

CENTERSTATE CEO PROMOTES SIX EMPLOYEES TO NEW CORPORATE LEADERSHIP TEAM

CenterState CEO has promoted six employees to its newly established Corporate Leadership Team following an organizational refresh process. The new leadership and organizational structure are the result of an 18-month internal process and will formally be implemented on Jan. 1, 2023.

As Senior Vice President of Administration and Human Capital, **Lori Dietz** will oversee the day-to-day administration and operations of the organization, including the organization’s human resources, finances and accounting, facilities, technology and other core functions. Dietz previously served as the organization’s vice president of Operations and Compliance.

As Senior Vice President of Marketing and Communications, **Elle Hanna** will manage and grow the organization’s brand recognition and awareness locally, regionally, statewide and nationally. She will serve as the lead communications and marketing officer, spokesperson and media contact, and is responsible for executing the organization’s strategic marketing and communications plan. Hanna previously served as CenterState CEO’s senior director of Communications and Media Relations.

As Senior Vice President of Racial Equity and Social Impact, **Dr. Juhanna Rogers** will work collaboratively across the organization to develop, monitor and report on actionable and measurable DEI goals, strategies and metrics. In this position, she will also provide organizationwide leadership for CenterState CEO’s commitment externally to enhancing and sustaining diversity, promoting a culture of inclusiveness and advancing cultural competence within the business community, and developing strategic initiatives that contribute to CenterState CEO’s successful engagement of the diverse population it serves. Dr. Rogers previously served as CenterState CEO’s vice president of Racial Equity and Social Impact.



Lori Dietz



Elle Hanna



Dr. Juhanna Rogers

continued on page 3



2
CEO Expands Real Estate Database: Add Your Site



4
New York’s \$7B+ Unemployment Insurance Fund Deficit: What it Means for Your Business



5
The Economic Impact of Central New York’s Anchor Institutions



20
CenterState CEO Events: Economic Champions Celebration is Nov. 9

CenterState CEO Economic Champions Celebration

Wed., Nov. 9 | Noon to 1:30 p.m.

Convention Center at Oncenter

Cost: \$65 per member; \$75 per non-member; \$625 for member table of 10; \$725 per non-member table of 10.

See page 20 for details.

PRESENTING SPONSOR

Fust Charles Chambers LLP
CERTIFIED PUBLIC ACCOUNTANTS

COMMUNITY VISIONARY
AWARD SPONSOR

CORPORATE SPONSOR

MEDIA SPONSOR

The Central New York

EBAY, INSTACART ACQUIRE SYRACUSE STARTUPS, HIGHLIGHTS STRENGTH OF INNOVATION ECONOMY

In recent months, local area startup companies have been acquired by large corporations, signaling signs of a robust innovation and tech ecosystem in Central New York.

In August, CenterState CEO member **TCGplayer** announced it signed an acquisition agreement with multinational e-commerce company eBay. The deal, reportedly worth \$295 million, will enable the company to continue to operate independently and grow in Syracuse. The company started with two founders in 2008 and has since grown to a 44,000-square-foot headquarters in downtown Syracuse with nearly 700 employees, which will benefit from the deal through the company’s employee stock option plan.

Last month, Tech Garden alum **Rosie** announced it has been acquired by Instacart. With the acquisition, Instacart is introducing new e-commerce solutions built specifically for local and independent retailers that complement the company’s existing Instacart platform offerings.

The Rosie team will continue to operate out of its Ithaca, New York, location following the acquisition. The Tech Garden, along with CenterState CEO, is proud to have supported Rosie’s growth trajectory through the long-standing seed funding program, Grants for Growth and the Startup Labs business competition, which provided resources to help the company develop its technology and scale.

“Acquisitions like this are the true mark of a healthy and robust innovation ecosystem,” said CenterState CEO President Rob Simpson. “Not only is this a win for TCGplayer, Rosie and their employees, it also shows that this community is supporting the creation of companies that can attract this type of investment. As Central New York’s innovation ecosystem continues to grow, I anticipate more companies will seek investments in small- and mid-sized cities, like Syracuse, that are growing tech hubs.



CEO EXPANDS REAL ESTATE DATABASE: ADD YOUR SITE

It is an exciting time in Central New York with new businesses opening and existing businesses expanding. As a forward-thinking economic development strategist, CenterState CEO is often contacted for available space or land in the region for those new or growing businesses. To respond promptly to those inquiries, CEO has created an internal database of available sites. The most frequent requests are for industrial buildings, warehouses and land. **Companies with available sites that fit these categories and would like to be listed in CEO’s database should contact Shannon Fults.** Submissions may be shared any time as the database will be ongoing.



FEATURE STORIES

eBay, Instacart Acquire Syracuse Startups, Highlights Strength of Innovation Economy.. 2	Racial Equity and Social Impact: Age Diversity and the Great Resignation..... 7
CEO Expands Real Estate Database: Add Your Site 2	GENIUS NY’S Wonder Robotics Takes Home Win at Commercial UAV Expo in Las Vegas 8
Government Relations: NY’s \$7B+ Unemployment Insurance Fund Deficit: What it Means for Your Business; Four-event Series Offers Chance to Meet the Candidates..... 4	The Tech Garden: Welcomes Four New Members 9
The Economic Impact of Central New York’s Anchor Institutions 5	Simpson Recognized by Salvation Army 9
CEO Partner Kingston Economic Development Wins Gold for Cross-Border Collaboration 6	GOFCC: Small Business Ribbon Cuttings..... 10
SAM Participants Learn High-tech Manufacturing 6	CenterState CEO Golf Tournament & Steak Bake BBQ a Success 11
	Firm Tours Northside to See Impacts of I-81 Design and Planning 13
	COVID-19 Business Funding Resources..... 18

MEMBER NEWS

Member Milestones 6
Economic Champion, presented by Solvay Bank: YMCA of Central New York 12
Member Essentials..... 13
CenterState CEO Ambassadors, presented by VISIONS Federal Credit Union..... 14
New Partners 16

PARTNER NEWS

NUAIR & NYS Division of Homeland Security and Emergency Services Host Public Safety UAS Summit..... 18
Downtown Committee: 2022 Season of Downtown Syracuse Farmers Market Comes to a Close..... 19

EVENTS

Upcoming Events 20

NEW CORPORATE LEADERSHIP TEAM continued from front page

As Senior Vice President of Inclusive Growth, **Dominic Robinson** will be responsible for driving positive impact and outcomes in the region. Through this new role, Robinson will oversee most of the organization’s direct programs, services and initiatives, including core areas of business expansion, retention and attraction; business incubation and acceleration (including The Tech Garden); workforce development; community investment and prosperity; and cluster development. Robinson previously served as the organization’s vice president of Economic Inclusion.



Dominic Robison

As Senior Vice President of Member and Business Experience, **Andrew Fish** is responsible for organizing and leading how businesses engage with CenterState CEO. In this role, Fish will manage the sales and service system. Additionally, he will drive engagement with the organization’s programs, services and initiatives. Fish previously served as senior vice president of Business Development.



Andrew Fish

As Chief of Staff and Senior Vice President of Strategy, Policy and Planning, **Ben Sio** will oversee the strategic direction of the organization and ensure that collective activities are advancing the organization’s mission-based priorities. Additionally, he is responsible for building consensus around strategic needs and priorities and managing the change necessary to drive execution. Sio will also oversee the organization’s policy development and government affairs activities. Sio previously served as the organization’s chief of staff.



Ben Sio

In addition to leadership changes, the organization has developed eight strategic principles and associated metrics that will support its mission to create a region where businesses thrive and all people prosper. These strategic principles, which the newly formed Corporate Leadership Team is responsible for advancing, include business competitiveness, community prosperity, equity, sustainability, continuous improvement, customer service, talent excellence and brand awareness.

[Learn more about CenterState CEO, its staff and programs.](#)

CenterState CEO Strategic Principles

Collaboration

Integrity

Inclusion

Agility

Accountability

Vision

To be recognized by our members and stakeholders as a visionary leader, effective advocate, exceptional employer and a force for positive outcomes for our community

Mission

CenterState CEO is committed to creating a region where businesses thrive and *all* people prosper

Strategic Principles

Business Competitiveness

Support conditions and interventions that allow business to succeed, grow and thrive in a dynamic market

Community Prosperity

Enhance community wealth, environmental sustainability, vitality and livability

Equity

Reduce disparate socio-economic outcomes and conditions

Sustainability

Carefully curate our financial wherewithal and mandate to lead

Continuous Improvement

Embrace process improvements (effectiveness and efficiency) in furtherance of mission outcomes

Customer Service

Provide internal and external customers exceptional stakeholder experiences

Talent Excellence

Recruit, train, develop, engage, and empower people to excel and thrive

Brand Awareness

Champion and elevate awareness of the brands of CenterState CEO and its organizational partners

GOVERNMENT RELATIONS

New York's \$7B+ Unemployment Insurance Fund Deficit: What it Means for Your Business



New York's Unemployment Insurance (UI) Fund owes nearly \$8 billion to the federal government. This debt is the result of funds that were borrowed to pay benefits at the height of the COVID-19 pandemic. At its peak, New York owed more than \$10 billion to the federal government for unemployment insurance payments.

While New York has made some headway on repayment, all but six states have fully repaid their loans. Many states chose to use some of their federal pandemic relief funds to pay down their debts, but New York has, thus far, decided not to take this approach. Instead, businesses across New York received bills for an unemployment insurance premium surcharge in August, and it's possible there will be future surcharges, as well. **CenterState CEO continues to work with Governor Hochul's administration and with members of the state Legislature to encourage them to find a solution to ease this burden on New York businesses.**

This issue was the subject of an in-depth discussion during a recent CenterState CEO Government Relations Committee meeting with New York State Business Council Vice President Ken Pokalsky. During the conversation, Pokalsky presented detailed information on New York's UI fund deficit and what business owners can anticipate in the future. The full conversation is available to CenterState CEO members on [Click](#).

Four-event Series Offers Chance to Meet the Candidates

CenterState CEO is pleased to bring back its **2022 Candidates Series**, in person after a two-year hiatus.

A Meet the Candidates Reception will kick off the series Oct. 12, at the Rosamond Gifford Zoo. This reception is an opportunity for members learn about candidates on the ballot Nov. 8 and to share what matters most to businesses in a relaxed atmosphere.

As part of this series, CenterState CEO will also host three Candidate Forums. Two virtual forums will feature the competitive state senate races to represent Central New York in Albany:

- **Tuesday, Oct. 18**, 4:30 p.m. – 48th state senate district, featuring Julie Abbott (R) and Rachel May (D).
- **Tuesday, Oct. 25**, 4:30 p.m. – 50th state senate district, featuring John Mannion (D) and Rebecca Shiroff (R).

A final, in-person Candidate Forum will feature candidates for the U.S. House of Representatives.

- **Tuesday, Nov. 1**, 4:30 p.m. – U.S. House of Representatives, 22nd District, featuring Francis Conole (D) and Brandon Williams (R), at the CNY Biotech Accelerator, in Syracuse.

During each of the forums, candidates will be invited to speak individually and will be asked the same questions. The Nov. 1 forum will be followed by a reception where the candidates will be invited to engage directly with CenterState CEO members.

These events provide members an opportunity to hear about the issues that matter most to the business community. CenterState CEO members can attend all events in the 2022 Candidates Series, including the two in-person events and the two virtual events with a single admission ticket for \$50. [Register here](#) or contact [Lisa Metot](#).

Thank You Event Sponsors



Thank You Advocacy & Policy Engagement Sponsors



THE ECONOMIC IMPACT OF CENTRAL NEW YORK'S ANCHOR INSTITUTIONS

A recent analysis conducted by CenterState CEO on the economic impact of anchor institutions highlights their critical role within the region as employers, generators of economic activity and through their purchasing power.

Anchor institutions are educational establishments, health care facilities and other organizations that have an enduring presence within their local communities. Beyond fulfilling their respective missions to educate, heal or provide services, these institutions are proven economic engines of prosperity. They employ large workforces, occupy and manage sizable pieces of real estate, purchase vast quantities of goods and services, and attract billions of dollars of investment through capital projects and research activities. Central New York anchor institutions include many of the region's largest employers, such as Syracuse University, Cornell University and Upstate University Hospital. Highlights of the report include:

Employment

- Anchor institutions employ 53,728 people in Central New York with an average wage of \$71,184 per year.
- As a percentage of total employment, anchor institutions employ 85% more people within Central New York than the U.S. average.
- Employment in colleges and universities in Central New York is nearly four times higher than the U.S. average.

GDP & Productivity (2021)

- Anchor institutions produced \$5.5 billion in GDP for the region.
- Anchor institutions produced 11.3% of total GDP in the region, compared to 5.2% in the nation.

Local Purchases (Q1 2022)

- Anchor institutions in the region are estimated to purchase \$1.2 billion in goods from businesses located in Central New York.

Given their integral role as key pillars of Central New York's economy, CenterState CEO convenes an Anchor Institutions Roundtable of these essential partners throughout the region to advance CenterState CEO's mission to bring greater economic growth and prosperity to the region.

Core focus areas of the Roundtable include advising on the ongoing development of talent attraction services; developing a policy agenda and impact report; and seeking long-term anchor institution partnerships, joint research projects, and collaborations that can better position the region for outside research investment.

To learn more, contact [Kiel Kinkade](#), research analyst, at CenterState CEO.



Cazenovia College together with Cazenovia Welcomes Refugees (CWR) and InterFaith Works welcomes a family from Afghanistan to Cazenovia. The College, CWR and InterFaith Works teamed up to renovate a college-owned building to return the two-story structure back into a single-family home. After nine months of reconstruction, the resettlement family moved in this summer.



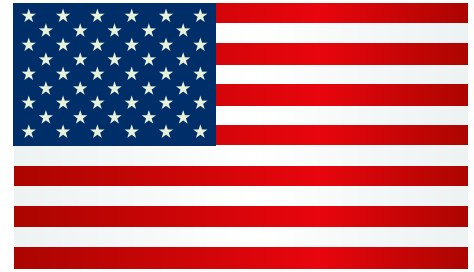
SUNY Oswego breaks ground on the \$80 million Hewitt Hall renovation last year that will turn the former student union into a state-of-the-art home for Oswego's School of Communication, Media and the Arts. The project is expected to be completed in 2023.

CEO PARTNER KINGSTON ECONOMIC DEVELOPMENT WINS GOLD FOR CROSS-BORDER COLLABORATION

Kingston Economic Development Corporation has won a gold award for the **Kingston-Syracuse Pathway** from the International Economic Development Council (IEDC).

The Pathway is unique, cross-border partnership between Central New York Biotech Accelerator, CenterState CEO, Upstate Medical University, Queen’s University Office of Partnerships and Innovation, Kingston Health Sciences Centre, and Kingston Economic Development Corporation, that provides a soft-landing program to facilitate international market entry for entrepreneurs and innovators by providing access to the resources needed to expand into the U.S. or Canada. It also fosters research collaboration between the institutions, particularly for medical research.

“Cross-border work is essential for economic development organizations located near international boundaries. There are many important assets and resources located less than 100 miles from Syracuse, within Canada. Finding reliable partners such as Kingston Economic Development Corporation and Queen’s University is essential when businesses interested in international trade need to approach a new market,” said David Mankiewicz, senior vice president, Research, Policy & Planning at CenterState CEO.



IEDC received over 500 submissions from the U.S. and four additional countries around the world.

SAM PARTICIPANTS LEARN HIGH-TECH MANUFACTURING

The most recent Surge Advanced Manufacturing (SAM) cohort led by SUNY EOC learns how to make IT infrastructure directly from local Upstate Minority Economic Alliance member and employer training partner Critical Path Integrators. This program is sponsored with funds from the American Rescue Act and the JPMorgan Chase *AdvancingCites* initiative.

SUNY EOC and CenterState CEO partner to ensure programming is employer informed, relevant to economic job trends, and candidates find placement quickly upon program completion.

To learn more, contact **Meghan Durso**, senior manager of Industry Partnerships for Work Train at CenterState CEO.



MEMBER MILESTONES

CenterState CEO thanks the following members for reaching membership renewal milestones in October and for supporting CenterState CEO for many years to enrich and improve the business community.

50 YEARS

Onondaga Flooring, Inc.

25 YEARS

PathFinder Bank

Oswego County Federal Credit Union

Century 21 Galloway Realty

Community Bank, N.A.

Syracuse Design Group, LLC

20 YEARS

Efficient Technologies, Inc.

SWK Technologies, Inc.

Heid’s of Liverpool

15 YEARS

CNY Healing Arts

Franklin Properties, LLC

SUNY Educational Opportunity Center (EOC)

Madison County Industrial Development Agency

10 YEARS

Atlantic Testing Laboratories Limited

TOPS Friendly Markets

Adjacent

Such Chaos

5 YEARS

100 Black Men of Syracuse

AGE DIVERSITY AND THE GREAT RESIGNATION

In an era where social consciousness is growing, people are gaining a broader understanding of diversity, equity and inclusion (DEI), the importance of representation and equal accessibility to individuals who were deprived of equal treatment prior to anti-discrimination, and harassment laws. And while many DEI conversations rightfully focus on race, religion and gender, DEI must also focus on age, and the unique experiences and perspectives it brings to our interactions with one another, within our workplaces and beyond.

There are a number of reasons why age diversity is important, from opportunities for innovation and mentorship, to diversity of ideas and skill sets. But in many instances, creating a workplace that benefits from all age ranges becomes a business imperative. As Baby Boomers and Gen X prepare for retirement, these roles need to be fulfilled with equipped individuals. Each generation brings its own unique skill sets; the younger generation may have a tighter grasp on technology while the older generation can provide institutional knowledge and mentorship on how to maneuver through life and the corporate world. Just as important, creating a fulfilling culture, opportunities for growth, offering competitive compensation and a positive work-life balance are becoming more critical to employee morale and retention.

Look no further than the recent Great Resignation trend, where employees left their jobs for reasons such as wage stagnation or lack of benefits, rising cost of living, limited opportunities for career advancement, hostile work environments, inflexible remote work policies and long-lasting job dissatisfaction. The pandemic exposed employee frustration and the lack of administrative support during a time of uncertainty.

The Great Resignation magnified, in some instances, poor treatment of employees, as well as a reevaluation of what people value in their employment, particularly as people got sick or lost family members to the virus. They began to think about their lives and what they ultimately wanted from their work environments. Many Millennials and Gen Z workers began to rethink their expectations when entering the workforce, or whether or not they stay in an unsatisfactory workplace, coupled with a stronger desire to protect against an unfulfilling lifestyle.

In these rapidly changing times, if companies want to achieve or retain their status as an employer of choice, their work environment needs to embrace representation amongst all forms of diversity. Introducing and supporting a wide range of individuals who differ in age allows for a variety of experiences and points of view, fosters innovation and builds a more inclusive culture that will not only benefit your employers, but your business operations as well.

Let us know how we can support your organization in assessing its current culture and DEI objectives. Contact us any time at resi@centerstateceo.com.

References & Additional Reading

- **Research Confirms it's harder for millennials to get a 'good' job than it was for Boomers**, Money, May 23, 2022.
- **How gen Z is winning the great resignation, from pay increases to better work-life balance**, Business, June 12, 2022.
- **Why workers just won't stop quitting**, BBC Work Life, Aug. 18, 2022).
- **6 reasons why an age diverse workplace is important**, Vantage Aging., Jan. 21, 2020.



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

TOWARD RACIAL EQUITY
#TakeThePledge

CEO CENTERSTATE CORPORATION FOR ECONOMIC OPPORTUNITY

CenterStateCEOEQuity.com

GENIUS NY'S WONDER ROBOTICS TAKES HOME WIN AT COMMERCIAL UAV EXPO IN LAS VEGAS

Four GENIUS NY Cohort 6 teams, along with seven GENIUS NY alumni teams, attended the Commercial UAV Expo in Las Vegas. The expo focuses on the integration and operation of commercial uncrewed aircraft systems (UAS). GENIUS NY companies in attendance were Cohort 6 teams **Archangel Imaging, Ltd.**, **AVSS – Arial Vehicle Safety Solutions, Inc.**, **Fusion Engineering** and **Wonder Robotics**, as well as portfolio teams **Aerial Robotics**, **Ascent AeroSystems**, **Circle Optics**, **Fotokite**, **ResilienX**, **TruWeather Solutions** and **WindShape**. All participants enjoyed networking, workshops, equipment demos and promoting their innovative companies.

Wonder Robotics came away a winner at the expo's "Pitch the Press" event out of 17 companies that presented two-minute pitches to a panel of judges. Companies were evaluated on innovation and potential for ROI, and the top three contenders were selected as winners. In selecting WonderLand, the system from Wonder Robotics, the judges cited the need for safe landing paths and risk management around drone operations. WonderLand touts "vertical awareness" to improve the safe landing of autonomous vehicles. WonderLand's sensors and algorithms increase understanding of weather conditions, ground conditions, lighting and other factors that can impact the safety and precision of landings.

Wonder Robotics' winning pitch was great practice for the upcoming **2022 GENIUS NY Pitch Finals, Nov. 3, 2022, at the Marriot Syracuse Downtown**.

Judges will award one company the grand prize of \$1 million, based on a five-minute pitch and Q&A. The remaining four teams will each receive \$500,000, for \$3 million in total awards. The event is free and open to the public, though registration is required. [Learn more and purchase tickets.](#)



GENIUS NY teams and CNY stakeholders work the trade show floor at the Commercial UAV Expo — the leading international trade show and conference focusing on the integration and operation of commercial UAS — in Las Vegas, Nevada.



GENIUS NY teams, staff and supporters connect and unwind after a productive day at the expo.



GENIUS NY 2022 Winners Meet Community Leaders

Attendees welcomed the new startups selected for GENIUS NY's sixth cohort during Business After Hours at the Rosamond Gifford Zoo. The technology-based startups from around the world are excited to be winners in the world's largest business accelerator competition focused on uncrewed systems, IoT and big data startups. They enjoyed meeting members of the region's business and tech community as they make Syracuse their new home for growth during the upcoming year.

[Learn more.](#)



The Tech Garden Welcomes Four New Members

The Tech Garden recently welcomed four new members. These members have access to business resources, free events, mentors and funding opportunities.

HACKET

Hacket Cyber - an information security and offensive cybersecurity consulting firm specializing in penetration testing, social engineering and compliance consulting services.

REPS

REPS Sports Technology, Inc. - a sports technology company that gives lacrosse players innovative ways to train and puts metrics to the training.



Trial by Combat (dba For Fun Games) - a game publisher with its first game, a table-top turn-based tactical game.



WellBuildingControl - fills the gap between healthy and energy-efficient buildings through an innovative, predictive, data-driven optimal HVAC controller that minimizes indoor infection risk, while maximizing building energy efficiencies and savings.

A promotional poster for the Genius NY Pitch Finals. The background is a dark blue image of a building at night. The text is white and orange. In the top left, it says '\$3M AWARDED!'. The main title is 'GENIUS NY PITCH FINALS'. Below that, it says 'Nov. 3 | 5PM' and 'Marriott Syracuse Downtown'. In the bottom right, there is a logo for 'GENIUS NY' which is a stylized brain.

SIMPSON RECOGNIZED BY SALVATION ARMY

CenterState CEO is proud and humbled that the Salvation Army of Syracuse has selected President and CEO Rob Simpson as the recipient of its 2022 Community Team Spirit Award. The award is presented in recognition of Simpson's work within the community, and persistent commitment to making Central New York a place where business thrives and all people prosper.

The award will be presented at the Salvation Army's 51st annual Civic Celebration, to be held at noon, Tuesday, Oct. 18, at the Oncenter, in Syracuse.

Members are invited to [register to attend](#).



GOFCC Small Business Ribbon Cuttings



Oswego Boxing Club, located at 135 E. First St., Oswego, celebrates its grand opening.



The GOFCC celebrates **Lakeview Lanes' new outdoor venue, "The Yard,"** with a ribbon cutting. Congratulations to Mike Tryniski and his staff on this new addition located at 723 W. Broadway, in Fulton. The lanes have something for the whole family, from bowling, ice cream and mini golf, to a full restaurant and bar with lots of seating for dinner or drinks, and now an outdoor space with cornhole.



The GOFCC celebrates the grand opening of **Popeye's Restaurant** at 240 NY-104, Oswego, with a ribbon cutting. Laddi Singh and Rana Kaknia, brothers, recently opened their 31st Popeye's franchise, and are excited to be part of the Oswego community.

CENTERSTATE CEO GOLF TOURNAMENT & STEAK BAKE BBQ A SUCCESS

More than 144 golfers participated in CenterState CEO's sold-out, 18-hole captain and crew golf tournament at the Links at Erie Village, in East Syracuse. Winners were announced during the Steak Bake BBQ.

Congratulations to:

- Winning Foursome – Equitable
- Closest to the Pin Men – Jim Leska, KeyBank
- Closest to the Pin Women – Kate Rolf, Nascentia Bank
- Longest Drive Men – Josh Boudreau, AVSS
- Longest Drive Women – Lauren Chyle, CenterState CEO

All winners received a Syracuse prize pack.



Equitable was the lucky foursome winner with a score of 57.



Lauren Chyle, CenterState CEO, wins the Longest Drive for the women.



Kate Rolf (second from right), Nascentia Bank, wins Closest to the Pin for the women.

Thank You Sponsors



PRESENTING SPONSOR



STEAK BAKE GRAND PRIZE SPONSOR



ON-COURSE GAMES SPONSOR



GOLF BALL SPONSOR



HOLE-IN-ONE SPONSOR



MEDIA SPONSOR



CENTERSTATE CEO ECONOMIC CHAMPION

YMCA of Central New York

The YMCA of Central New York has served the community in Onondaga County and beyond for more than 160 years. They're committed to leading with equity to better engage with the people it serves to help communities become stronger, safer and more cohesive as an anti-racist, multicultural organization.

Everyone knows the Y as a place to camp, swim or exercise, but they're so much more. They work side-by-side with neighbors to address critical community needs that help kids develop into smart, resilient adults, for people to improve their health and build a sense of community, and for the most vulnerable young people to get the care and support they need.

Along with programs and services for its members and community, the Y is also a place for a first job for many teens, a place to find a flexible work schedule as a parent or retiree, as well as a place to build a lifelong career.

The Y's efforts to transform its leadership has been profiled locally and they're working with a cohort of other YMCAs nationally, along with Y-USA, to develop best practices and strategies for other YMCAs working toward a more diverse leadership. The Y infuses ongoing training in regular leadership staff assemblies around equity and change management and are working daily to transform its organizational culture to cultivate deeper trust and safety for all.

They Y believes that everyone should have the opportunity to learn, grow and thrive. Put simply, the YMCA of Central New York is about the entire community growing better together.



The YMCA of Central New York (downtown and metro office) is located at 340 Montgomery St., in Syracuse.

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.



**A Legacy of Commercial
& Business Banking**



Flexible



Experienced



Responsive



Decisions Made in Central NY

solvaybank.com/biz • 315-484-2209

FIRM TOURS NORTHSIDE TO SEE IMPACTS OF I-81 DESIGN AND PLANNING

CenterState CEO Director of Northside UP Jonathan Link Logan recently led the city of Syracuse’s urban planning and design consultant, Dover, Kohl & Partners (DKP) on a tour of the city’s Northside as the firm gathers information to understand the neighborhoods that will be impacted by the I-81 project and development of the Community Grid plan.

“The tour let Dover, Kohl & Partners experience what the Northside looks like and some of the challenges that it’s facing,” said Logan. “This is especially important because while the Department of Transportation (DOT) has been focused on the transportation elements, DKP is looking at the project more comprehensively and planning for long-term neighborhood improvements tied to the highway project.”

While in Syracuse, the DKP team hosted a design studio for those interested in providing input on the project. Concurrently, DOT is attaining contracts for work on I-481, and on rebuilding bridges north of downtown. In the meantime, CenterState CEO is working with its partners on workforce needs, to ensure individuals from the community are professionally trained for jobs created by the project. CEO also continues to work with different constituencies to address challenges and opportunities that arise through the \$2.5 billion project.

CEO’s partner UMEA is assisting companies with Minority- and Women-Owned Business Enterprise (MWBE) certifications, so they will be able to participate in the project. MWBE firms that need proper certification may **contact UMEA** for assistance.

Those interested in learning more about construction and training opportunities associated with the project are encouraged to contact **Chris Montgomery**, director of Syracuse Build, at 315-477-6940.



Jonathan Link Logan (pointing), CenterState CEO director of Northside UP, tours a team from Dover, Kohl & Partners around the city’s Northside to gather information on the neighborhood and how it may be impacted by the I-81 project.

MEMBER ESSENTIALS

Oneida Indian Nation to launch marijuana business, including sales, by 2023. **Oneida Indian Nation** announces expansions: a 65,000-square-foot community and cultural center complex in the Oneida Neighborhoods, as well as an expansion at Turning Stone Resort Casino to include conference space and a new hotel.



Syracuse’s Hancock International Airport will add 4,700 square feet to the airport’s north concourse, providing additional seating and concession space, and build two new jet bridges at gates where passengers now must board planes using outdoor stairs.

Byrne Dairy opens new 4,232-square-foot store within Electronics Park in Syracuse.



Beak & Skiff, owner of the new company — Gen V Labs — plans a big move into the marijuana business, including building a 15,000-square-foot manufacturing and packaging facility. Ayrloom is the brand name for marijuana products produced by Gen V Labs.



Solvay Bank is partnering with **Syracuse University** on its newly announced Live Local initiative to support the city of Syracuse in stabilizing neighborhoods in and around the university.

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



CENTERSTATE CEO AMBASSADORS

CenterState CEO Ambassadors welcome new CEO members and provide recognition to businesses celebrating grand openings, reopenings, company anniversaries, and other important milestones. CEO wants to recognize and celebrate members' special events. Please contact Justin Miller at 315-470-1818 or ambassadors@centerstateceo.com to share your recent milestone or learn how you can join the Ambassador committee.



Fayetteville Dodge Ram, located at 6010 Galster Road, East Syracuse, celebrates the grand opening of its new location.



CNY Graphics Machine, LLC, located at 3550 Burnet Ave., East Syracuse, celebrates its grand opening.



ACC Technical Services, located at 6400 Fly Road, East Syracuse, celebrates its 30th anniversary and new location.

CONNECT TO
CENTERSTATE CEO!



Follow us at CenterState Corporation for Economic Opportunity



Follow us @ centerstateceo



Like us at CenterState CEO



Subscribe to our CenterState CEO channel



Follow us @ centerstateceo



Cooperative Federal Credit Union, located at 1816 Erie Blvd. E., Syracuse, celebrates the grand opening of its new location, in partnership with the Upstate Minority Economic Alliance.



Currier Plastics, Inc., located at 101 Columbus St., Auburn, celebrates its 40th anniversary.



Elegance with a Twist Bridal Boutique, located at 425 S. Warren St., Syracuse, celebrates its grand opening along with the Downtown Committee of Syracuse and the Upstate Minority Economic Alliance.



Popeyes (owned by Liberty Restaurants Holdings), located at 7980 Brewerton Road, Cicero, celebrates its grand opening.



Greek Peak Mountain Resort, located at 2000 NY-392, Cortland, celebrates two grand openings: Campground at Hope Lake and The Lookout — a wedding and events venue.



Kool Kidz Daycare Center, located at 1816 Midland Ave., Syracuse, celebrates its grand opening in partnership with the Upstate Minority Economic Alliance.

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 Michelle Salvagno, The Garam Group.

Black River Systems Co. Inc.

BLACK RIVER SYSTEMS COMPANY

Black River Systems designs, develops, deploys and analyzes radar, infrared, acoustic and electronic warfare sensing systems. Black River founders are engineers; its applied staff are engineers; its focus is engineering. This means that they are good at what engineers do best – solve problems. Problem solving is what they do, and they do it very well.

Vijay Srinivas
500 Plum St., #102
Syracuse, NY 13204 315-732-7385
www.blackriversystems.com

CNY Graphics Machine



CNY Graphics Machine LLC is a woman-owned business founded in 2022. It offers customers in Central New York industrial screen printing, digital printing and pad printing for parts and equipment used in the medical, industrial, electronics, telecommunications, appliance and military industries. CNY Graphics offers complete service from prototype to production.

Riziel Cruz-Bower
3550 Burnet Ave.
East Syracuse, NY 13057 315-395-7989
cnygraphics.com

Express Employment Professionals



Express Employment Professionals is one of the top staffing companies in the U.S. and Canada. Every day, they help people find jobs and provide workforce solutions to businesses. Express provides a full range of employment solutions that include full-time, temporary and part-time employment in a wide range of positions, including professional, light industrial and office services.

Elvis Mehmedovic
3004 Erie Blvd E.
Syracuse, NY 13224 315-446-4900
<https://expresspros.com/Syracuse>

Hodgkins Home



At HUNT Real Estate ERA, Mr. Hodgkins' goal is to be there throughout the entire real estate process, ensuring it is as easy and stress free as possible. His commitment is to deliver superior customer service backed by the industry's most sophisticated real estate technology tools and marketing systems. Hodgkins is dedicated to providing and interpreting accurate, in-depth information on home values and the real estate market.

Chip Hodgkins
7650 Highbridge Road
Manlius, NY 13104 315-449-6697
chiphodgkins.huntrealestate.com

Holiday Inn & Suites - Syracuse/Airport - Liverpool



One Hotel, One Focus, You! Holiday Inn & Suites Syracuse - Airport is committed to your complete satisfaction. It is new to the IHG family and ranked No. 1 on TripAdvisor. The property is centrally located in Syracuse just off the NYS Thruway (I-90) and I-81. It is just minutes from transportation hubs including Syracuse Hancock International Airport, 174th Attack Wing, Regional Transportation Center, Amtrak and Greyhound station.

Tracy Carvell
400 7th North St.
Liverpool, NY 13088 315-451-1511
www.ihg.com/holidayinn/hotels/us/en/liverpool/syrlv/hoteldetail

Home Outlet DeWitt NY



Home Outlet DeWitt, directly off Erie Blvd. E., has all the building supplies needed for a home update, repair or total renovation. At discount prices that can't be beat, its home improvement store is the best place to go for quality and value. Its friendly partners are open to assisting with questions or new ideas, so feel free to ask about home projects.

Tom McDowell
3480 Erie Blvd. E.
DeWitt, NY 13214 315-446-1228
www.homeoutlet.com/store/home-outlet-dewitt-ny

Info Advantage Inc.



Info Advantage is in this business to help other small businesses grow and move forward. It's as simple as that. Info Advantage is driven by the philosophy that if it helps local businesses solve their IT issues so it can become more profitable and successful, then they will inherently grow along with them. Info Advantage works with many different partners throughout the IT world to ensure it is providing a product that best fits its clients wants and needs.

Linda Weller
155 Sanford St.
Rochester, NY 14620 855-254-8710
www.info-adv.com

Legendary Fire LLC



Legendary Fire provides 360-degree virtual tours for property, company and vehicles. When planning to sell or rent property, having an interactive virtual tour will keep prospects on listings longer, keeping them interested.

Carlton Elijah
1215 Greenview Drive
Utica, NY 13501 323-503-6695
www.legendaryfiremedia.com

Multimedia Marketing Consultants



MULTIMEDIA MARKETING CONSULTANTS

For the past 30 years, MMMC has helped businesses create their brand presence and increase their revenue goals year to year. MMMC's process is designed to empower a company's brand and outfit its business with the marketing tools needed to succeed.

Laurie Prego
6703 Yvonne Lane
East Syracuse, NY 13057 315-870-0627
mmmcadvertising.com

PAR Technology



PAR (NYSE:PAR) is a leading global provider of cloud-based point of sale software, hardware, and service solutions to the restaurant, retail and hospitality industries worldwide. Building on more than 40 years of experience, PAR is recognized as one of the largest suppliers of point of sale systems in United States, EMEA and APAC regions.

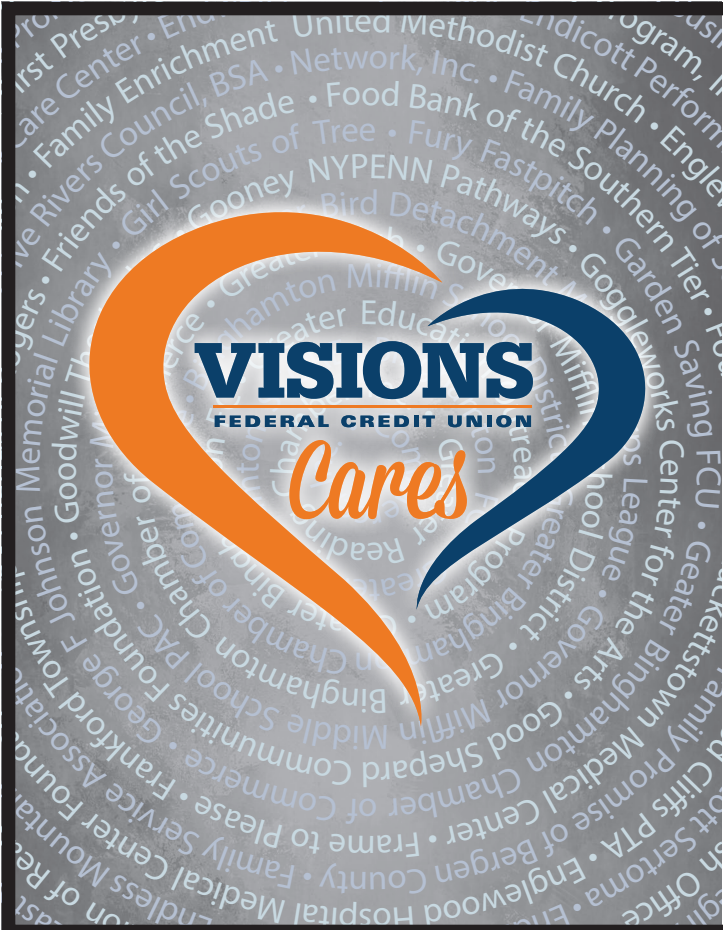
Savneet Singh
8383 Seneca Turnpike, Suite 3
New Hartford, NY 13413
partech.com 315-738-0600

TALAS Security LLC



The cybersecurity threat landscape is overwhelming. To complicate matters, businesses and attackers are playing vastly different games. Businesses care about budgets, compliance and balancing security with the needs of the business; attackers only care about their mission. Attackers advance their mission when they find missing or failed control. TALAS Security focuses on evaluating, aligning and visualizing the controls that make up a company's cybersecurity program. Its methodology focuses on control capability and the interconnected relationships that make up the control ecosystem. This perspective helps to identify the control gaps that translate into opportunities for attackers.

Paul Marco
155 Madison St.
Oneida, NY 13421
www.talas.io 315-317-5613



VISIONS
FEDERAL CREDIT UNION

Cares

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 help you and your community.

We are proud to support CenterState CEO!

VISIONS
FEDERAL CREDIT UNION

visionsfcu.org/cares

Come visit us!

Cicero Office
5788 E Circle Dr.

Syracuse Office
500 Erie Blvd W

800.242.2120

Federally insured by NCUA

NUAIR & NYS Division of Homeland Security and Emergency Services Host Public Safety UAS Summit

NUAIR and the New York State Division of Homeland Security and Emergency Services recently held its fourth annual New York State Public Safety UAS Summit, a two-day uncrewed aircraft systems (UAS or drone) summit for New York state public safety officials. The UAS Summit attracted more than 150 officials who received updates on the latest drone regulations pertinent to first responders and witnessed live demonstrations of the latest UAS technology and services designed specifically to help public safety operations.

Day one at the State Preparedness Training Center (SPTC) in Oriskany, New York, provided opportunities for learning and sharing best practices for drone operations in various public safety situations. Mike O'Shea, program manager and public safety liaison for the Federal Aviation Administration (FAA)

shared a presentation on the latest UAS policies and regulations. NUAIR CEO Ken Stewart followed with an update on NUAIR's NYFLY program, which provides continuous training to New York state agencies and has helped more than 70 agencies implement their drone programs. Participants also learned the latest on counter UAS — technologies and services developed strictly to help agencies defend community assets and its people against the nefarious use of drones.

Griffiss International Airport in Rome, New York, home to the New York UAS Test Site, one of only seven FAA-designated UAS test sites in the country, hosted the second day of the summit. The event filled the former military airplane hangar with vendors showcasing the latest drone technologies designed specifically for public safety operations. Vendors conducted live demonstrations of their technologies and services including different drone platforms and payloads, cameras, counter UAS systems, livestreaming capabilities, software and more.



Public safety officials viewing a drone demo at Griffiss International Airport.

COVID-19 BUSINESS FUNDING RESOURCES

Programs and resources are still available to support businesses and nonprofit organizations affected by the COVID-19 pandemic. Visit www.centerstateceo.com/covid19resources for more information. New programs and updates include:

STATE

NYS Seed Funding Grant Program - NEW

This program provides assistance to early-stage small businesses, micro-businesses, and for-profit independent arts and cultural organizations, including independent arts contractors, to succeed in a recovering New York state economy. Grant awards are based on the annual amount of gross receipts as shown on 2020 or 2021 business tax return:

- \$5,000 to \$49,999.99 in gross receipts: \$5,000/business.
- \$50,000 to \$99,999.99: \$10,000.
- \$100,000 to \$1,000,000: 10% of gross receipts with a maximum grant amount of \$25,000.
- Firms that have not yet filed a federal tax return: \$5,000.

[Learn More](#) | [Application Guide](#) | [Apply Now](#)

NYS Child Care Stabilization Grants 2.0

New York State has \$434 million in grants available to eligible child care providers through a second round of this program, funded by the American Rescue Plan Act and the Coronavirus Response and Relief Supplemental Appropriations Act. The goal is to support the child care workforce and assist with recruitment and retention efforts. Applications are now open to Stabilization 1.0 grant recipients — other than School Aged Child Care providers (SACC). Applications for SACC Stabilization 1.0 grant recipients and new child care providers are open. The deadline for all applicants is Nov. 30. [Learn More](#) | [Statement of Grant Opportunity](#)

Access New York State Business Recovery Programs

Find the pandemic business recovery initiative or program that is right for your business, including small business funding, restaurant resiliency programs and assistance for the arts and nonprofits. [Learn More](#) | [Receive Program Updates](#)

2022 Season of Downtown Syracuse Farmers Market Comes to a Close

As October commences, there are still two more chances to enjoy the 2022 season of the Downtown Farmers Market. Shoppers can visit the market 8 a.m. to 2 p.m., **Tuesday, Oct. 4** in Clinton Square, to shop for some of the freshest produce, baked goods and flowers around. This is also the last "Community Day." Employees working in the personal services industry will be recognized and are invited to stop by the Downtown Committee's Information Booth for their FREE swag items and chance to win a \$50 gift card to Apizza Regionale.

Tuesday, Oct. 11, is closing day of the market. Guests are invited to visit the market between 8 a.m. and 2 p.m. for one last opportunity to shop in the open-air for fresh fruits, vegetables and more. Please be sure to thank all the farmers who helped make the Downtown Committee's 50th anniversary season a success. There will be live music from 11:30 a.m. to 1:30 p.m., and as special thanks to market patrons for their support, there will be FREE donuts throughout the day.

Looking ahead, opening day for the 2023 market season is Tuesday, June 13, 2023.



Later this month, the Downtown Committee will announce the date and topic for its **Fall Progress Breakfast**. Stay tuned to its social media channels for more information.



SOMETIMES
YOUR
BUSINESS
JUST NEEDS A
LITTLE **BOOST.**

SIGN UP

click

Your Local Chamber Connection

EVENTS

CenterState CEO Economic Champions Celebration

Wednesday, Nov. 9

Noon to 1:30 p.m.

Convention Center at Oncenter

800 S. State St., Syracuse

Register by Nov. 7

Celebrate with us as we recognize the region's outstanding businesses and organizations as Economic Champions for driving the economy forward in the past year. The event recognizes contributions to the growth of the Central New York economy, including new jobs, new businesses, DEI commitments, company milestones, business expansions and investments in operations and more.

CenterState CEO's Community Visionary Award, sponsored by Wegmans Food Markets Inc., will be presented to **Le Moyne College** for its work to create a significant positive impact on economic opportunity community prosperity.

Cost: \$65 per member;
\$625 per member table of 10.

\$75 per non-member;
\$725 per non-member table of 10.

PRESENTING SPONSOR

 **Fust Charles Chambers LLP**
CERTIFIED PUBLIC ACCOUNTANTS

COMMUNITY VISIONARY AWARD SPONSOR



CORPORATE SPONSOR



MEDIA SPONSOR

The Central New York
BUSINESS JOURNAL

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

Speed Networking, Oct. 11

8:30 a.m. Registration; 9 to 10 a.m. Program

ONEGROUP, 706 N. Clinton St., 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."

Cost: \$10 per member; \$20 per non-member. Space is limited. Please **pre-register**.

Meet the Candidates Series: Oct. 12, 18, 25; Nov. 1

In-person Locations & Virtual

CenterState CEO is hosting a series of events for members to connect with candidates and hear their positions on the key issues in this fall's contests for public office in Central New York.

- **Wednesday, Oct. 12**, 4:30 to 6:30 p.m. – Meet the Candidates Reception (Rosamond Gifford Zoo), an informal reception with invitations extended to all candidates running for office in Central New York.
- **Tuesday, Oct. 18**, 4:30 p.m. – Candidate Forum (virtual), featuring candidates in the 48th state senate district: Rachel May (D) and Julie Abbott (R).
- **Tuesday, Oct. 25**, 4:30 p.m. – Candidate Forum (virtual), featuring candidates in the 50th state senate district: John Mannion (D) and Rebecca Shiroff (R).
- **Tuesday, Nov. 1**, 4:30 to 6:30 p.m. – Candidate Forum (CNY Biotech Accelerator), featuring candidates for New York's new 22nd U.S. House of Representatives district: Brandon Williams (R) and Francis Conole (D). CenterState CEO members have an opportunity to engage with the candidates during a post-forum reception.

Candidates will individually answer the same questions during each forum. Sponsored by Home Builders and Remodelers of CNY and LaBella.

Cost: \$50 per member for access to all four events (including two drinks and hors d'oeuvres).

Register. Sponsorship opportunities are available; contact **Beth Savicki**.

Eyes on the Future Series, Oct. 25 through Nov. 29

9 to 10 a.m. | Virtual

This six-week series provides professionals with strategies and knowledge to further their career. Leaders across diverse backgrounds and industries will share how they've used their experiences, successes and lessons learned to grow themselves and their companies. Sponsored by CPS Recruitment, Inc.

Sessions include ([click for seminar details](#)):

- Oct. 25 Recognizing and Overcoming Unconscious Bias
- Nov. 1 Being an Effective Team Member
- Nov. 8 Disagreeing with a Senior Level Colleague
- Nov. 15 LinkedIn: How to Best Utilize This Business-Focused Social Medium
- Nov. 21 Managing Multiple Priorities, Projects and Deadlines
- Nov. 29 Maximizing Personal Productivity: How to Become an Efficient Employee

Cost: \$20 per member for all sessions; \$30 per non-member for all sessions. **Register.**

Maximize Your Membership, Oct. 27

9 to 10 a.m.

Location: TBA

New and longtime members are invited to CenterState CEO's downtown office to learn how to more effectively use and get the most out of their membership. This is a great opportunity to connect with CEO's team, learn about the resources available to CEO members and network with other members in the business community.

Cost: Free to members. **Register.**

GENIUS NY Pitch Finals, Nov. 3

5 to 8 p.m.

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

Join us as we award \$3 million to the five startups in the 2022 GENIUS NY accelerator cohort; the grand prize is \$1 million while the four remaining startups each receive \$500,000. Each team gets five minutes to tell their story — who they are, what problem they're solving, how they plan to scale in Central New York, followed by Q/A from the judges.

Cost: Free. **Register.**





Halloween Bash, Oct. 13

4:30 to 7 p.m.

Farmers Market, W. First St., Oswego

Halloween Bash, Oct. 15

8 a.m. to 12 p.m.

Farmers Market, 64 S. Second St., Fulton

The GOFCC is hosting a Halloween Bash to celebrate the end of the Farmers Market season. Trick or treating, dancing witch performance by the Lake Ontario Broom Riders Club, face painting, Henna, food trucks and more. [Learn more.](#)
Cost: Free.

GOFCC Business After Hours, Oct. 20

4:30 to 6:30 p.m.

Palladium-Times, 140 W. First St., Oswego

Join the Greater Oswego-Fulton Chamber of Commerce for a Business After Hours hosted by the Palladium-Times. They have been a part of the community since 1845 and can trace its roots back even further to 1819. In a time where newspapers are outsourcing much of its operation to regional hubs and printing facilities, the Palladium-Time still prints in Oswego. This is your chance to see your Palladium-Times being printed; talk to the paper's publisher, editors and reporters; and learn more about its operation and the importance of local news in the community. Networking, appetizers and cocktails will be provided.

Cost: Free for GOFCC/CenterState CEO members; \$5 per non-member. [Register.](#)

Save the date...

GOFCC Holiday Social, Dec. 6

5 to 7:30 p.m.

Southern Fare, 189 West St., Oswego

Join the Greater Oswego-Fulton Chamber of Commerce for networking, delicious food and beverages, and live music.

GOFCC Annual Meeting, Mar. 1

Noon to 1:30 p.m.

Lake Ontario Event and Conference Center, 26 E. First St., Oswego

Join the Greater Oswego-Fulton Chamber of Commerce for the premier gathering of business and community leaders at its 2023 Annual Meeting. Here about exciting progress taking place throughout Oswego County and what's to come in the year ahead. Presented by Constellation.



Look for updates at www.oswegofultonchamber.com.



CenterState CEO Community Visionary Award

Presented to

LE MOYNE

Greatness meets Goodness®

Sponsored by





**CENTERSTATE
CORPORATION FOR ECONOMIC OPPORTUNITY**