17

Oswego Country Club





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Advertising & Sponsorship Manager  
315-470-1833  
[BSavicki@CenterStateCEO.com](mailto:BSavicki@CenterStateCEO.com)



**CEO ESSENTIALS**

# 51<sup>st</sup> BOYPOWER DINNER

**May 1, 2019**  
**Oncenter War Memorial**

## ***Honoring***

Distinguished Citizen Award: **Hadwen Fuller, II**

Distinguished Eagle Scout Award: **Syracuse University Chancellor Kent Syverud**

North Star Award: **Mike McGrew**

**For more information and to purchase tickets, go to**  
**[www.cnyscouts.org/boypower](http://www.cnyscouts.org/boypower)**

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