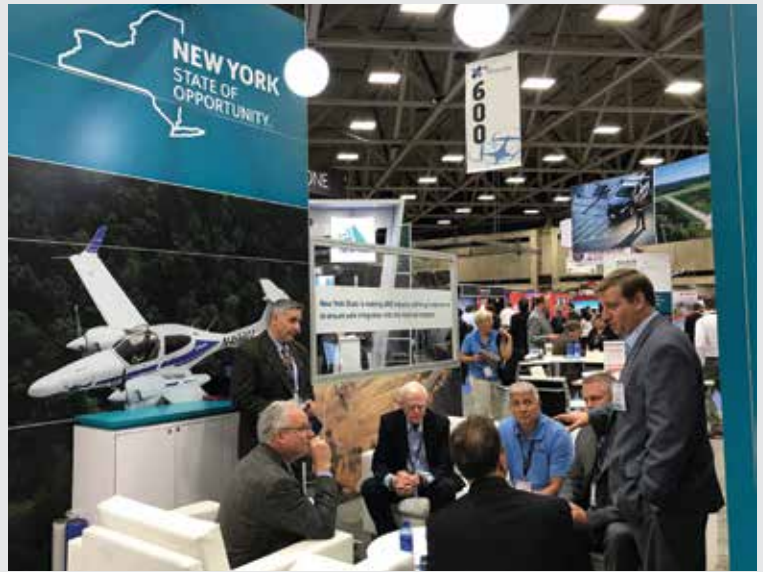


REGIONAL PARTNERS BUILD AN ECOSYSTEM TO ATTRACT UAS BUSINESS PROSPECTS

Efforts to support the development, expansion and attraction of businesses in the unmanned aerial systems (UAS) industry continue to expand.

As part of its commitment to business attraction for this industry, a delegation from New York—including CenterState CEO, the NUAIR Alliance, GENIUS NY, Griffiss International Airport, Empire State Development, Mohawk Valley Edge, AIS, AX Enterprises, United Radio and CPS Recruitment—attended AUVSI XPONENTIAL 2017 in Dallas last month. This is the world’s largest convention focused specifically on the unmanned systems sector, with more than 650 exhibitors from over 20 industries.



Representatives from CenterState CEO, Griffiss International Airport and the NUAIR Alliance discuss regional UAS opportunities with officials from the FAA at AUVSI XPONENTIAL in Dallas, Texas.

The New York delegation met with more than 40 companies to discuss opportunities to expand, relocate and test their technology within the region. Companies from around the world expressed an interest in using the region’s infrastructure and locating operations in New York. Meetings with top officials from the Federal Aviation Administration (FAA) and Unmanned Systems Canada explored opportunities and next steps for moving the industry forward.

“In the five years we’ve attended the conference, we’ve seen a significant increase in interest from attending companies in the UAS-related initiatives taking place in our region, making this our strongest year yet,” said Mike Novakowski, director of business development at CenterState CEO. “Our credentials for being the No. 1 UAS location in the United States continue to grow.”

continued on page 3

CENTERSTATE CEO CLAMBAKE

THURSDAY, AUGUST 3

Hinerwadel’s Grove

5300 W. Taft Road, North Syracuse

4 to 8 p.m.

See page 14 for details.

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CenterState CEO Members Among CNY’s Best Places to Work



Employer-Driven Health Train Initiative Expands into Cayuga County



Tech Garden Unveils Online Resource Portal



CenterState CEO Events

14

GOVERNMENT RELATIONS

Workers' Compensation Rate Decrease Recommended



The New York Compensation Insurance Rating Board recently recommended a 4.5 percent rate decrease in the loss cost assessments. Thanks to the perseverance of the New York State Senate and Senate Deputy Minority Leader John DeFrancisco, the Senate successfully fought for this year's workers' compensation reform package, the first in a decade. New York was most recently ranked as having the third highest workers' compensation premiums in the United States, costing New York's employers an estimated \$10 billion per year.

The next step is approval by the Department of Financial Service. This decrease will lower workers' comp costs by nearly half a billion dollars for state employers. Additional reductions are expected as more reforms are implemented, such as the adoption of new impairment guidelines.

The reforms that were included in the 2017-18 budget bills are expected to yield savings of \$500 million to \$700 million per year, hopefully reducing premiums by five to seven percent.

The enacted legislation:

- Establishes a 130-week time period for reaching maximum medical improvement (MMI) for permanent partial disability awards and provides a safety valve for injured workers who have not reached MMI within that period.
- Requires release and implementation of updated impairment guidelines that reflect advances in modern medicine.
- Establishes a comprehensive prescription drug formulary.

- Creates an expedited hearing process, especially for injured workers not receiving benefits.
- Removes the requirement that injured workers "remain attached" to the workforce after being classified with a permanent disability.
- Expands the safety net from above 80 percent to above 75 percent impairment, so that the most seriously injured workers may petition to continue receiving benefits after the permanent partial disability caps have been met.
- Authorizes the Workers' Compensation Board to implement certain administrative efficiencies in billing and periodic reporting.
- Authorizes the board to execute assumption of liability policies for the special disability fund and the reopened cases fund.
- Calls for a study of independent medical examinations to be conducted by the board and a report to be submitted to the legislature and governor.
- Prohibits the disallowance of claims by first responders that are related to job stress.
- Reduces the maximum fund balance from 10 to 5 percent that can be retained by the Board from Section 151 assessments and creates a fiduciary fund to direct such excess funds for rate stabilization.
- Creates a panel to study independent medical examinations.

Business organizations around the state are touting these reforms, but some are noting that there are more potential savings needed to make New York state more competitive.

Fall Candidate Mixer Sponsorships Available

Be a sponsor of the 2017 Meet the Candidates Reception on Wednesday, October 18 at the Dinosaur Bar-B-Que! Gain visibility and connect with candidates, elected and business leaders while supporting CenterState CEO's political action committee. This year's candidates are running for the Onondaga County Legislature, mayor of the City of Syracuse, Syracuse Common Council and town supervisors.

For more information, contact Deborah Warner, vice president for public policy and government relations at (315) 470-1845 or dwarner@centerstateceo.com.

FEATURED STORIES:

CenterState CEO Members Among CNY's Best Places to Work.	4
Employer-Driven Health Train Initiative Expands into Cayuga County	5
GENIUS NY 2.0 Now Accepting Nominations . .	6
Greater Oswego-Fulton Chamber of Commerce Small Business Breakfast.	6
Discover Iceland's Magical Northern Lights . .	12

MEMBER NEWS:

Economic Champion	10
Member Milestones.	10
Member Discounts	11
Ambassadors	11
Member Essentials	12
New Partners	13

DEPARTMENTS:

Government Relations.	2
The Tech Garden.	7
Downtown Committee	8
Visit Syracuse	9
Events	14

UAS ECOSYSTEM ATTRACTS BUSINESS PROSPECTS continued from front page

As part of ongoing efforts to attract and support entrepreneurs in this industry, GENIUS NY, the world's largest business accelerator for unmanned systems, administered by CenterState CEO, sponsored the conference's Startup Showdown, where 16 semi finalist teams from across the globe competed for a \$15,000 investment. GENIUS NY staff had the opportunity to discuss the benefits of the Central New York and the Mohawk Valley UAS ecosystem with each of the semi finalists. GENIUS NY 2.0 is now accepting applications (see page 6 for details), and it's expected that many of the Startup Showdown teams will apply.

AUVSI was also a launch pad for a robust marketing effort, in partnership with New York state, to deliver a unified message moving forward about all the opportunities taking place here.

These efforts build on an existing ecosystem of assets, resources and capabilities not found anywhere else, including significant state investments, an integrated advanced manufacturing supply chain, critical industry-university partnerships, a strong talent pipeline and network of industry partners, and cutting-edge military and research assets.

In particular, the nation's largest and most comprehensive 50-mile Beyond Visual Line of Site (BVLOS) test corridor is being built in Central New York and the Mohawk Valley, creating a fully instrumented test range that will enable the next evolution of unmanned civil aviation in the country. In addition, planning has begun on a specially designed UAS testing facility. The region is also the only FAA-designated UAS test site with a collaborative flight test laboratory for Class C & D airspace at Griffiss International Airport.

This convergence of assets is significant because companies seeking to commercialize UAS applications and integrate them into the National Airspace will need to provide assurance to the FAA that their products are safe and reliable while flying autonomously or beyond the operator's view. The region is uniquely positioned to support these companies given the resources to develop, test and document this capability through its infrastructure and capabilities.

Companies looking to learn more about UAS-related business development opportunities are encouraged to contact Mike Novakowski at mnovakowski@centerstateceo.com or 315-470-1887.

Why UAS?

Market Opportunity

The FAA estimates sales of UAS for commercial purposes will grow from 600,000 in 2016 to 2.7 million by 2020. When combining hobbyist sales, the numbers are expected to rise from 2.5 million in 2016 to 7 million by 2020.

Eighty million potential customers are within 200 miles of Central New York's UAS test site at Griffiss International Airport and 500 miles or less from 13 of the top 50 U.S. markets.

Potential Applications

Communication • Package Delivery • Firefighting • Search & Rescue • Agriculture • Scientific Research • Policing & Homeland Security • Disaster Assessment & Relief • Real Estate Sales • Crop Inspection • Safety Inspections • Airframe Manufacturing • Software Development • Light Detection & Ranging (LIDAR) Remote Sensing Technologies • Entertainment • Photography & Videography • and More!



YouTube UAS is on the Rise in New York State - Watch the Video! <https://goo.gl/hhOnhK>



CenterState CEO Vice President Membership/Business Development Jane Amico discusses Project U-SAFE and the public/private investments that are being made in the Central New York – Mohawk Valley region.



Deb Warner, vice president of public policy and government relations for CenterState CEO, and Col. Tony Basile, director of operations for NUAIR Alliance, provide information to a prospective customer for UAS testing, job and location opportunities and incentives.

CENTERSTATE CEO MEMBERS AMONG CNY'S BEST PLACES TO WORK



CenterState CEO members were among the 2017 Central New York's Best Places to Work. This prestigious award was created by BizEventz and sponsored by the Business Journal News Network to identify, recognize and honor the top companies that offer the best places of employment in Central New York, thereby benefiting the state's economy, workforce and business environment.

Congratulations!

5-50 EMPLOYEES:

- ABC Creative Group
- Aerotek
- CPS Recruitment, Inc.
- Delmonico Insurance Agency
- Grandjean & Wagner, Inc.
- HOLT Architects P.C.
- IV4, Inc.
- Site-Seeker, Inc.
- The Digital Hyve
- Turner Construction Co.

51-150 EMPLOYEES:

- BCI Empire Division
- The Bonadio Group
- Bowers & Company CPAs, PLLC
- Dermody, Burke & Brown, CPAs, LLC
- Galaxy Communications
- Girl Scouts of NYPENN Pathways
- ICS
- Metro Fitness
- Usherwood Office Technology

150-PLUS EMPLOYEES:

- CXtec & TERACAI
- Driver's Village
- DUMAC Business Systems, Inc.
- Haylor, Freyer & Coon, Inc.



WELCOMES *DISNEY INSTITUTE* TO

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Register Today at www.CenterStateCEO.com/DisneyLeadership
Space is Limited.

Presenting Marketing Participant:



Marketing Participants:

University College
Syracuse University



EMPLOYER-DRIVEN HEALTH TRAIN INITIATIVE EXPANDS INTO CAYUGA COUNTY

In response to increased demand for qualified health care employees, Loretto is contracting with the Work Train initiative to expand implementation of the Health Train approach to workforce development into Cayuga County. The Health Train expansion seeks to meet existing hiring needs at Loretto’s Auburn facility, The Commons on St. Anthony, and support Loretto’s plans for increased revenues and access to advancement opportunities for existing employees. The first of several Auburn-based Health Train programs for 2017 is scheduled to begin in July.

This employer-driven expansion is jointly sponsored by Loretto—a Health Train partner since 2014, the SEIU 1199 Training and Upgrade Fund, and the Work Train initiative with support from community-based organizations. Work Train, through initiatives such as the Health Train partnership, meets the needs of local employers while increasing access to good jobs for the un- and unemployed as part of a strategy to increase community prosperity in the Central New York region.



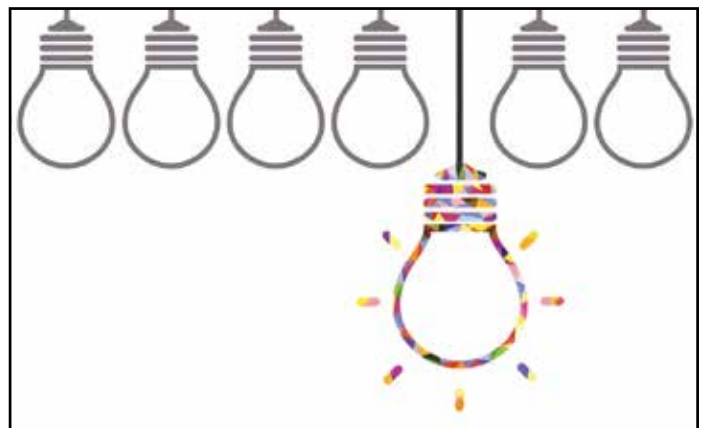
Janae Roberts, seated, and Jordin Miller practice taking blood pressure readings as part of the Health Train initiative at Loretto.

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For more information, please contact CenterState CEO’s Account Manager, Chris Murphy, at chris.murphy@staples.com or 315-741-3779.



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GENIUS NY 2.0 NOW ACCEPTING APPLICATIONS



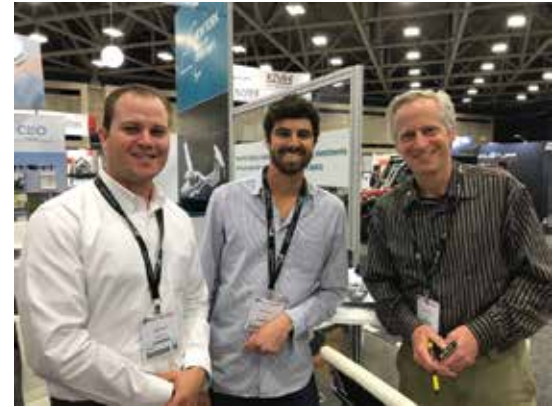
Applications are now being accepted for the second round of GENIUS NY—one of the world’s largest business competitions focused on unmanned systems, cross-connected platforms and other technology-based sectors. The year-long business accelerator is seeking applications from entrepreneurs and early-stage businesses concentrating on the unmanned systems and cross-connected platforms industries, including hardware, software, data collection and analytics, and communication and sensors systems.

The program, which is administered by CenterState CEO, will invest nearly \$3 million in six finalist companies, including three grand prizes valued at up to \$1 million, \$600,000 and \$400,000. It also offers company stipends, housing, resources, programming and networking opportunities.

Applications will be evaluated by a panel of judges; 12 semi-finalists will present live demos and pitches this fall. Six companies will advance to participate in a unique in-residence accelerator experience at CenterState CEO’s Tech Garden and will be immersed in the incubator’s events, resource pool and mentoring. Participants are required to operate their business in Central New York for one year during the competition.

In March, the inaugural round of GENIUS NY awarded six finalists a total of \$2.75 million. The six teams, which relocated to Central New York earlier this year, are using GENIUS NY investments to accelerate their growth and expand their presence in the region. The \$1 million top prize awarded to AutoModality, of California, is focused on inspection of agriculture and infrastructure assets through autonomous mobile systems that can sense, explore and analyze.

“We are excited to partner with Governor Cuomo for a second round of this program and to further demonstrate GENIUS NY’s successful model of offering unparalleled start up support for the unmanned aerial systems industry,” said Robert Simpson, president of CenterState CEO. “Through the program we are attracting high-quality firms that drive new industry innovations and support our regional economy. The first round of participants is already adding jobs in the region thanks to GENIUS NY’s resources and investments.”



GENIUS NY company EZ3D joins Jon Parry, left, director of GENIUS NY, at AUVSI XPONENTIAL in Dallas, kicking off the next round of the business competition.

Apply at www.geniusny.com through October 1, 2017. Or contact GENIUS NY Director Jonathan Parry at jparry@thetechgarden.com or 315-470-1982.

GREATER OSWEGO-FULTON CHAMBER OF COMMERCE SMALL BUSINESS BREAKFAST

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) recently hosted a National Small Business Week Breakfast. The breakfast highlighted the impact of outstanding entrepreneurs and small business owners in the Oswego-Fulton community and featured a presentation by David Katleski, owner of the Empire Brewing Company, who shared the story of the brewery’s growth from a small local brewery to an international distributor and industry leader. The GOFCC also launched its new Small Business Toolkit for members.

In addition, three companies were recognized for their community impact:



Katie Toomey, executive director of the Greater Oswego-Fulton Chamber of Commerce, right, and Kerrie Webb, executive director of the Oswego YMCA and GOFCC Advisory Board Chair, left, present Linda Eagon of Block Builders with the Positive Momentum Recognition award.



Marie Schadt of K9 Grooming & Pet Motel, center, receives a Small Business of the Year award.



Laurie O’Brien of Port City Café & Bakery, center, is presented with a Small Business of the Year award.

Special thanks to Presenting Sponsor: Pathfinder Bank; Corporate Sponsor: SUNY Oswego; and Business Partners: *The Palladium-Times* and *The Valley News*; and Host: River Vista Center.

The Tech Garden Unveils Online Resource Portal

The Tech Garden recently introduced The Resource Pool to its resident and virtual members. The Resource Pool consists of more than 55 companies in numerous categories (see adjacent box), is accessible via a member login at www.thetechgarden.com, and allows members to find needed business services provided at favorably negotiated rates by vetted participants.

To implement accessibility to providers, The Tech Garden hired Prista Technologies, LLC—a New York state-certified Woman Business Enterprise (WBE), a New York State Innovation Hot Spot program participant and a virtual member of The Tech Garden—to create the online Resource Pool portal. Prista’s CEO, Lynna Cekova, and CTO, Alex Pantaleev, built a new, configurable software system that connects and facilitates interaction between Tech Garden members and service providers.

“We are excited to roll out the online portal to The Tech Garden residents,” said Traci Geisler, Tech Garden resource manager. “The resource pool is populated with local service providers who are committed to our entrepreneurial ecosystem. Tech Garden residents will now be able to access these ‘startup friendly’ service providers instantly through our website.”

Companies interested in learning about providing business services to Tech Garden residents via The Resource Pool should contact Traci Geisler at tgeisler@thetechgarden.com.



Pictured from left are Alex Pantaleev, CTO, Prista Technologies LLC; Rick Clonan, VP of innovation and entrepreneurship, CenterState CEO; and Lynna Cekova, CEO, Prista Technologies LLC, at the launch of The Resource Pool at The Tech Garden.



Services Available in The Resource Pool

Accounting/Tax/Finance	Hardware	Marketing (Traditional and Digital)
Banking	HR Services	Office Relocation Services
Bonds	Insurance	Payroll Services
Business Development	Intellectual Property Landscapes	Printing
CRM	International Certification/Compliance	Prototyping
Employee Benefits	Interns/Employee Recruitment	Sales
Export/Import (China)	IT Support	SEO
Financial Planning/Proformas	Leadership/Training/Coaching	Software Development
Funding/Proposal Development	Legal	Valuations
Graphic Design	Market Research	Web Development



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syracuse
arts & crafts
 festival

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Downtown Committee Annual Meeting: A Celebration of Downtown Syracuse, June 22

The community is invited to join the Downtown Committee and Pathfinder Bank for a celebration of the creative vision of downtown property owners and developers, the determined spirit of longtime businesses, restaurants and cultural institution leaders, and the passionate entrepreneurial individuals who have shaped downtown's soul. A luncheon will be held at noon on Thursday, June 22 in the grand ballroom of the Marriott Syracuse Downtown. Downtown Committee Executive Director Merike Treier will offer an exciting downtown report, highlighting the incredible investment activity happening. Three individuals and/or organizations will be honored for their contributions to downtown Syracuse as the Downtown Committee presents its awards of excellence. Visit www.DowntownSyracuse.com/AnnualMeeting for tickets and information.



Local. Community. Trust.



Downtown in Bloom to Welcome Summer

Three hundred and thirty-five hanging flower baskets now dress the streets of downtown Syracuse. The Downtown Committee thanks all hanging flower basket sponsors for supporting the beautification work of the Downtown Syracuse Foundation. Special thanks to the following organizations for sponsoring 10 or more flower baskets:

AXA	Jefferson Clinton Hotel
Barclay Damon LLP	Key Bank
CBD Companies	Loew's Residential Suites
C-MAND Development	M&T Bank
Cathedral Square Neighborhood Association	MONEY Federal Credit Union
Center Armory	Marriott Courtyard and Residence Inn at Armory Square
Cushman Wakefield Pyramid Brokerage	Marriott Syracuse Downtown
Dey's Plaza Apartments	Partnership Properties
JF Real Estate	



The petunias are from Oliver B. Paine Greenhouses and available at the Downtown Farmers Market this summer.

Each \$50 tax-deductible donation sponsors one flower basket for the 2017 season. Support is still needed! Please consider making a donation. Checks may be mailed to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St., Syracuse, or paid by credit card at <http://downtownsyracuse.com/flowers>.

Partners in Planting

On June 2, Pioneer Companies and Young Leaders United, a division of the United Way, as well as the Bonadio Group will partner with the Downtown Committee to participate in the Partners in Planting program. By transforming downtown's landscape through beautification and clean-up efforts, participants give back to the community by showing they care about the quality of life and attractive streetscape that downtown Syracuse presents.

THE BONADIO GROUP
CPAs, Consultants & More



Downtown Farmers Market Returns for the 2017 Season!

7 a.m. to 3 p.m. every Tuesday in Clinton Square June 13 to October 10

The Downtown Farmers Market returns for its 45th season starting Tuesday, June 13. Every Tuesday*, 7 a.m. to 3 p.m. rain or shine through October 10, dozens of the region's best farmers and produce dealers converge on Clinton Square.

Two things to look forward to during the 2017 season:

1. In July, the popular Food Bank of Central New York's Say Yes Program returns with cooking demonstrations.
2. Free Drawings: Farmers and produce dealers will continue to donate fresh produce, unique products and gift baskets to stir excitement. Each week, market visitors can look forward to entering a free drawing to win the "item of the week."

Keep up with what's new at the market and learn about exciting events planned for the season! Email mail@downtownsyracuse.com to sign up to receive the Farmers Market newsletter, which is distributed electronically every Monday afternoon.

*Please note, because July 4th falls on a Tuesday this year, there will be no market on that day.



Introducing Visit Syracuse, Incorporated

The oldest convention & visitors bureau in New York state announced it has taken strategic steps to increase tourism in the region. Visit Syracuse, formerly a division within CenterState CEO, is now operating as an independent Destination Marketing Organization (DMO): **Visit Syracuse, Inc.**

With a newly formed governing board of directors, sound financial position and strong partnerships with major stakeholders such as Onondaga County and the business community, Visit Syracuse is in a stronger position to carry out its new, bold mission to **drive tourism demand**.

Visit Syracuse, Inc. became official on January 1, 2017. Since then, the Visit Syracuse team, under the guidance of a transition committee made up of local leaders, has been working to put the plan in motion.



What's New?

Tourism-focused Board of Directors

A newly formed, independent governing board of directors, appointed by regional tourism industry leaders, is in place to help to oversee operations on the executive level, empowering Visit Syracuse to more effectively advance its mission. They will also take active roles by serving on advisory committees with the team.

New Focus

In 2015 Visit Syracuse conducted a strategic planning effort that provided a five-year vision on promoting and marketing Syracuse and Onondaga County as a unique travel destination for leisure, sports, events and meetings in a dynamic urban setting. Visit Syracuse assists more than 100 groups annually and contributes to more than \$850 million in direct visitor spending. Well-known events include Syracuse Ironman 70.3, United States Bowling Congress, Skills USA, Sweet Adelines singing competition and more.

The Visit Syracuse team will have three primary focus areas: brand development; prospecting and conversion; and visitor and partner engagement.



New Staff Opportunities

Visit Syracuse Vice President of Sales & Services Tracey Burkey has moved into a newly created position as the vice president of visitor and partner engagement. Burkey will lead a team solely dedicated to engaging with visitors to enhance their experience, implement operational plans for visitor engagement projects, lead hospitality/visitor services and cultivate partnership development.

What's next?

Visit Syracuse Inc.'s new strategic direction will afford it the opportunity to focus on several new initiatives, including employment opportunities, expanded visitors center presence, reaching out to new markets and even creating a new funding model.

Continued Evolution as President Says Farewell

David Holder, president of Visit Syracuse, Inc., is taking a once in a lifetime career opportunity and voluntarily stepping away from his role with the DMO. Holder, who was brought in to lead the organization 10 years ago, has accepted a position as vice president-tourism for Jones Lang Lasalle, (JLL), a global commercial real estate and investment management service.

"This was an extremely hard decision because it's been such a privilege to be a part of Visit Syracuse, Inc.," Holder said. "Visit Syracuse has a dynamic team and now there is a board in place that is very much ingrained in the organization's mission. This is a new and fresh opportunity for someone to step in and take it to a whole new level."

A special committee will perform a national search for a new president. Holder will remain president of Visit Syracuse until mid-June 2017. Vice President of Brand Development Carol Eaton, a long time veteran of Visit Syracuse, will step up, in an interim role to assist with the transition. Eaton has the experience and qualifications necessary to keep the organization's forward momentum going. She will work closely with both the board and the Visit Syracuse team to advance new tourism opportunities for the region.

Visit Syracuse, Inc. Board of Directors

Ed Brennan, Beak & Skiff Apple Orchard (appointed by CenterState CEO) – Chair

Kathy Rapp, (appointed by the Onondaga County Legislature) – Vice Chair

Danielle Neuser, Fairfield Inn/Springhill Suites Syracuse (appointed by the Greater Syracuse Hospitality and Tourism Association) – Secretary

Frank Caliva, CenterState CEO (appointed by CenterState CEO) – Treasurer

David Aitken, Destiny USA

Kelly Carr, SMG/Oncenter

Bill Fisher, Onondaga County Executive Office (appointed by Onondaga County Executive)

Tiffany Gallagher, Crowne Plaza (appointed by the Greater Syracuse Hospitality and Tourism Association – GSHTA)

Ryan McMahon, Onondaga County Legislator (appointed by the Onondaga County Legislature)

Troy Waffner, New York State Fairgrounds

Open Position – to be appointed by Onondaga County Executive

CENTERSTATE CEO ECONOMIC CHAMPION

Wegmans

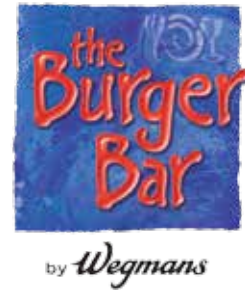
Wegmans continues to garner a national reputation as being one of the best food markets around, while continuing to grow locally and around the country. Year after year the family owned, full-service food and pharmacy market is included in prestigious national lists for great places to work and shop. Wegmans' customer base is very loyal and customers often refer to their favorite store location as "my Wegmans."

Wegmans was named to the 2017 Fortune 100 Best Companies to Work For list, this year ranking No. 2. This year marked the 20th anniversary of the Fortune 100 Best Companies to Work For list. Thus, Wegmans received the designation of "Great Place to Work Legends™" as it is one of 12 companies that have appeared on the list for all 20 years. Wegmans ranked No. 2 in a Harris Poll Reputation Quotient Study this year, which included 100 of the most visible companies in the United States. People magazine ranked Wegmans No. 6 on its first annual "50 Companies That Care" list.

Regionally, Wegmans continues to provide flexible work schedules to its more than 4,000 employees that are part of the Central New York region so it was no surprise when Wegmans made the list of Highest Rated Companies for work-life balance, a list compiled by Jobs Site Indeed. Wegmans ranked No. 20 on the list of 1,000 top companies.

Construction is underway at the DeWitt location to add 12,500 square feet of space. Additionally, the expansion will grow its Market Café seating area and allow an even larger variety of product offerings. This expansion will also include a new element to this location called "The Burger Bar," which is scheduled to open in August.

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



Wegmans continues to reap national awards while expanding its footprint and services.

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.

25 YEARS

Jemco Water Treatment Services, Inc.
Seaboard Graphics

15 YEARS

Sedgwick Business Interiors - Syracuse, LLC
Cryomech, Inc.

5 YEARS

The Barking Orange
Courtyard by Marriott Armory Square
Dave and Buster's
Residence Inn by Marriott Armory Square

20 YEARS

CNY Fertility Center

10 YEARS

RZ Engineering, PLLC

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CENTERSTATE CEO MEMBER DISCOUNTS

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

Seabreeze

4600 Culver Road
Rochester, NY 14622
585-323-1900

www.seabreeze.com

Seabreeze Park is Rochester's landmark family fun destination. You'll find four roller coasters, adult and kiddie rides and a full waterpark with wave pool, slides and more. Enjoy live entertainment, games, great food and cool breezes off scenic Lake Ontario.

Discount: CenterState CEO members can save \$5 off the gate price, \$2 off the online price of a Ride & Slide pass when members buy tickets online at www.seabreeze.com and enter the promo code: STATE (may not be used on any other ride offers or group event tickets.) Offer expires September 1, 2017.

Liverpool Golf and Public Country Club

7209 Morgan Road
Liverpool, NY 13090
315-457-7170

www.lgpc.com

Family owned club established in 1947. A championship 18-hole golf course, all grass driving range, six-hole short game course, full service food and beverage area, wedding and banquet facility.

Discount: CenterState CEO members receive \$100 off banquets for 75 to 250 guests based on availability. Offer expires December 31, 2017.

POW Promos LLC

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www.powpromos.com

POW Promos is Syracuse's custom print and promotional product company. Women and Native-American-owned company helping business owners establish an image and identity using unique print and advertising specialties that bring your vision to life at a price that fits your budget. POW offers advertising specialties, apparel, business forms, embroidery, envelopes, promotional products, screen-printing, T-shirts and more.

Discount: CenterState CEO members can save \$20 off any screen-printed T-shirt order quantity of 24 or more (new customers only). Offer expires December 30, 2017.

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

CENTERSTATE CEO AMBASSADORS

CenterState CEO Ambassadors welcome new CEO members, and provide recognition to businesses celebrating important milestones. If your company or organization will be celebrating a special event in the near future, or if you are interested in becoming an Ambassador, please contact Sharon Abert at 315-470-1810 or sabert@centerstateceo.com.



CenterState CEO Ambassadors visit the office of **Karen Lawitts, DDS and Nancy Yeates, DDS** to wish them a Happy 25th Anniversary. The office is located at 100 Intrepid Lane in Syracuse.



Orange Theory Fitness has opened at 3150 Erie Blvd. E. in Syracuse.

Anniversaries:

Wilcox Paper Co., 5916 Court Street Road, Syracuse, 90th

Terra Organic Spa, 201 Highbridge St., Fayetteville, 10th

Grand openings and re-openings:

Breakout Games – Syracuse, 6501C Basile Rowe, East Syracuse

Carmelita's Mexican Restaurant, 6159 Route 31, Cicero

Empower Federal Credit Union, 515 Erie Blvd. W., Syracuse

Salt City Coffee, 509 W. Onondaga St., Syracuse

New locations:

Estate Planning Law Center, 6900 Highbridge Road, Fayetteville

Visions Federal Credit Union, 5788 Circle Drive, Cicero

UnitedHealthcare, 610 S. Salina St., Syracuse

MEMBER ESSENTIALS

Spinland Studios wins New York state award.

Steri-Pharma plans \$50 million expansion in Syracuse.

The Boilermaker road race announces mobile app, developed by **Covey Computer Software** of Utica, that includes live runner tracking for 40th anniversary of race.

Digital marketing agency **Site-Seeker** hires four new full-time team members.

St. Baldrick's fundraiser for pediatric cancer research at **Kitty Hoynes** of Syracuse raises most money in the United States.



Colgate University announces new applied mathematics major.

Excellus BlueCross BlueShield selects eight Central New York nonprofits to receive Community Health Awards, including **Catholic Charities of Onondaga County, Home Headquarters and Liberty Resources**.

Major gift at **Syracuse University** establishes five-year dual degree program in business administration and engineering.

OBG receives award from the American Council of Engineering Companies of New York.

Empower Federal Credit Union named one of the best large companies to work for in 2017.

Beak & Skiff establishes itself as popular music venue.



United Way of CNY to give \$3.5 million to social services agencies in July.

Crouse Hospital announces new relationship with Northwell Health to sustain its financial stability, improve quality and expand its operation.

Hayner Hoyt Construction Co. continues work on the new **Redhouse Arts Center** at the former Sibley's Department Store in downtown Syracuse.



Parent company of **Oswego Hospital** hires former Pittsburgh hospital official as its new president and chief executive officer.

SUNY Cortland seeks partners that complement its academic specialties to establish new or expanding businesses on campus through the START-UP NY program.



Wegmans announces its produce bags no longer contain fossil fuels. **Wegmans** ties for first place as America's favorite grocery store.

Construction begins on expansion at **Welch Alllyn** in Skaneateles.

Molina Health Care Inc. teams with FamilyCare Medical Group to offer care for Medicaid patients in Onondaga County.

A recent project of **Holmes, King, Kallquist & Associates, Architects LLP** is featured on the cover of *Timber Home Living* magazine.



ICELAND'S MAGICAL NORTHERN LIGHTS

Discover Iceland's Magical Northern Lights with CenterState CEO, February 20 to 26, 2018. Highlights include Reykjavik, Northern Lights Cruise, Golden Circle, Thingvellir National Park, Geysir, Gullfoss, Seljalandsfoss, Vik, Eyjafjallajokull Volcano Visitor Center, Skogar Museum, Skogafoss, Jokulsarlon Glacial Lagoon, Skaftafell National Park, Vatnajokull Glacier and Blue Lagoon. Per person rates: \$3,429 (double) and \$3,929 (single). Price includes a \$200 air booking bonus (if booked by August 20, 2017), round-trip airfare from Syracuse Hancock International Airport, air taxes, airport-hotel transfers, tour manager and 10 meals.

For more information, contact Shannon Fults at sfults@centerstateceo.com or 315-470-1800.



Jokulsarlon Lagoon Glaciers, Iceland



TRAVEL PRESENTATION: ICELAND – JULY 27

Join CenterState CEO for a travel presentation on Iceland at 5:30 p.m. on July 27 at the Maplewood Suites Extended Stay, 400 Seventh North St., Liverpool, to learn more. RSVP to 315-701-2648 or jlombardi@nyaaa.com. The presentation is free to attend.

NEW PARTNERS

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

Dex Media

Dex Media is dedicated to helping local businesses thrive in today's competitive environment by providing them the automation tools they need to compete against the national chains that are dominating the marketplace. This will save them time, money and keep them connected with their customers.

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716-472-9555

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Mexico, NY 13114

315- 529-7233

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Enjoy style and sophistication at the Embassy Suites Syracuse, an all-suite hotel in Syracuse, New York, located just minutes from downtown and the airport. During your trip, unwind in a spacious two-room suite. Embassy Suites Syracuse offers complimentary drinks and snacks at the evening reception in the open-air atrium and free, made-to-order breakfast each morning. The hotel also has 5,500 square feet of space available for your next meeting or social event.

Michael Riccardo

6646 Old Collamer Road S.

East Syracuse, NY 13057

www.embassysuites3.hilton.com/en/hotels/new-york/embassy-suites-by-hilton-syracuse-syrdwes/index.html

315- 446-3200

Hillside Work Scholarship Connection

For nearly 30 years, Hillside Work-Scholarship Connection (HW-SC) has helped students overcome the barriers that cause them to drop out and abandon their education. Hillside changes the norm for students and families living in generational poverty by giving them necessary guidance and the tools to be successful in school – expanding their access to education and employment opportunities.

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315- 455-2819

Syracuse Model Neighborhood Facility, Inc. dba Syracuse Community Connections

The mission of Syracuse Community Connections is to be an advocate for the diverse community's well-being through community empowerment, public health initiatives and education and recreation programs.

Sharon Owens

401- 425 South Ave.
Syracuse, NY 13204
www.smnfswcc.org

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646-205-2246

EVENTS

CenterState CEO Clambake

Thursday, August 3, 2017

4 to 8 p.m.
Hinerwadel's Grove
5300 W. Taft Road, North Syracuse

Register by July 26

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

Join CenterState CEO for great food,
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Make it your company picnic!

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Group packages available: 5 tickets
for \$325, 10 tickets for \$650,
15 tickets for \$975.

Tabletop displays are available for
members only. \$500 includes two tickets
and a 6-ft. table.

Contact Beth Savicki at 315-470-1833 or
bsavicki@centerstateceo.com.

**After July 26 and at the door, tickets are \$75
for members; \$85 for non-members.
Cancellations after this date will be billed.

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Register online at www.centerstateceo.com/events

Business After Hours and Member Showcase at the Chiefs, June 1

5 to 7 p.m.

NBT Bank Stadium, Hank Sauer Room, One Tex Simone Drive, Syracuse

Network with business leaders at NBT Bank Stadium's Hank Sauer Room, then stay for the Syracuse Chiefs game! Member tickets to this Business After Hours include a free Syracuse Chiefs Baseball cap and admission to the ballgame, starting at 6:35 p.m. against the Pawtucket Red Sox. Can't make it to the networking event but would like to attend the game? Use promo code: CENTERSTATE to receive \$2 off per game ticket and a free Syracuse Chiefs baseball cap.

Cost: \$15 for members; \$25 for non-members. For information on displaying your business at this event, contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com.



CNYIBA – NY/NJ Port Tour, June 7

7 a.m. to 7:30 p.m.

Maher Terminal, 1210 Corbin St., Elizabeth, NJ

Join the Central New York International Business Alliance on a tour of Maher Terminal in the Port of New York & New Jersey, one of the busiest ports in the world. Learn how they manage thousands of ocean shipping containers daily; use x-ray to inspect shipments; trans-load to and from rail and truck; and cooperate with U.S. Customs and Border Protection to insure safety of supply chains. Also includes a presentation from Port Authority management. Sponsored by Mohawk Global Logistics.

Cost: \$95 for CNYIBA members; \$125 for non-members. Contact Kathleen Hallahan at 315-470-1948 or khallahan@centerstateceo.com.



CEO Presents Ray Halbritter of the Oneida Nation, June 8

8 to 9:30 a.m.

Holiday Inn Liverpool Syracuse, 441 Electronics Parkway, Liverpool

Ray Halbritter, Oneida Indian Nation representative and CEO of Oneida Nation Enterprises, will share his insights on how vision, collaboration and cultural investment are critical to driving new opportunities in business and in a community. Hear firsthand how these values have shaped the growth of Oneida Nation Enterprises and its plans for future development in the region.

The series is presented by VIP Structures and sponsored by News Radio 570 WSYR, Now on 106.9 FM. Cost: \$30 for members; \$45 for non-members. Contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.



Speed Networking, June 14

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

TERACAI, 217 Lawrence Rd. East, 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. Sponsored by TERACAI; breakfast provided by Peppino's Catering.

Cost: \$15 for members; \$25 for non-members. Please pre-register. Contact Karen DeJoseph, 315-470-1997 or kdejoseph@centerstateceo.com.



Managing the Inefficiencies and Risks of Corporate Cellular Service, June 20

8:30 to 9:30 a.m.

The Tech Garden, 235 Harrison St., Syracuse

As companies become increasingly dependent on wireless devices to operate their businesses, having the right resources and safeguards to help manage those services and protect business interests is critical. A discussion with the Wireless Business Group, LLC will focus on reducing the time spent managing cellular inventory, reducing wireless expense and minimizing the growing threats related to cellular communications.

Cost: \$10 for members; \$20 for non-members. Contact Karen DeJoseph, 315-470-1997 or kdejoseph@centerstateceo.com.

Greater Oswego-Fulton Chamber of Commerce Calendar of Events

June 7 Business After Hours, Center for Wound Healing at Oswego Health, 5 to 6:30 p.m.

June 12 Greater Oswego-Fulton Chamber of Commerce Golf Social, full day, Oswego Country Club

Register at www.OswegoFultonChamber.com



June 8, 2017

8-9:30 am | Holiday Inn Liverpool
BIANNUAL SPEAKER SERIES

RAY HALBRITTER

Oneida Indian Nation
Representative &
CEO of Oneida Nation Enterprises



Halbritter will share his insights on how vision, collaboration and cultural investment are critical to driving new opportunities in business, and in a community.

GET YOUR TICKETS TODAY!

WWW.CENTERSTATECEO.COM/EVENTS

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