

APPLICATIONS FOR STATE REGIONAL COUNCIL FUNDING NOW OPEN



CenterState CEO Seeks Business Attraction Prospects at AUVSI



CenterState CEO is one of the 2021 Best Companies to Work for in NY



Collaborators Launch Syracuse Build's Pathways to Apprenticeship



CenterState CEO Events: GOFCC Golf Social is June 21

The Central New York region has had remarkable success through the Regional Economic Development Council (REDC) process, receiving the most funding to date out of all 10 council regions. By aligning critical projects to a clear vision for the region, this initiative has transformed Central New York skylines and downtown districts and allowed businesses across the community to expand and create thousands of new jobs.

Those considering an expansion project are encouraged to review the application and funding opportunities and submit a Consolidated Funding Application (CFA) by July 30, 2021. In this round, the CNY REDC will develop strategies and prioritize projects that support the community's continued recovery following the COVID-19 economic crisis.

Again this year, each Regional Council will continue to implement its strategic plan and continue to identify and invest in significant economic development projects. More than \$750 million in state economic development resources will be distributed in Round 11 of the REDC awards. This includes up to \$150 million in capital grants and \$75 million in Excelsior Tax Credits for projects across the state identified as regional priorities. Additionally, more than \$525 million from 30 state programs is available through this process. State agencies and authorities making resources available in the 2021 CFA include: Empire State Development; NYS Canal Corporation; NYS Energy Research and Development Authority; Environmental Facilities Corporation; Homes and Community Renewal; Office of Parks, Recreation and Historic Preservation; Department of State; New York Power Authority; and Department of Environment Conservation. Participating agencies will review and potentially provide funding to projects that did not specifically apply to those programs.

Additionally, one downtown in each of the state's 10 regions will be awarded \$10 million in the Downtown Revitalization Initiative (DRI), to execute downtown strategic investment plans that support the community's vision for revitalization. Auburn, Cortland, Fulton and Oswego's downtowns were prior DRI recipients.

2021
A Division of Empire State Development

Submit a CFA for Projects to the CNY REDC Round 11
Deadline is July 30, 2021

Application Manual
(how to apply)

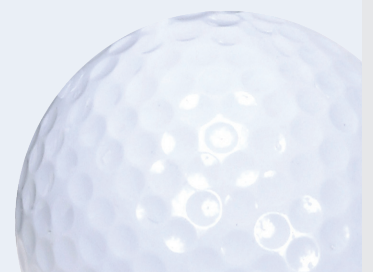
Application Portal
(submit application)

CFA Recorded Webinars

CenterState CEO Annual Golf Outing

Tuesday, August 17
The Links at Erie Village

Don't miss CenterState CEO's summer golf tournament. Invite your staff, colleagues, vendors or clients for an 18-hole round of Captain and Crew. Details forthcoming. Sponsorships are available. Contact Beth Savicki at 315-657-0423 or bsavicki@centerstateceo.com.

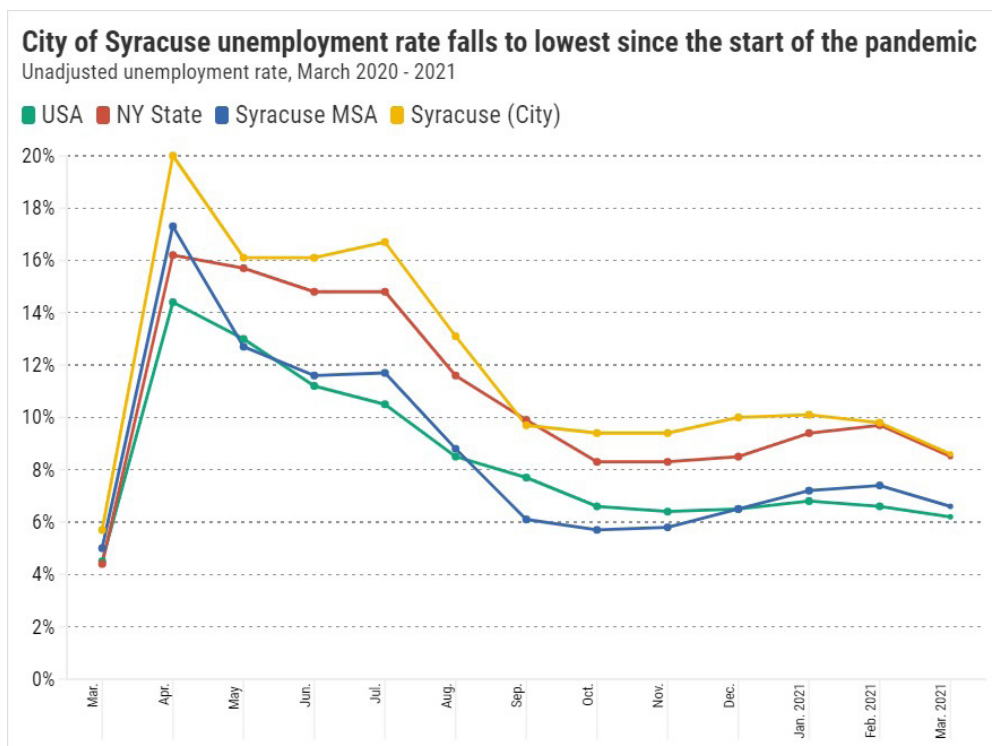


MONTHLY ECONOMIC INSIGHT

Local employment data for March showed that unemployment in the city of Syracuse fell to its lowest level since the start of the pandemic, even while it remained higher for the city than national and regional averages. The rate of unemployment in the city was 8.6%, compared to 8.5% for New York state and 6.6% for the Syracuse metro region in March. The national unemployment rate for March was 6.2%. Unemployment rates fell sharply since last spring's highs of more than 17% in the Syracuse metro region and have been between 5.7% and 7.4% since October 2020.

While many industries are slowly returning to their pre-pandemic levels of employment, leisure and hospitality, and accommodations and food services continue to lag well behind employment levels from 2020. In the Syracuse metro region in March, most industries moved closer to pre-pandemic employment levels as employment and consumer activity strengthened. Even though there were improvements in leisure and hospitality and accommodation and food services, those industry employment levels were down 27.3% and 23.7% compared to 12 months ago, respectively.

Overall employment in the Syracuse metro region declined slightly by 400 jobs from February to March 2021 (seasonally adjusted). This comes after the region posted four consecutive months of job gains totaling 12,500 jobs since October 2020.



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MORE THAN DIVERSE TALENT ATTRACTION, EQUITY MEANS ACCESS TO ADVANCEMENT & GROWTH

More and more, businesses have made diverse hiring a priority, and we have heard from so many of our members about the challenges they face, not just in diverse talent recruitment, but in retention. It's not just about getting the people. It is about fostering an environment where they can thrive and grow.

While the pandemic has impacted the employment of so many, we are beginning to see trends that talent — particularly young and diverse talent — are choosing to explore their options to find employment where their abilities, voices and potential are nurtured and valued. Likewise, the prioritization of diversity and inclusion by employers, clear pathways to promotion and corporate stances on social issues are increasingly among required criteria for jobseekers, not just a preference.¹

Among the trends employers must recognize is that talented professionals of all backgrounds are changing jobs for more fulfilling roles. They seek *purpose*, desiring to drive meaningful impact in their role. They seek autonomy, and want to be able to work when, where and how they want. We are in an age where it is possible, via smartphones and laptops, to do anything from anywhere. With remote work options likely here to stay across many professions and industries,² consider how this form of flexibility could expand your organization's diversity by creating more opportunities for more individuals. These job seekers are also looking for companies where a *work-life balance* is valued and possible.

This demographic wants to work at companies that have a *social consciousness* about equity matters and they want to see their companies act upon that corporate responsibility. A recent study found that "68% of employees would consider quitting their current job and working with an organization with a stronger viewpoint on the social issues that matter most to them."³ Others have noted the foundational nature of this thinking for today's generation of job seekers. "[There] is a generational shift in the belief that these values are really important and foundational to their experiences as workers," said Alvin B. Tillery Jr., director of the Center for Diversity and Democracy at Northwestern University. "If you're under 35, you expect these conversations [on systemic racism], and if you don't offer them, you'll have trouble recruiting."⁴

To recruit and retain diverse talent that not only benefits your business but supports the growth and development of these individuals in your workforce, it is critical to foster opportunities for learning and leadership. Ensure that all levels and demographics within your workplace have access to mentorship, professional development, performance reviews, and goal setting with supervisors that are focused on growth, delivering results and elevating their potential.

CenterState CEO's **Generation Next** Initiative focuses on attracting and retaining diverse young professionals in Central New York, fostering opportunities for career advancement, and connecting diverse talent through social engagement and networking. Reach out to us at generationnext@centerstateceo.com to learn more about how you and your teams can get involved in supporting or participating in these networking and connection opportunities.



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

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CenterStateCEOEquity.com

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GOVERNMENT RELATIONS

Central New York Well Positioned as Strategic Investments in Innovation Advance in the U.S. Senate



With bi-partisan support, the U.S. Innovation and Competition Act of 2021, sponsored by Senate Majority Leader Chuck Schumer, is taking major strides towards becoming law. The bill includes multi-year investments in U.S. semiconductor research, development and production; cyber security; 5G network deployment and security; and global supply chain protection. It would also fund the creation of up to 18 new tech hubs in mid-sized metropolitan areas designed to cultivate the development of U.S. technology assets beyond the current small number of leading tech markets in the U.S.

“This legislation is set to put into law something that we have known in Central New York for decades, that places like Syracuse have much to offer our country and the world in terms of innovation, research and development,” said Rob Simpson, president of CenterState CEO. “These needed investments in American competitiveness will ensure that federal research funding flows beyond the usual mega-regions and gets to the heart and soul of America’s innovation ecosystem -- where academic excellence meets manufacturing prowess. The federal CHIPS Act will jump start domestic production of semi-conductors and advanced electronics, creating jobs and ensuring U.S. security and competitiveness.”

“The U.S. Innovation and Competition Act will be the blueprint to make upstate New York the global innovation and semiconductor hub as one of the most significant government investments in American innovation and manufacturing in generations,” Schumer said.

The legislation is expected to be taken up by the House of Representatives this month and the White House has expressed its support for the bill. [To learn more, review the summary here.](#)

AMERICAN AIRLINES LAUNCHES NON-STOP DFW-SYR FLIGHTS IN AUGUST

As air travel continues to rebound from the pandemic, American Airlines is launching non-stop flights between Syracuse and its hub at Dallas-Fort Worth. **This new, daily service begins August 17.**



“We’ve heard calls from our members across the region for non-stop flights between Syracuse and Dallas for years,” said Rob Simpson, president and CEO of CenterState CEO. **“Dallas is one of Central New York’s top-10 unserved business markets. This service comes at the perfect time, as we see economic activity accelerating. Access to American’s DFW global hub will improve our business connections with Texas and enhance our international competitiveness.”**

Syracuse Regional Airport Authority Executive Director Jason Terreri notes that this is the 25th non-stop destination from Hancock International Airport. “This new route will not only benefit our business community members — who have repeatedly told us this is a priority — but will also open up a tremendous amount of leisure destinations, thanks to connections not only across the U.S. but also around the world.”

The American Airlines hub in Dallas features connections to more than 200 destinations and notably enhances connectivity to key business and leisure destinations in the southwest and Latin America.

The newly announced route will be served using an Embraer E175 aircraft, accommodating 76 passengers in a two-class cabin configuration.

If you have questions about this new service or CenterState CEO’s support for the region’s air service efforts, contact Kevin Schwab, senior aviation industry adviser, at kschwab@centerstateceo.com.

CENTERSTATE CEO SEEKS BUSINESS ATTRACTION PROSPECTS AT AUVSI

CenterState CEO's economic development work continues to focus on the retention and expansion of existing businesses in the region and the attraction of new businesses. CEO's Economic Development team continues to take on projects in both areas and, last month, specifically focused on attraction priorities in the unmanned systems industry during the virtual portion of AUVSI XPONENTIAL All Things Unmanned.

CenterState CEO, and its partners in the UAS ecosystem, participate in this conference annually — the largest, most comprehensive trade show for the unmanned and autonomous systems industry — to promote the region's many assets available to support businesses looking to grow in the UAS industry in Central New York. **At this year's event, the CenterState CEO team connected with businesses from all over the world, including companies from Spain that were impressed by the region's resources and are considering moving operations to Central New York.**

The virtual conference featured keynotes, roundtables, networking opportunities and education sessions, including seminars by local UAS stakeholders NUAIR and ResilienX. During and after the event, CenterState CEO and regional partners work collaboratively to increase economic development opportunities in the unmanned aerial systems industry in Central New York, and to make it easy for companies to access the resources and expertise needed to take their UAS business and technologies to next level in the region. The CenterState CEO team looks forward to reconnecting with businesses from the virtual event during the in-person portion of AUVSI XPONENTIAL All Things Unmanned in Atlanta, in August.



COVID-19 BUSINESS FUNDING RESOURCES

Program updates, listed below, are available to support businesses and nonprofit organizations affected by the COVID-19 pandemic. Please follow the provided links to determine whether your business or nonprofit is eligible to apply, or visit www.centerstateceo.com/covid19resources.

FEDERAL

SBA Paycheck Protection Program (PPP) - Update

Funding for the PPP has been exhausted. The SBA will continue funding outstanding approved PPP applications, but new qualifying applications will only be funded through Community Financial Institutions, financial lenders who serve underserved communities. Per the Economic Aid Act, a Community Financial Institution (CFI) is one of the following types of lenders.

- Community Development Financial Institution (CDFI)
- Minority Depository Institution (MDI)
- SBA Certified Development Corporation (CDC)
- SBA Microloan Intermediary Lender

For more information, visit sba.gov/ppp or treasury.gov/cares.

STATE

Moratorium on Commercial Evictions - Update

On May 3, state lawmakers passed legislation extending the state's COVID-19 Emergency Eviction and Foreclosure Prevention Act of 2020 and the COVID-19 Emergency Protect Our Small Businesses Act of 2021 through August 31, 2021. The moratoriums prohibit the initiation of a proceeding or enforcement of an eviction of any commercial tenant for nonpayment of rent or a foreclosure of any commercial mortgage for nonpayment. [For more information.](#)

CenterState CEO to Help Administer NYS Small Business Recovery Grant Program

CenterState has been selected to be part of a network of service providers to provide direct technical assistance to help small businesses navigate the application process for a new state grant program that will provide recovery funding to small and micro businesses and small for-profit independent arts and cultural organizations to help them recover from the economic impact of the pandemic. The program prioritizes socially and economically disadvantaged business owners, including minority- and women-owned business enterprises, service-disabled veteran-owned businesses and veteran-owned businesses, and businesses located in economically distressed communities. [Click here](#) for more on the program, including award amounts and eligible requirements.

This grant support, along with increased technical assistance to better assist businesses and organizations in applying for funding through the state and federal pandemic recovery programs, will help catalyze the local and regional economies as more businesses and communities reopen.

For more information, contact CenterState CEO Director of Community Investment Andrew Obernesser at aobernesser@centerstateceo.com.

CENTERSTATE CEO IS ONE OF THE 2021 BEST COMPANIES TO WORK FOR IN NY

CenterState CEO is pleased to announce that it is one of the top small employers in the state, according to the New York State Society for Human Resource Management and Best Companies Group annual Best Companies to Work for in New York awards program.

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

"We are incredibly proud to once again receive this statewide award for the fourth year in a row," said Monifa A. Wilcox, vice president of human resources at CenterState CEO. "This recognition is a testament to the contributions of our entire team to both our strong organizational culture and our daily work serving our members, partners and our community. It truly is our people that make CenterState CEO a welcoming and rewarding place to work."

The official ranking and recognition will be bestowed at The Best Companies to Work for in New York virtual awards event in July.

CenterState CEO member award winners:

Small Companies

- BME Associates
- Sturges Manufacturing Company, Inc.

Medium Companies

- Doyle Security Systems, Inc.
- The Hayner Hoyt Corporation
- St. Joseph's Addiction Treatment and Recovery Centers

Large Companies

- AAA Northeast
- Empower Federal Credit Union
- Nascentia Health
- Terakeet



JOIN OUR TEAM!

WWW.CENTERSTATECEO.COM/CAREERS

COLLABORATORS LAUNCH SYRACUSE BUILD'S PATHWAYS TO APPRENTICESHIP

CenterState CEO, Syracuse Mayor Ben Walsh, County Executive Ryan McMahon and other community partners announced the first class of Syracuse Build's Pathways to Apprenticeship program is set to begin. **This comprehensive readiness training initiative focuses on helping women, people of color and transitioning veterans gain access to the building trades' registered apprenticeship programs.** This paid 11-week program is designed to prepare a local workforce for the significant number of construction jobs being created by federal, state and local infrastructure investments, including the redevelopment of I-81.

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

"We are seeing a fortuitous alignment of massive infrastructure investments, including the redevelopment of I-81, capital investments and pent-up consumer demand that will require a substantial pipeline of qualified local construction workers," said Dominic Robinson, vice president of economic inclusion at CenterState CEO. "Through Syracuse Build and the Pathways to Apprenticeship program we can ensure the local labor force and contractors are well-positioned to participate in these projects. Right now is the time to prepare so that these once-in-a-lifetime investments are utilized to their fullest potential to drive equitable opportunities and wealth for the entire community."

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

Entering a union-sponsored registered apprenticeship can be highly competitive. The Pathways to Apprenticeship program is designed to help participants gain the knowledge, physical and technical skills needed to be competitive and successfully apply to a registered union apprenticeship. Participants will also get exclusive networking opportunities with local trade unions, coaching and preparation for the registered apprenticeship application process, through the program.

The Pathway to Apprenticeship program is administered by the Central and Northern New York Building Trades Council in collaboration with the Syracuse Build initiative. It will be held four days a week June 14 to August 26 and teaches the nationally recognized North America's Building Trades Unions Multi-Craft Core Curriculum.



PATHWAYS TO
APPRENTICESHIP
syracuse build



Mayor Ben Walsh details how Syracuse Build's Pathways to Apprenticeship program will help women, people of color and transitioning veterans gain access to the building trades' registered apprenticeship programs in preparation for the significant number of construction jobs planned for the region. CenterState CEO's Work Train is among the partners developing both the Syracuse Build initiative and the Pathways to Apprenticeship program.

MEMBERS AMONG CNY'S 2021 BEST PLACES TO WORK

CenterState CEO members are among the 2021 Central New York's Best Places to Work. This award was created by BizEventz and sponsored by The Central New York Business Journal to recognize the top companies that offer the best places of employment in Central New York, thereby benefiting the state's economy, workforce and business environment. Rankings will be announced in September.



CenterState CEO members named as 2021 CNY Best Places to Work recipients:

Under 10 Employees

- Nurse Connection Staffing
- Site Seeker

10 to 50 Employees

- Appel Osborne Landscape Architecture
- Big I NY
- Capital Collection Management
- ComSource
- Digital Hyve
- HOLT Architects
- M.A. Polce Consulting
- N.K. BHANDARI, Architecture & Engineering, P.C.
- Nave Law Firm
- ProArch
- Rockbridge Investment Management
- Secure Network Technologies, Inc.
- Seneca Savings

51 to 100 Employees

- Bousquet Holstein PLLC
- Bowers & Company CPAs
- Dannible & McKee, LLP
- Firley, Moran, Freer & Eassa, CPA, P.C.
- Reagan Companies
- Usherwood Office Technology

100+ Employees

- Assured Information Security
- Bankers Healthcare Group
- The Bonadio Group
- Driver's Village
- NBT Bank
- Terakeet
- Thompson & Johnson Equipment Co., Inc
- VIP Structures, Inc.

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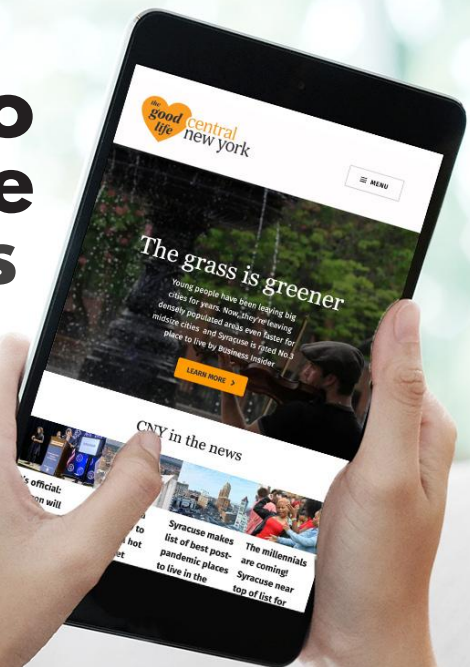
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CenterState CEO



Tech Garden Podcast Returns

The Tech Garden podcast, Making It Happen, returns with Marquardt Switches as the sponsor.

Making It Happen focuses on entrepreneurship and the tech ecosystem in Central New York presented as an interview-style format with local founders and leaders.

Listen soon on your podcast device or visit www.thetechgarden.com/podcast to hear how startups are making it happen in Central New York! Visit www.marquardt.com to learn more about the sponsor.



Member Spotlight

Rosie Leads Industry with Web Content Accessibility Features

Rosie, located in Ithaca, New York, is an e-commerce provider for independent grocers and wholesalers. The company has become one of the first grocery e-commerce providers to meet Level AA of the World Wide Web Consortium's Web Content Accessibility Guidelines.

Rosie now offers several important e-commerce solutions such as a key screen-reader feature to allow for links, buttons, text, etc. for a safe online grocery shopping experience for the visually impaired. Additional accessibility features for customers include compatibility with screen-reader technology, available high-contrast accessibility mode to shop and place orders with the use of a keyboard, and the ability to remove moving images (gifs).

Learn more at www.rosieapp.com.



Tonquin Announces New Board Members

Tonquin, the leading on-demand last-mile delivery and logistics platform for the automotive space, is pleased to announce Denise Novak, CPA, and Mike Roe are joining as investors and members of the board of directors. Tonquin is bringing auto part suppliers into the world of automation and connectivity with next generation logistics technology. The new investors and members bring years of experience and leadership to assist the Tonquin team during this high-growth phase of the organization. [Learn more about Novak and Roe here.](#)

Jeff Lyman, CEO of Tonquin, said, "I'm very excited to have these leaders serve on our board, provide guidance and lend their experience to help us navigate the challenges of a high-growth startup."

Tonquin was founded in 2017 and launched the platform in 2019 with its first paid deliveries in the Syracuse market. Tonquin is headquartered in The Tech Garden and provides services across Syracuse, Rochester and Buffalo and is expanding into the Springfield, Massachusetts, Boston and Hartford, Connecticut areas. Learn more at www.Tonquin.com



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CENTERSTATE CEO ECONOMIC CHAMPION

Ansun Graphics

Founded in 1996 by Vic Sauro, Jeff Schoenfeld and Todd Thomas, Ansun Graphics forged forward as one of Central New York's premier printers. This year marks 25 years in business for Ansun, and the company maintains its commitment to quality and its mission to ensure customers' success with creative print and communication solutions.

In 2018, Joe Mulligan and Jared Massett acquired Ansun Graphics and with the combined leadership of Todd Thomas, increased the company's sales 60% in their first full year. Already offering offset and digital printing and finishing services, the trio added new equipment and expanded their printing, finishing and mailing capabilities along with adding new staff.

Ansun also grew in offering their clients "in-house" design, apparel, screen printing, embroidery, promotional products, large format and signage.

During the pandemic of 2020, Ansun pushed through by increasing their production area by 40%, expanding their parking lot and constructing a new front entrance.

In addition, Ansun works side by side with many nonprofits, helping them serve the community and achieve their goals.

Ansun can be found online at www.ansungraphics.com and is located near Carrier Circle at 6392 Deere Road. Ansun is open 8 a.m. to 5 p.m. Monday through Friday.

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



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Lockheed Martin Owego plant to work on Navy contract for aircraft for Korea.

Loretto to use \$500,000 donation for training on electronic medical records.

Ale n'Angus in downtown Syracuse wins New York Beef Council's "Best NY Burger" contest for the third time in four years.



Visions Federal Credit Union to open new branch in Cortland this year.

JPMorgan Chase donates \$8 million to **Syracuse University's** Institute for Veterans and Military Families.

Pinnacle Holding Company ranks among highest-scoring businesses on Inc. Magazine's annual list of Best Workplaces for 2021.



Excellus BlueCross BlueShield selects 10 Central New York nonprofits to receive Community Health Awards including CenterState CEO members: Onondaga County Medical Society and Oswego Health.

Excellus BCBS Announces James R. Reed as President and Chief Executive Officer.



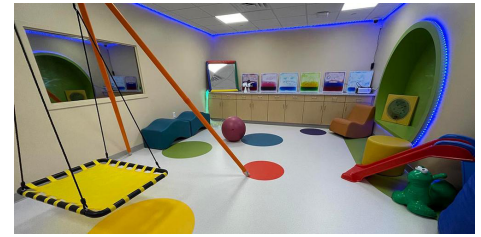
The Center for Wound Healing at **Oswego Health** earns two national awards for patient care and patient satisfaction.

AmeriCU Credit Union joins CO-OP ATM network. **AmeriCU** has won two Diamond Awards from the Credit Union National Association (CUNA) Marketing & Business Development Council.

JMA Wireless CEO participates in House Energy and Commerce Committee Hearing on America's wireless future.

More than 96,000 jobs were supported through **NBT Bank's** PPP funding efforts.

Upstate Medical University opens Golisano Center for Special Needs to streamline autism care for children.



Saab wins \$31.7 million Navy contract for air traffic radars made in Central New York.

Steve Gorczynski named Central New York regional president of **M&T Bank**.



Amazon opens delivery station in DeWitt.

Syracuse's **SpinCar** acquires artificial intelligence firm.

Novelis, in Oswego County, will be a primary provider of aluminum for Ford's all-electric F-150 Lightning.



Share Member News with Us!

Submit your member news at www.centerstateceo.com/add-member-news

GOFCC GOLF SOCIAL, JUNE 21

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) continues the long-standing tradition of the annual Golf Social, presented by Novelis, on June 21 at the Oswego Country Club. The four-person captain and crew tournament will bring together business and community members for a relaxing day of golf and fun.

Registration begins at 9:15 a.m. with grab-and-go breakfast available. A shotgun start at 10 a.m. follows with lunch provided at the turn. After the 18-hole round, there will be a grab-and-go/ dine-in dinner available as prizes and awards are announced.

The GOFCC and the Oswego Country Club will be following the most recent New York State, CDC and venue guidelines. Email Sbroadwell@OswegoFultonChamber.com for details or [register to participate](#). Cost: GOFCC and CenterState CEO member cost: \$140 person; \$550 per foursome. Non-member cost: \$165 person; \$650 per foursome.



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June 21, 11:30 a.m. - 5:30 p.m. - **Driver's Village**, 5885 E. Circle Drive, Cicero
(use the main Entrance next to the Lincoln service department. Go straight into the Center Court)
Sponsor Code: DV

June 22, 1 - 6 p.m. - **Destiny USA**, 9090 Destiny USA Drive, Syracuse
Sponsor Code: DESTINY

June 23, 1 - 3 p.m. - **American Red Cross of Central New York**, 344 W. Genesee St., #100, Syracuse
Sponsor Code ARCCNY

June 23, 1 - 6 p.m. - **Oswego Alliance Church**, 371 Thompson Road, Oswego
Sponsor Code: oswegoalliance

June 23, 1 - 5:30 p.m. - **Volney Fire Department**, 3002 State Rt. 3, Fulton
Sponsor Code: volneyfd

June 24, 10 a.m. - 4 p.m. - **Towne Center at Fayetteville**, Community Room, 540 Towne Drive, Fayetteville
Sponsor Code: TCFVILLE

For an appointment, please visit redcrossblood.org
or call 1-800-RED CROSS (1-800-733-2767).

Special offer from our partners at Amazon: To thank you for donating June 14-30,
we'll send you a \$5 Amazon.com gift card by email.

Restrictions apply, see amazon.com/gc-legal. Terms and conditions apply; visit rcblood.org/together.



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 Rita Marble, Pinnacle Employee Services, and Charles Harkola, Nurse Connection Staffing, Inc.

African & Caribbean Central Market

Since 2002, African & Caribbean Central Market has been importing authentic products from Ghana and other West African countries. From foods to fabrics to household products, owner Roselinda Abbey is ready to meet all of her customers' needs.

Roselinda Abbey
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www.mangosellshomes.com

Junior Achievement of Central Upstate New York, Inc.

Junior Achievement (JA) is the only nonprofit of its kind that provides youth development, economic development and education development. JA combines a world-class curriculum with experienced corporate volunteers to deliver relevant, hands-on educational experiences that give students in grades K to 12 knowledge and skills in financial literacy, work readiness and entrepreneurship.

Catherine Pulver
PO Box 784
DeWitt, NY 13214 585-327-7400
www.juniorachievement.org/web/ja-cuny

StorySlab, Inc.



Founded in 2012 by Hans Fuller, StorySlab's software platform helps B2B field sales teams optimize every element of customer interactions everywhere they're happening. StorySlab optimizes the most impactful moment in the sales process: the customer conversation. In that moment, reps need to be inquisitive, knowledgeable and flexible to show how their company's portfolio solves the customer's problems. www.storyslabb.com

Seth Mulligan
327 W. Fayette St., Suite 300
Syracuse, NY 13202 844-786-7975
https://web.storyslabb.com

MEMBER MILESTONES

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

20 YEARS

Crowne Plaza Syracuse

15 YEARS

R.K. Johnson & Associates Insurance Agency, Inc

5 YEARS

Chimera Integrations,
LLC

Crown Castle

CENTERSTATE CEO AMBASSADORS

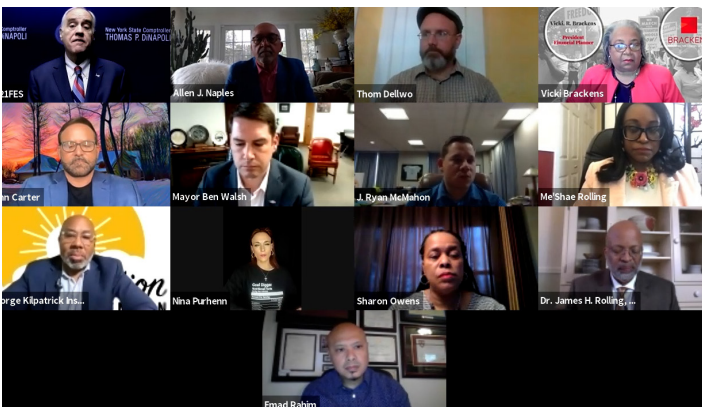
CenterState CEO Ambassadors welcome new CEO members and provide recognition to businesses celebrating grand openings, company anniversaries and other important milestones. While the Ambassadors are practicing social distancing during the COVID-19 pandemic, we still want to recognize and celebrate your special event. Please contact Sharon Abert at 315-470-1810 or sabert@centerstateceo.com to share your recent milestone, or find out how you can join the Ambassador committee.



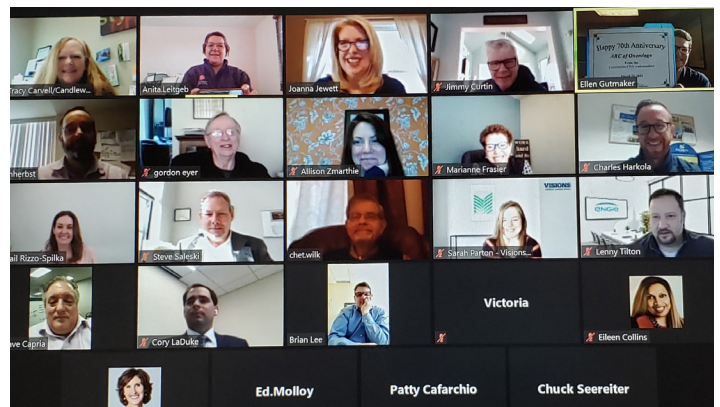
CenterState CEO Ambassadors continue their regular meetings by gathering virtually to discuss upcoming Ambassador presentations, updated CDC guidelines, etc.



Second Chance Diner LLC has moved to a new, larger location at 5407 W. Genesee St. in Camillus.



CenterState CEO Ambassadors and the Upstate Minority Economic Alliance congratulate the **Financial Empowerment Summit Community** at its virtual VIP Reception in April, which was Financial Literacy Month.



ARC of Onondaga celebrates its 70th anniversary. ARC is located at 600 S. Wilbur Ave. in Syracuse.



Salon Bellezza, located at 204 Loma Ave. in Syracuse, celebrates its 10th anniversary.



The Winds at Cold Springs Marina, at 3642 Hayes Road in Baldwinsville, celebrates its 10th anniversary.



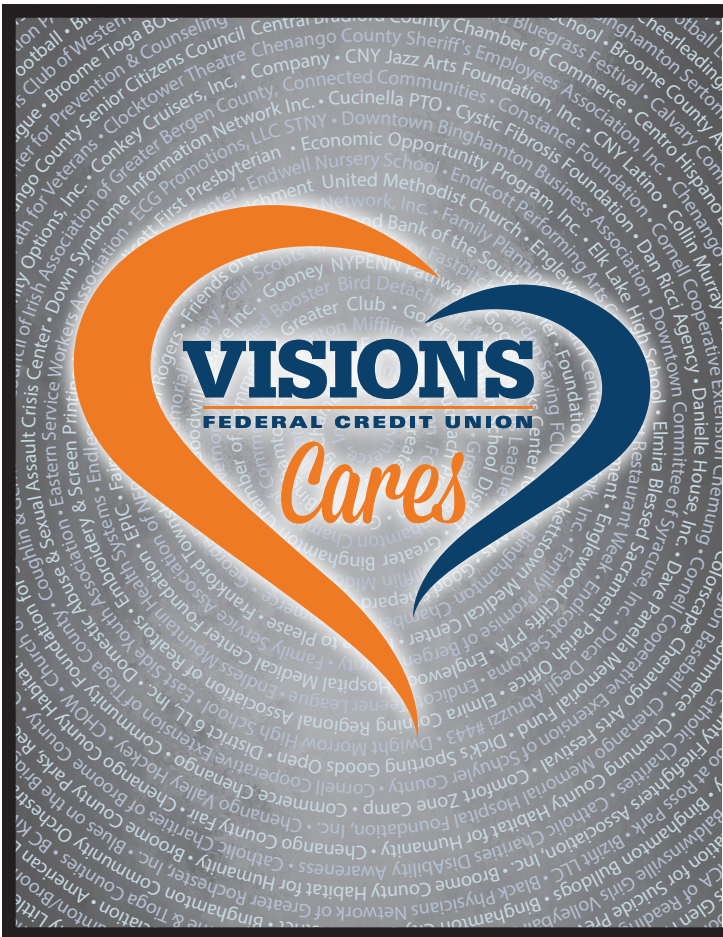
Mazzye's Meats celebrates its new ownership at 7252 Oswego Road in Liverpool.

ABERT TO RETIRE

After nearly 30 years at CenterState CEO, Sharon Abert will retire June 18. Sharon started her career at the Greater Syracuse Chamber of Commerce in 1991 as a receptionist; she was later promoted to director of Member Services.

One of Sharon's many responsibilities included managing more than 1,000 Ambassador presentations. A familiar face at hundreds of CEO/Chamber events, her passion — helping members and colleagues — is surely appreciated and will long be remembered.

Congratulations, Sharon. While we will miss your hearty laugh and caring demeanor, we wish you all the best on this next exciting chapter!



COMMITTED TO COMMUNITY

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

We are proud to support CenterState CEO!

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Downtown Syracuse Summer Dining Weeks Deals

Tuesday, June 1 – Sunday, June 13 at Participating Restaurants

As restrictions ease and the al fresco dining season returns, dozens of downtown Syracuse restaurants are setting their tables for the 2021 presentation of Downtown Dining Weeks Deals. Presented in partnership with the Downtown Committee of Syracuse and Visions Federal Credit Union, Downtown Dining Weeks begins June 1 and is one of the most highly anticipated events of the year. Keeping with the program's tradition, patrons may enjoy three-course dinner offerings for \$35 or less, and lunch offerings for \$15 or less. The promotion will also include special deals from downtown's sweet treat stops. Downtown Dining Weeks Deals continue through June 13. Menus and offerings are provided at DowntownSyracuse.com.



Downtown Farmers Market Returns to Clinton Square

June 8 – October 12

The Downtown Farmers Market returns to Clinton Square for its 49th season starting June 8. Every Tuesday, rain or shine, through October 12, the region's best farmers and produce dealers set up shop in Clinton Square to offer open-air access to fresh and seasonal fruits, vegetables, plants, baked goods and more. Once a month, there will be live music during lunchtime. The Food Bank of Central New York is also expected to return later this summer, to continue its Just Say Yes to Fruits & Vegetables sessions, providing nutrition education activities.



Sign up for the Downtown Committee's Farmers Market Newsletter by emailing mail@DowntownSyracuse.com. The newsletter is distributed every Monday during market season.

Organizers will continue to adhere to health and safety guidelines to support the health of shoppers, farmers and staff.

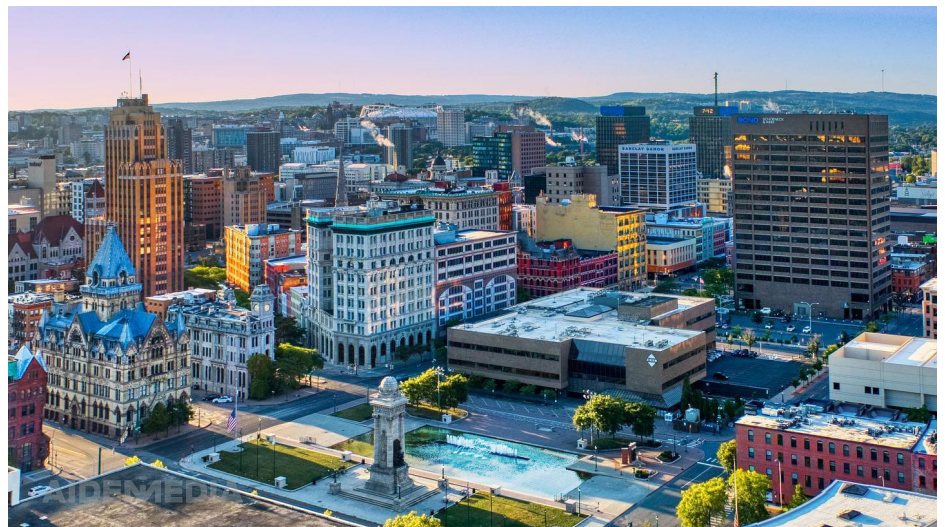


Youth representatives from "Urban Delights CNY" at the Downtown Farmers Market in July 2020.

Downtown Committee to Present Virtual Annual Meeting

Noon, Thursday, June 24

The Annual Meeting of the Downtown Committee of Syracuse, Inc. is an opportunity to highlight the announcements, people, projects and places that have contributed to downtown Syracuse's growth, diversity and vibrancy during the 2020-2021 fiscal year. This month, the event will be held virtually. Highlights of the Annual Meeting will include a presentation of the Downtown Awards of Excellence by Downtown Committee Board of Directors Chair Anthony Fiorito and Downtown Committee Executive Director Merike Treier. The Awards of Excellence, given in the categories of Urban Innovation, Perfect Partner and Heart of Downtown, will recognize three individuals (or organizations) who have been actively involved in making good things happen throughout the community. Treier will also highlight the growth happening in downtown as part of the State of Downtown Report. Tickets for the Downtown Committee's Annual Meeting are on sale now at DowntownSyracuse.com.



Courtesy of Aiden Media

NUAIR Enhances Commercial Viability of New York's 50-mile Drone Corridor

To enhance the commercial viability of unmanned aircraft systems (UAS), drones require capabilities that enable safe flights farther than pilots can see. NUAIR and AURA Network Systems announced they are advancing that capability through a new collaboration to install infrastructure throughout New York's 50-mile UAS corridor, using AURA's wireless network that will provide the real-time, reliable communications that UAS need to conduct safe commercial operations. AURA's secure command-and-control communication links provide voice, data and navigation capabilities for the aviation industry.

Having AURA's network throughout New York's 50-mile UAS corridor unlocks a whole new level of commercial drone operations. **NUAIR continues to pave the way for advanced, commercial drone operations and AURA's technology will allow them to help more companies integrate economically viable and scalable drone operations.**

AURA's wireless network customization for the specific needs of the UAS industry, which includes the essential components for safe beyond visual line of sight operations: ultra-reliable, secure, real-time communications, will unlock the true commercial viability of drones including package deliveries, infrastructure inspections, public safety operations and more. The collaboration will emphasize how AURA's services and equipment will meet Federal Aviation Administration standards, allowing the safe integration of UAS into the national airspace.

Central New York continues to be an ideal place to integrate and launch commercial UAS operations, providing countless business sectors with the resources necessary to integrate drones into daily operations, so they can better serve their customers and communities while decreasing operational costs.



A NUAIR drone testing in downtown Rome, NY.



SPRING IS IN THE AIR

Step out and Enjoy Syracuse!
Explore Restaurants, Parks and more

EVENTS

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



GOFCC Golf Social

Monday, June 21

Oswego Country Club
610 West 1st St., Oswego
9:15 a.m. Registration;
10 a.m. Shotgun Start

This is a four-person captain and crew tournament.

See page 11 for details or contact [Sara Broadwell](#) to learn more.

Cost: GOFCC and CenterState CEO member cost: \$140 per person; \$550 per foursome. Non-member cost: \$165 per person; \$650 per foursome. **Register to participate.**

Look for updates at www.oswegofultonchamber.com.

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NYS Large Gatherings: Updated Guidance, June 3

Virtual Event

2 to 3:00 p.m.

Join CenterState CEO and Empire State Development (ESD) for a presentation on state guidelines associated with large gatherings. Dan Kolinski, deputy director for ESD's Central New York region, will provide an overview of the updated state regulations that increase capacity for social gatherings. Kolinski will also cover the rules for live sports and entertainment venues, and details on the state's proposed Excelsior Pass, which would confirm a person's vaccination or recent negative COVID-19 test. You will have an opportunity to share your questions on these topics upon registering.

Cost: Free to Members. **Register to participate.**

Virtual Speed Networking, June 10

Virtual Event

9 to 10:30 a.m.

Our traditional Speed Networking has been reinvented so that you can benefit from the connections from the comfort of your office or remote work location. Take advantage of the chance to engage in large- and small-group dialogue while building relationships with other CenterState CEO and Greater Oswego-Fulton Chamber of Commerce members.

Cost: \$5 for members; \$10 for non-members. **Register to participate.**

Tech & Culture Learning Community, June 14 to 18

Virtual Event

4 to 7 p.m.

Ever thought about a career in technology but don't know where to start? Ten candidates, representing Syracuse's diverse communities, will be selected to participate in a five-day paid Syracuse Surge learning experience to understand Syracuse's tech ecosystem, Smart Cities, and the new tech economy. Open to all ages, backgrounds and experience levels. Sponsored by JPMorgan Chase & Co.

Cost: Free for selected candidates. **Register to participate.**

JPMORGAN
CHASE & CO.

Exclusive Sales Training Series: Session 2: Understanding Your Prospects and Customers and Establishing Rapport, June 23

Virtual event

8:30 to 10 a.m.

Your ability to effectively relate, communicate, motivate and influence others is a crucial skill in creating successful relationships with everyone – customers, prospects, co-workers, managers, family and friends. It is often easy to get along with certain people when you almost instantly and effortlessly understand the other person. But most of the time, communication takes more effort, particularly when you don't fully understand where another person is coming from. Referencing the Extended DISC Model, learn the four different communication and behavior styles to effectively engage with your prospects and customers to create rapport and trust.

Cost: For all sessions \$39 for members; \$59 for non-members. Individual sessions: \$15 for members; \$20 for non-members. **Register to participate.**

READY FOR IN-PERSON
EVENTS?
TAKE OUR POLL



CEO

SAVE
THE
DATE

CenterState CEO Annual Golf Outing August 17

The Links at Erie Village
5904 N. Burdick St., East Syracuse

Additional details will be available soon! Contact Beth Savicki at bsavicki@centerstateceo.com for sponsorship information.

CENTERSTATE CEO VIRTUAL EVENTS EDUCATE & CONNECT MEMBERS

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



CEO | Business Tactics – Beyond Donations: How Your Business Can Support Local Nonprofits

Like so many businesses, CNY’s nonprofits have faced enormous hurdles in the past year, while still delivering services that the community and its residents depend on. While monetary donations might be impossible during these challenging times, it’s more important than ever to continue supporting these organizations. This session focused on other ways your business can support the extraordinary work of nonprofits, featuring a panel discussion with four past CenterState CEO’s Community Involvement Business of the Year awardees. Additionally, nonprofit organization leaders discussed a wide variety of topics on what we can all be doing now.



CEO | Return to Work Series – Work Better: Returning to an Improved Experience

From engagement and productivity to innovation and belonging, the work experience matters for people and for business. Dr. Tracy Brower, a national expert, spoke to more than 40 attendees on the sociology of work; the new research related to what people love (and don’t love) about working from home; employees’ shifting expectations about their in-office experience; and how the work experience connects to business outcomes. This session shared surprising data, new insights and fresh ideas about where employers go from here and how they and their employees can embrace working better.



CEO | Speaker Series – Tech & Culture Speaker Series Featuring Erin Horne McKinney

Hosted by Generation Next, Erin Horne McKinney discussed the distinct experiences that women have in the tech industry, including her successful track record as an entrepreneur, policy adviser, leader, diversity and inclusion expert, and media maven. Horne McKinney is CEO of WomenVenture, a company that provides women of all ages, cultures, races and income levels with the tools and resources to achieve economic success through small business ownership. Sponsored by JPMorgan Chase & Co.



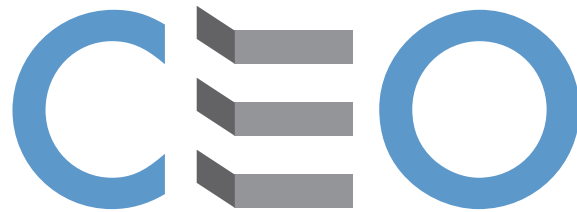
CEO | Speaker Series – Tech & Culture Speaker Series Featuring Malcolm Egun

Malcolm Egun — a serial entrepreneur and startup mentor — is the founder & CEO of FROGSHOP, a digital partner for gyms worldwide. Egun discusses his passion about providing technological resources for gyms, in addition to improving the health and wellness of the world’s populations. Egun also talked about his newest startup, Swave Media. Hosted by Generation Next; sponsored by JPMorgan Chase & Co.



CEO | Return to Work Series - Employment Law Considerations: Vaccines, Paid Leave & More

Bond, Schoeneck & King, PLLC presented on employment law implications for returning to in-person work, and as we continue to adapt to on-site office policies. More than 30 attendees learned about issues related to vaccinations, including mandatory vaccination policies, leave and accommodations; paid leave statutes, including the Families First Coronavirus Response Act, American Rescue Plan Act, New York Paid Vaccination Law, and New York Paid Family Leave Law; and workplace safety plans, including drafting, implementation and keeping them up to date.



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