CEOESSENTIALS

CENTERSTATE CEO/CENTERSTATE CHAMBER OF COMMERCE

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Opportunity Zones Investment Prospectus Central New York

CenterState CEO
Develops CNY
Opportunity Zone
Investment Prospectus



Nominate Your Company as an Economic Champion by



Fulton Wins \$10M DRI Award



CenterState CEO Events

RESCUE MISSION ALLIANCE OF SYRACUSE SELECTED AS CENTERSTATE CEO'S GIVE-BACK

BBQ BENEFICIARY

CenterState CEO is excited to present the Rescue Mission Alliance of Syracuse with a portion of the proceeds from its successful Give-Back BBQ event. More than 400 people attended the BBQ and Golf Tournament last month.

The Rescue Mission was selected by attendees who voted for their favorite nonprofit CenterState CEO member at the event. The Rescue Mission will use the funds to support the expansion of its food service and culinary education center, slated for completion this fall. Among its other services and supports to the community, the Rescue Mission serves more than 700 free meals a day.



Rescue Mission staff and supporters accept CenterState CEO's gift from its first Give-Back BBQ. Pictured from left, front row, are: Carolyn Hendrickson, senior philanthropy officer; David Allyn, Food Service Center capital campaign chair and former board member; Terri Krueger, Krueger Financial Advisors, LLC; and Mackenzie Naum, director of major gifts. Back row: Rob Simpson, CenterState CEO; and Karl Dawkins, director of food services.

"On behalf of the men, women and families who are, and will be served at the newly renovated Clarence L. Jordan Food Service and Culinary Education Center, we are so grateful to receive this gift from the first Give-

continued on page 2



New Format! Listen. Learn. Network!

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Tuesday, September 10

Craftsman Inn, 7300 E. Genesee St., Fayetteville 3 to 5 p.m. Program | 5 to 6 p.m. Networking Reception

Featuring:















See page 18 to learn more.

GIVE-BACK BBQ continued from front page

Back event," said Carolyn Hendrickson, senior philanthropy officer, Rescue Mission Alliance of Syracuse. "This gift is especially timely as we finish up the fundraising for our capital campaign for this vital community service!"

"We are proud to celebrate the Rescue Mission Alliance and our community's charitable organizations through this event," said Rob Simpson, president of CenterState CEO. "In addition to the monies raised to support these organizations, we are also happy to provide them with visibility for their important work."

Additionally, proceeds from the event's dunk tank, sponsored by CH Insurance, benefited the charity of choice for those dunked: A Tiny Home for Good (Meg Tidd, VIP Structures); The Salvation Army (Jeremy Robinson, City of Syracuse); In my Father's Kitchen (Joe Convertino, Jr., CH Insurance); Old Newsboys "Hope for the Holidays" (Tim Kennedy, Advance Media New York); and the Upstate Minority Economic Alliance (Rob Simpson, CenterState CEO). Several charities also had their donations matched.

CenterState CEO members enjoyed great food, music by the live band, REV, and a chance to engage with colleagues and CenterState CEO staff, while supporting local nonprofits at this new summer event, held at Traditions at the Links in East Syracuse.

McMahon Ryan Advocacy Center, represented by Eric Kawryga, Kenneth Gardiner, Thomas Nowakowski and John S. Harris, was the winning golf foursome. Each player received one ticket on United Airlines. Other winners included: Men's Longest Drive -Chris Portner, Nascentia; Women's Long Drive - Carrie Shaw, OneGroup; Men's Closest to the Pin - John Harris, M&T Bank; and Women's Closest to the Pin - Tammy Lindsay, Nascentia.

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Bridget Cerrone with Advance Media New York wins two roundtrip United Airlines Polaris business-class tickets, good for U.S. or international travel. Cerrone is pictured with Barre Antolos (left) from United Airlines and Kevin Schwab, CenterState CEO.



Meg Tidd of VIP Structures prepares to be dunked while raising money for A Tiny Home for Good.



Golfers raise money for CenterState CEO member nonprofits while enjoying a beautiful afternoon at the Links at Erie Village in East Syracuse.

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Visit Syracuse

CENTERSTATE CEO DEVELOPS CNY OPPORTUNITY ZONE INVESTMENT PROSPECTUS

Opportunity Zones, created by the federal Tax Cuts and Job Act in 2017, are a powerful incentive for long-term investments in low-income urban and rural communities nationwide. For investors, the program provides Opportunity Funds designated for capital gains tax deferral or elimination. For the community, it creates a unique opportunity to tackle a key driver of economic inequality by targeting those direct investments in underserved communities. The program also provides a chance to execute strategies to leverage additional public and private sector capital and build sustainable businesses.

Across Onondaga, Oswego, Cortland and Cayuga counties, there are 21 designated Opportunity Zone census tracts. Recently, CenterState CEO collaborated with its economic development partners in these regions to develop a regional investment prospectus that identifies real estate sites and businesses in designated census tracts. The regional investment prospectus also highlights Central New York's strengths such as its highly skilled population, diverse economy, excellent quality of living, strategic location and access to logistics, plus nearly \$4 billion invested in the economy in the last 10 years.

CenterState CEO intends to use this document to market CNY's Opportunity Zones to local and regional investors, established Opportunity Funds and existing businesses.

Additionally, as part of outreach efforts, Bond Schoeneck & King, M&T Bank, Wilmington Trust, CenterState CEO and Bousquet Holstein held an interactive workshop on OZs at the Marriott Syracuse Downtown. The program covered available incentives, how to maximize the program's benefits for business, benefits to investors, eligible projects in Central New York, the role of local governments and how the program can attract investment to community.

Companies interested in investing or learning more about the regional prospectus CEO has developed should contact Jared Shepard, research and policy analyst, at jshepard@centerstateceo.com. Companies interested in investment opportunities should contact Andrew Fish, senior vice president of business development, at afish@centerstateceo.com.

Opportunity Zone Panel Reviews Program Benefits

The CNY Biotech Accelerator and CenterState CEO recently co-sponsored an Opportunity Zone (OZ) Panel Discussion that provided valuable insights to a diverse audience of incubator staff, startup companies, venture capital and private equity firms, local wealth advisers and investment bankers.

The talk covered an overview of OZs; the location of OZs in the region; sources of funding for OZs; local implementation; and investors' perspectives. The panel featured R. Michael N'dolo, MRB Group; Laurence Bousquet, Bousquet Holstein; Marc Alessi, Business Incubator Association of New York State; and David Mankiewicz, CenterState CEO.

Opportunity Zones Regions

Central New York has **21 Designated Opportunity Zones** in **six different communities** throughout the region.

City of Syracuse

City of Auburn

City of Cortland

City of Oswego

City of Fulton

Town of Richland/Village of Pulaski Shovel-ready investments that are not in Opportunity Zones are also available throughout the region, including several featured investments in Madison County.

Central New York Investment Prospectus



DRONE PARACHUTE FOR PACKAGE DELIVERY VALIDATED AT NEW YORK UAS TEST SITE

Recent testing by Northeast UAS Airspace Integration Research (NUAIR) at the New York UAS Test Site in Rome, New York, proved successful for Israel-based drone company Flytrex, which had its package delivery drones validated as compliant with industry standards.

This is the second parachute standard validation performed by NUAIR, advancing the potential for commercial drone package delivery and routine flights over people. Currently, the Federal Aviation Administration (FAA) prohibits most drones from being flown directly over people. Professional drone operators can apply for a waiver from that restriction if

they can demonstrate they have robust safety mitigations in place including having a validated parachute.

A pioneer in the space, Flytrex has already made great strides in safe drone integration as a part of the FAA's Integration Pilot Program and with the successful validation of its parachute, makes even more advanced flights possible - ushering in a new era of on-demand delivery that breaks down industry limits and sets higher safety standards.

NUAIR, which manages the FAA-designated New York UAS Test Site at Griffiss International Airport in Rome, put Flytrex's drone through 45 functionality tests across five failure scenarios. The tests were successful, proving that the drone complies with the American Society for Testing and Materials (ASTM) International standard developed



Flytrex passes an international standards parachute test at the New York UAS Test Site in Rome.

by the FAA for small UAS parachutes, opening the door for Flytrex to get a waiver to operate its drone over people.

Through these rigorous tests, NUAIR is providing the unmanned aircraft systems (UAS) industry with the data and standards testing needed to unlock commercial operations. This announcement builds on a \$30 million investment announced by New York State Gov. Andrew M. Cuomo to develop the 50-mile UAS traffic management corridor between Syracuse and Griffiss International Airport, in Rome, New York to advance the growing UAS industry as part of the CNY Rising initiative.

"NUAIR is proud to provide companies with this level of standards testing at the New York UAS Test Site," said Tony Basile, chief

operations officer at NUAIR. "Such tests and partnerships support our mission to safely integrate unmanned aircraft into the national airspace. We look forward to continuing to validate industry-leading technology, supporting the ever-growing commercial UAS industry."

NUAIR is an organizational partner of CenterState CEO. The organizations are strategically aligned in their efforts to build public and private partnerships to advance leading edge UAS and UAS traffic management technologies, and create a hub for the industry that will attract investments and business development.



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NUAIR.ORG/SYMPOSIUM





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UMEA BIG BUSINESS BBQ CREATES NEW OPPORTUNITIES

The Upstate Minority Economic Alliance (UMEA) hosted its first Big Business BBQ, sponsored by KeyBank Business Boost and Build, powered by JumpStart.

The event, held at minority-owned The Guest House in East Syracuse, brought together more than 70 UMEA members, stakeholders and funders. Entrepreneurs were able to network and participate in a one-on-one business exchange. This inaugural event has already resulted in new business opportunities from connections made among attendees.

The Big Business BBQ featured an eclectic mix of southern, Latin/Spanish, Caribbean and creole-style cuisine. Catering was provided by Darren Chavis, Creole Soul Café; Clara N. Cedeno, La Patria Café; Tommy L. Jackson, Sr., St. Louis Finest; and Stacey M. Bailey, The Taste of Honey. Music was provided by Jasmine Coan, aka DJ Bella. UMEA is a partner of CenterState CEO that works as a chamber of commerce on behalf of minority business owners, and as an agency for economic development on behalf of professionals of color. Learn more at www.upstatemea.com.







Me'Shae Rolling, interim executive director, Upstate Minority Economic Alliance (UMEA), discusses the importance of building relationships with its partners and stakeholders. Photo credit: Ali Rahman, Excel Media and Solutions

NORTHSIDE PARTNERS RECEIVE \$500,000 GRANT TO COMPLETE WOMEN'S WELLNESS CENTER

CenterState CEO's Northside Urban
Partnership (Northside UP) initiative
announced the development of a
community collaborative focused on the
creation of a women's wellness center
on Syracuse's Northside. Through the
efforts of St. Joseph's Health, the YMCA
of Central New York, M.S. Hall and
Associates, and the hard work of several
neighborhood partners, the project has
received a \$500,000 grant from the CNY

Care Collaborative to support construction and





A view of the proposed amenities at the Women's Wellness Center.

startup costs for the new neighborhood-based, wellness space for women. The facility, designed by Holmes King Kallquist & Associates, will be located in Housing Visions Unlimited's Salina Crossings building, on the corner of Butternut and McBride streets and feature culturally appropriate space focused on women's health and wellbeing.

This project is an example of how CenterState CEO's Economic Inclusion team successfully uses facilitation models to convene community stakeholders to implement strategies and build programs that empower residents and revitalize neighborhoods.

The need for a Women's Wellness Center was identified after a series of health and wellness conversations between St. Joseph's Health and neighborhood residents revealed an alarming trend in which women felt isolated and unable to access outlets of exercise. Working with women from diverse cultural and socio-economic backgrounds, the collaborative created a women's-only health facility offering fitness equipment, programming and drop-in family care. The partners are pursuing additional funding for continued operational costs. The wellness center is anticipated to open in spring 2020 under the management of the YMCA of CNY.

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www.centerstateceo.com/Economic-Champions

CenterState CEO's 2019

ECONOMIC CHAMPIONS LUNCHEON

Tuesday, October 29, 2019

11:30 Registration | 12:00 to 1:30 Luncheon & Program The Oncenter, 800 S. State St., Syracuse

Register by October 24: www.centerstateceo.com/events

Or contact, Lisa Metot at 315-470-1870 or Imetot@centerstateceo.com

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GENIUS NY PROGRESS INCLUDES EXPANDED FOCUS, JOB CREATION

GENIUS NY Expands Applications to Big Data and IoT Startups – Applications Due Oct. 1

The GENIUS NY program, the largest unmanned systems accelerator in the world, is opening its applications to startups in big data (smart cities, cyber security) and Internet of Things (IoT —smart devices, AI). GENIUS NY is CenterState CEO's in-residence business accelerator program at The Tech Garden. The program invests \$3 million in five early stage companies each year, while also providing incubator space, business programming, mentors and advisers, and resources. Now in its third year, the program has invested \$9 million in 17 startups.



Garden

The program is expanding its focus beyond unmanned aerial systems (UAS) to also include IoT and big data to better leverage other regional initiatives, including the proposed Syracuse Surge and Smart Cities initiatives announced this year. Syracuse Surge encompasses more than \$200 million of public and private investment to prepare Syracuse for the Next Economy. The Smart Cities Initiative involves replacing all of the city's streetlights with energy efficient light-emitting diodes that can connect to a variety of devices to help the city collect data and provide broadband access.

Building on investments from New York state, the UAS industry continues to be one of the region's fastest growing. The development of a 50-mile corridor to test UAS traffic management instrumentation for beyond visual line of sight (BVLOS) operations, the GENIUS NY program, and the development of leading-edge technologies, have helped the region become internationally recognized as a hub of opportunity for the UAS industry.

Applications are being accepted through October 1 at www.geniusny.com for a chance to join next year's accelerator.

Companies Continue to Hire and Grow at The Tech Garden

Tech Garden startups and GENIUS NY teams, EagleHawk and Fotokite, have recently hired employees and continue to scale. EagleHawk hired its first marketing manager, while Fotokite hired its first senior vice president of business development. To learn more about which Tech Garden startups are hiring, contact Kara Jones at kjones@centerstateceo.con..

New York-Israel Partnership to Create UAS Center of Excellence

Gov. Andrew M. Cuomo has announced a New York-Israel partnership to create the first UAS Center of Excellence in New York state, to be led by the NUAIR Alliance in the Mohawk Valley. The Center of Excellence (CoE) will focus on bringing Israeli technology and R&D to the New York drone market, and open Israel's markets to New York state-based UAS companies. Three Israeli tenant companies — Vorpal, Flytrex and 2019 GENIUS NY finalist Civdrone — have already committed to working with NUAIR and using the new CoE.

SYRACUSEFIRST KICKS OFF NEW EVENTS

Small and local businesses are a vital part of the economy, generating jobs, vibrancy and prosperity in communities throughout the region. CenterState CEO is proud to support these businesses through targeted initiatives including SyracuseFirst, a critical program to promote locally owned businesses.

Recently, CEO's membership team, in partnership with a dedicated steering committee, worked to reshape SyracuseFirst to better meet the evolving needs of small businesses. As part of that effort, Café Kubal hosted SyracuseFirst's first Morning Meet Up. The event welcomed more than 45 people committed to supporting buying local.

Additionally, CEO has announced several events to drive attention to locally owned businesses and provide networking opportunities for its members. These events include, Lunch Mob at Kitty Hoynes Irish Pub



More than 45 members of the business community attended SyracusFirst's Morning Meet Up at Café Kubal for an update on SyracuseFirst and its upcoming programming and events

and Restaurant noon to 2 p.m. September 17, a local business stroll in October and the 10th annual Buy Local Bash presented by AmeriCU Credit Union on November 25.

More than 93% of employers in Onondaga County are small businesses. Supporting small and local businesses creates a more dynamic and strong regional economy. To learn more, contact Shannon Fults, strategic programs and events coordinator at sfults@centerstateceo.com.



NYS Investors Attend First Upstate on the Lake

The Tech Garden and Upstate Capital hosted Upstate on the Lake at The Sherwood Inn in Skaneateles for technology startups and investors from around New York state. The event showcased promising entrepreneurs and gave investors a chance to learn more about the innovation happening in one of Central New York's premier incubators.

Oliver Mitchell, a founding partner at Autonomy Ventures and a partner at ff Venture Capital, delivered the keynote address on the state of the robotics and autonomous systems industry, followed by pitches from 10 Tech Garden and GENIUS NY startups, including: 3D Usher, Dropcopter, EagleHawk One, Ionica Sciences, MedUX, Moxi, OmniMesh, PreVision Corp. Sentient Blue Technologies and Vermeer. Following the pitches, the 50 investors and startups networked during a boat cruise on Skaneateles Lake and investor happy hour sponsored by ff VC.

"It is great to see the interest that investors from all across the state are taking in Central New York and the growing tech



Thea Vinereanu of 3D Usher presents at Upstate on the Lake. 3D Usher is an online 3D design printing service startup that provides 3D design and manufacturing solutions.

companies we have here," said Jon Parry, director of GENIUS NY. "These startups have all worked very hard to get to the stage they're at, and the business and investor community is taking notice. Successful events like Upstate on the Lake allow us to provide greater opportunities for our startups and the community at large through increased investment and job creation."

GENIUS NY will host three more investor pitch events this fall in New York City, Boston and Syracuse.

Drones Over Downtown Attracts 300 Attendees

Flying drones, meeting local drone companies, and even meeting Syracuse University's Otto were highlights at the third annual Drones Over Downtown at The Tech Garden. The free event helped educate the community on the growing drone industry in Central New York and provided a chance to explore cutting-edge technology coming out of The Tech Garden.

To learn more about the growing industry, visit www. uascentral.com.



Attendees learn about unmanned aerial vehicles and test their skills as they fly drones during Drones Over Downtown.

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DOWNTOWN COMMITTEE www.downtownsyracuse.com



Employee Appreciation Week

September 16 to 20

The Downtown Committee of Syracuse, Inc. is partnering with M&T Bank and several downtown organizations and businesses — including retailers, restaurants and cultural institutions - to present the secondannual Downtown Employee Appreciation Week, set for Monday through Friday, September 16 to 20. There will be a series of free events and fun free promotions throughout the week, all geared toward celebrating and thanking the 29,000 people who work in downtown Syracuse for their commitment to the downtown community.

Many of the events will take place during traditional lunch hours. Employees will have opportunities to participate in different free "Lunch & Learn" components every day, including a health and wellness event during the Downtown Farmers Market on Tuesday, September 17.

A Friday finale event will have downtown companies compete against one another in a friendly Tug of War. There will be a series of outdoor

Last year, eight companies tested their strength in a Tug of War competition in Perseverance Park. A Post-It Note competition also elicited the spirit of friendly competition among 12 businesses that decorated their exterior windows to earn votes for "favorite display" from community members. Both elements will return this month.

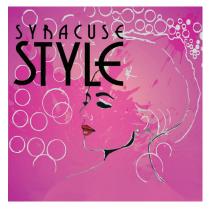
games available for downtown employees and a \$1 lunchtime sample session featuring items prepared by downtown businesses. Plus, DJ Bella will return to Perseverance Park to keep the fun going into the afternoon.

A full schedule of events and promotions is posted at http://DowntownSyracuse.com.

Syracuse Style

Thursday, September 12

On Thursday, September 12, Walton Street will be transformed into an 80-foot runway for the ninth annual presentation of Syracuse Style - a showcase of the coolest fall trends in men's, women's and children's styles and accessories! The Downtown Committee partners with Syracuse Fashion Week to present the event, which features fashions from dozens of downtown retailers; downtown salons provide hair styling and makeup for the models. The show begins at 7:30 p.m. and is expected to draw about 1,200 people. The show is free to attend; VIP seats are available for purchase. Find ticket information at http:// DowntownSyracuse.com/SyracuseStyle.





Full Harvest at the Downtown Farmers Market

As the temperatures dip and the leaves begin to change, the Downtown Farmers Market is in full harvest season. Fresh produce, locally grown fruits and vegetables, plants and flowers, baked goods, eggs and more are still available for purchase. As many as 50 of the region's best farmers gather 7 a.m. to 3 p.m. every Tuesday in Clinton Square during the market season.

The Downtown Farmers Market continues rain or shine, through October 8. The last day of the market will feature free cider and donuts for all attendees.

To receive weekly updates about what's happening at the Downtown Farmers Market, email mail@downtownsyracuse.com.





Fall 2019/Winter 2020 Visitors Guide Launches

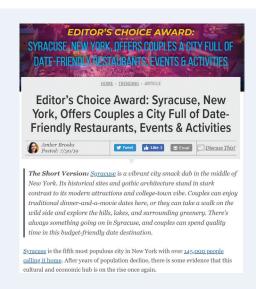
The newest version of the always popular Visitors Guide launches this month, and it's better than ever. Thanks to David Owens Illustration, this season's guide features a custom cover that represents so many things that make Syracuse great in the fall and winter.

Visit Syracuse works hard to enhance the Visitors Guide with each new version. "After refreshing the rest of the guide earlier in 2019 for the Spring/Summer issue, the creative team at Visit Syracuse decided to go with a brand-new look for the cover art as well," says Elizabeth Judge, senior marketing manager at Visit Syracuse. "The newest guide that you will see around town features a cover with the embodiment of two of the most popular seasons here in Syracuse. Incorporating the use of real images mixed with additional design elements, this bright and clean cover draws one with a real feel of the activities and essence of the area that locals and visitors have come to enjoy."

Keep a look out for the latest issue and use it to fuel your excitement for the area, as well as fill your weekends with seasonal fun. For more information on the artist of the cover, please visit davidowensillustration.com.







Writer Loves Syracuse in Dating Advice Article

Check out this article published by contributing writer, Amber Brooks, which highlights local attractions, restaurants and romantic things to do in the area. No matter what the season, she says, "Syracuse has something fun and exciting going on all year round." To read the full article, visit datingadvice.com.

Have a story highlighting the Syracuse area you would like to share? Get in touch with us at mharrigan@visitsyracuse.com.

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CENTERSTATE CEO ECONOMIC CHAMPION



C.R. Fletcher Associates

C.R. Fletcher Associates is a full-service recruiting firm serving Central New York and beyond. The firm's recruitment expertise lies in the areas of accounting and finance; sales and marketing; information technology; human resources; administrative and light industrial services, including full-time, contract and temp positions. The company is celebrating its 30th anniversary of serving the community.



Finding the right skill set for employment opportunities is only part of the equation; finding the "entire fit" to include personality, management style and overall persona is what the team at C.R. Fletcher strives to do. The recruiters at C.R. Fletcher have unprecedented tenure in this industry, an average of 12 years each.



C.R. Fletcher Associates is located at 126 N. Salina St., Syracuse.

Company President Carol R. Fletcher is a Syracuse native committed to giving back to her community and supporting economic growth in Central New York. In 2010, C.R. Fletcher was named a Syracuse Business of the Year by the Greater Syracuse Chamber of Commerce and has continually received many awards and acknowledgements of the company's contributions. Carol and the team at C.R. Fletcher Associates serve on several nonprofit boards. The firm is also a certified New York State Women's Business Enterprise.

"I am blessed to have the pleasure of working with a team of dedicated professionals, each exemplifying a high degree of integrity," said Carol Fletcher. "We have weathered several recessions, relocations of many local company headquarters and overall ups and downs in the economy, still never wavering from our core values and ethics.

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



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MEMBER ESSENTIALS

Berkshire Bank packages meals for Rise Against Hunger for its Xtraordinary Day.



Forbes reports CenterState CEO members: Wegmans; Costco; Crouse Health; Delta Air Lines; SUNY Upstate Medical University; National Grid; and Lockheed Martin are among the 50 best employers in New York

Wegmans launches pilot program to eliminate plastic bags. **Wegmans** is introducing adapted shopping carts at all store locations.

AmeriCU donates to support Rome-area children.

Destiny USA news: **Forever 21** is back; **Regal** makes significant investment to transform theatres; **Charlotte Russe** reopens.

Oneida Indian Nation opens new sports book experience at Turning Stone and Point Place.

The **UniFirst Corporation** has added first aid, safety products and related services to its current uniform and facility offerings.

Upstate New York surgeons work with **Excellus BlueCross BlueShield** to establish post-surgery opiate prescription guidelines that reduce the number of unused pills.

WESTELCOM Networks, has enhanced their network by establishing a secure, private connection direct to the Google Cloud Services platform.

Critical Link was selected by Canon to develop evaluation kits for industrial CMOS sensors.

Barton & Loguidice grows waste management practice with acquisition of Cummings & Smith, Inc.

Nascentia Health's Home Care Services division achieves accreditation with Accreditation Commission for Health Care.

Dave Kavney joins **NBT Bank** as CNY regional executive.

Syracuse University Athletics signs new contract with Nike. Syracuse University partners with two universities in China.



Welch Allyn wins up to \$100 million contract from defense department.

Assured Information Security expands with new office space in Rome.

Dannible & McKee opens Capital Region office.

Wellnow Urgent Care opens office in Clay.

Cornell University wins \$1.8 million USDA grant for packaging, beverage concentrate research. Cornell University to receive \$54 million from National Science Foundation to develop a research and education subfacility at the Cornell High Energy Synchrotron Source.

Crouse Health to donate cord blood to Upstate Medical's Cord Blood Bank.

The Bonadio Group rebrands information risk-management practice as Foxpoint Solutions. **The Bonadio Group** was honored among "Best Accounting Firms for Women."

SRC launches new business in United Kingdom. **SRC** acquires Maryland company. **SRC** wins \$5 million contract from BAE Systems.

Barton & Loguidice acquires New Jersey firm to grow waste-management practice.

CABVI selects Ed Welsh as new president and CEO.

del Lago names Lance Young as new general manager.

Upstate Medical University names Kathi Durdon director of the CNY Biotech Accelerator. Upstate Medical University awarded nearly \$3 million federal grant to train nurses for work in rural areas. SUNY Poly and Upstate Medical University partner on Accelerated Scholars Program.

Liberty Resources to use two state grants to expand services

NYSERNet appoints Stephen Kankus as president.

Morse Manufacturing formally opens new Salina plant.

St. Joseph's Health Home Care expands into Madison, Oneida counties.

CNY Community Foundation announces grants for Madison and Onondaga counties, including CenterState CEO members: CNY Food Bank; Loretto; McMahon Ryan Child Advocacy Center; Museum of Science and Technology; Onondaga Historical Association; Salvation Army of Syracuse; and Syracuse Stage.

CADimensions acquires Connecticut company.

California real-estate investment firm acquires **JADAK** property in Cicero.

U.S. Army awards **Lockheed Martin** contracts for additional Q-53 Radar. **Lockheed Martin Syracuse** wins \$600 million contract for Navy airborne radar.



CENTERSTATE CEO PARTNERS ON COMMUNITY CARE AWARD

CenterState CEO joined UnitedHealthcare and the United Way of Central New York to award Fight for Hearts, a nonprofit organization serving Central New York, the \$10,000 Community Care Award from UnitedHealthcare.

Finalists presented their ideas for enhancing the health and wellness of the greater Syracuse and Central New York community during a pitch event at The Tech Garden. CenterState CEO's Andrew Fish served as a judge.

Fight for Hearts uses fitness and education to promote long-term, heart-healthy habits in the community. It will use the award to expand its junior coach program to more community clubs in Syracuse and the surrounding rural areas to teach kids leadership and teamwork skills while creating a sustainable fitness program in the community.



CenterState CEO, UnitedHealthcare and the United Way of CNY awarded Fight for Hearts with the \$10,000 Community Care Award from UnitedHealthcare. Pictured (from left to right) are Michael McGuire, CEO, UnitedHealthcare NY; Dr. Henry Chionuma, internist, Syracuse Community Health Center; Pam Brunet, executive director, Leadership Greater Syracuse; Andrew Fish, SVP business and economic development, CenterState CEO; Srdan Lukic, founder, Fight for Hearts; Meghann Sandak, chief development officer, United Way of Central New York; and Jeff Knauss, co-founder, Digital Hyve of Syracuse.

Photo credit: UnitedHealthcare

NEW PARTNERS

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

Endospace Corp.

EndoSpace Corporation is a medical device company that focuses on creating innovative and affordable solutions for physicians and patients in the gastroenterology and colorectal spaces, while producing strong financial results for investors. Howard Loonan

235 Harrison St., Suite 72

Syracuse, NY 13202 732-271-8700 www.endospacecorp.com

Wood-Mizer Northeast

Headquartered in Indianapolis, Indiana, Wood-Mizer offers a complete line of narrowband portable and industrial sawmills, wideband sawmilling equipment, resaws, edgers, kilns, molders/planers, firewood processing equipment, pallet recycling equipment, material handling equipment, bandsaw blades and blade maintenance equipment for forestry and timber professionals all over the world.

Jack Beckwith 8604 State Route 104

Hannibal, NY 13074 315 - 564 - 5722 www.woodmizer.com/us/Contact-Us/New-York

EndoGlow

EndoGlow designs and distributes medical devices that fluoresce under near-infrared imaging. Tissue Reveal Technology™ allows surgeons to see through 1 cm of tissue providing enhanced visualization of subsurface pathology, improved surgical plane distinction and displays relative tissue depth. EndoGlow's devices aim to improve patient safety, enhance surgical efficiency and reduce medical costs.

Paula Doyle 841 E. Fayette St. Syracuse, NY 13210 www.endoglow.com

315-273-0005

The Whitney Lofts

The Whitney Lofts is Syracuse's newest premier apartment living. Centrally located in the heart of Downtown Syracuse, The Whitney Lofts offers tenants brand new loft-styled apartments with complete amenities in one of Syracuse's most storied buildings. With units ranging from 950 to 1,450 square feet, The Whitney Lofts will offer smoke-free and pet-friendly living in a premier downtown location.

Lauren DiMarco 321 S. Salina St. Syracuse, NY 13202

cuse, NY 13202 315-532-4678

www.thewhitneylofts.com

Water Street Bagel Co.



Meg Dellas 239 E. Water St. Syracuse, NY 13202 www.waterstreetbagelco.com

315-805-6925

FULTON WINS \$10M DRI AWARD

Gov. Andrew M. Cuomo announced Fulton is the 2019 Downtown Revitalization Initiative (DRI) recipient for Central New York. The award provides \$10 million in state funding to communities that create a comprehensive revitalization plan for their city. Fulton joins past regional winners: Oswego, Cortland and Auburn.

Fulton's plan emphasizes use of the Oswego River waterfront, which closely parallels the NYS 481 corridor, only two blocks from the river. Fulton's downtown, as well as important opportunities like the former Nestle' Chocolate site, are located in this corridor.

Fulton's plan recommended:

- Capital investments to upgrade its marina, expand its system of walking trails, invest in the I-481 corridor physical infrastructure and new fiber-optic services.
- Supporting private businesses and developers who are planning major investments in Fulton, including CenterState CEO members: Oswego Health, Huhtamaki, and Atom Avery.
- Supporting small business expansions, including restaurants, a brew pub, a new coffee house and a bed and breakfast.
- Funding for continued renovations to the CNY Arts Center and historic Carnegie Library.
- Supporting renovations to downtown buildings to serve both existing and new businesses, including a new unmanned aerial systems firm and expansion of medical services.

"Fulton put together a brilliant plan," said Gov. Cuomo. "They will be able to unleash the full potential of this unique location on the Oswego River, revamping the waterfront and downtown corridor to make this city more prosperous for residents and for visitors."



Read Fulton's winning plan and see the video of entrepreneurs and their diverse array of projects at www. ilovefultonny.com.

TRAVEL THE WORLD WITH CENTERSTATE CEO

Tour Sicily and Malta: Travel Presentation October 24

CenterState CEO journeys to Sicily and Malta from October 31-November 12, 2020. Highlights include Palermo, Cefalu, a farm visit, Erice, Agrigento, Taormina, Siracusa, Tas-Sliema, Medina and Valletta. This trip includes roundtrip air from Syracuse Hancock International Airport, air taxes and fees, hotel transfers and 18 meals. Per person rates if booked by May 1, 2020: double \$4,549; single \$5,149; triple \$4,499. Attend a FREE travel presentation at 5:30 p.m., October 24 at AAA Camillus. RSVP to Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.

Explore Spain & Morocco

CenterState CEO is heading to Spain and Morocco from March 14 to 26, 2020. Highlights include Madrid, Córdoba, Granada's Royal Chapel, Royal Alcázar of Seville, paella demonstration, Flamenco Show, Jerez de la Frontera, sherry tasting, Tangier, Chefchaouen, Fes, Meknes, Rabat, Mausoleum of Mohammed V, Marrakech, El Bahia Palace, Koutoubia Mosque, Choice on Tour, Casablanca and Hassan II Mosque. Per person price if booked by September 15: double \$4,399, single \$5,249, triple \$4,369.

Discover Switzerland, Austria & Bavaria

Join CenterState CEO as its members and friends travel to Switzerland, Austria and Bavaria from November 6 to 15, 2019. Highlights include Bern, Château de Chillon, Montreux, GoldenPass Panoramic Train, Gstaad, Lucerne, Choice on Tour, Innsbruck, Austrian Alps, Salzburg, Mirabell Gardens, St. Peter's Restaurant, Tyrolean Folklore Show, Bavaria, Oberammergau. Per person rates: double \$3,599, single \$3,899. AAA members receive an additional \$50 off per person. Learn more at www.centerstateceotravel.com.



Travelers will enjoy stunning views and historic sites in Sicily and Malta.



The city of Seville in Spain is famous for its culture, monuments, traditions and artistic heritage. It is also the birthplace of Flamenco.



Chateau de Chillion is a medieval fortress on the shores of Lake Geneva in Switzerland.

MEMBER MILESTONES

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

45 YEARS

Dupli Envelope & Graphics/PCI

40 YEARS

SRC, Inc.

35 YEARS

Saab Sensis Corporation

20 YEARS

Columbia College of Missouri @ Hancock Field

ProAct, Inc.

Young Explosives Corp. Display Fireworks

15 YEARS

Eastern Shore Associates

Servpro of N&E Onondaga & of Oswego County

10 YEARS

Huhtamaki, Inc.

 ${\sf Estate\ Planning\ Law\ Center,\ David\ J.\ Zumpano\ CPA/Esq.}$

Direct Travel (formerly BTI Travel)

GOFCC SUMMER CELEBRATION & PIG ROAST

The Greater Oswego-Fulton
Chamber of Commerce
(GOFCC) hosted its second
annual Summer Celebration
and Pig Roast, presented by
Novelis, at Bayshore Grove
in Oswego. More than 100
attendees enjoyed delicious
food, live music by Double V and
networking.

Guests dunked local celebrities to raise funds for nonprofits in the Splash for Cash: Oswego



Photo credit: iHeartOswego

YMCA (Kerrie Ann Webb, executive director, Oswego YMCA); Fulton Block Builders (Linda Eagan, administrative director, Fulton Block Builders; and ConnextCare (Mike Backus, county clerk, Oswego County). Paul Lear of Fort Ontario also won \$125 in the 50/50.

Many thanks to the event sponsors, including Presenting Sponsor: Novelis; Business Sponsors: SUNY Oswego and Oswego Health; Supporting Sponsors: Attis Biofuels; Holiday Inn Express & Suites of Oswego; Canale Insurance and Accounting; Stevedore Lofts/MCK Building Associates; KBM Management; Mitchell's Speedway Press; and Broadwell Hospitality Group.



GOFCC Farmers Markets Continues

There's still time to buy fresh produce, flowers, artisanal baked goods and more at GOFCC's Farmers Markets. The Oswego market runs 4:15 to 7:45 p.m. through October 10, at West First Street in Oswego. The Fulton market runs 8 a.m. to noon through Saturday, October 12, at Route 481, Canalview Parking Lot in Fulton.

40 UNDER FORTY RECOGNIZES CENTERSTATE CEO MEMBERS

40 Under FORTY, produced by BizEventz, Inc., recognizes 40 ambitious, hard-working, civic-minded individuals, who are younger than 40 and go above and beyond at their workplace and in the community. CenterState CEO congratulates its members among the 2019 honorees, especially its own Elle Hanna, director of communications and media relations:



Ruthnie Angrand, City of Syracuse Jennifer Beach-Brillante, C & D Advertising

LauraLee Bilodeau, M&T Bank Maria BonDurant, ConvergeOne

David Burch, Barclay Damon LLP*

Jacob Corlyon, Capital Collection Management

Staci Dennis-Taylor, Onondaga County District Attorney's Office

Diana Elliott, Ashley McGraw

Micah Fialka-Feldman, Taishoff Center

William Haddad Jr., Craftsman Wood Grille & Tap House

Aubrey Hait, AXA Equitable Life

Eleanor Hanna, CenterState CEO

Michelle Jevis, C.R. Fletcher Associates, Inc.

Ocesa Keaton, Greater Syracuse H.O.P.E.

Alice Kim, Charter Communications

Jacquie Klotzbach, The Community Foundation of Herkimer and Oneida Counties

Zoe Koulouris, Upstate Interactive

Lauren Livermore, Barton & Loguidice, D.P.C.

Adam Loedel, HighPoint Advisors, LLC

Andrew Lunetta, A Tiny Home for Good

Bold = CenterState CEO members.

Jennifer Marotto-Lutter, Partnership for Community Development

Andrew Maxwell, C&S Companies

Jillian McGuire, Mackenzie Hughes LLP

Danielle Mensing, Foundation of the Roman Catholic Diocese of Syracuse

William R. Michalski, Dannible & McKee, LLP

Winnie Nguyen, Dermody, Burke & Brown, CPAs, LLC

Jessica Page, Bankers Healthcare Group

Brendan Palfreyman, Harris Beach PLLC

Ryan Pleskach, ResilienX, Inc.

Mary Robinson, Habitat for Humanity of New York State

Jon-Paul Rowe, Bank of America

Jason Ryan, Dinosaur Bar-B-Que

Katherine R. Schafer, Bond, Schoeneck & King PLLC

Rob Shutts, HOLT Architects, P.C

Ryan Voorhees, CHA Consulting, Inc.

Kate Waltman, CNY Community Foundation

Tekhara Watson, Syracuse University

Bryan Weinsztok, Pinckney Hugo Group

Kati Wheeler, The Bonadio Group

Corey Williams, Syracuse City School District

*=Greater Oswego-Fulton Chamber of Commerce member – an organizational partner of CenterState CEO.



WELCOMES DISNEY INSTITUTE TO

Marriott Syracuse Downtown, Syracuse, NY September 24, 2019 9AM - 5PM



Register Today at www.CenterStateCEO.com/Disney

Space is Limited

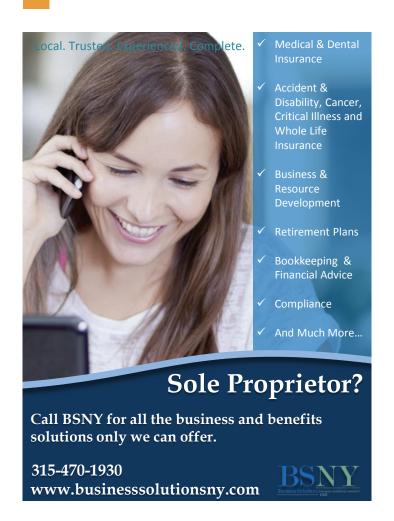
Presenting Marketing Participant:



Marketing Participants:









EVENTS

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

CenterState CEO

7 Habits of 7 Highly Successful People

Tuesday, September 10

3 to 5 p.m. Program 5 to 6 p.m. Networking Reception Craftsman Inn. 7300 E. Genesee St., Favettevill

Register by September 6 at

www.centerstateceo.com/events

or contact Lisa Metot at 315-470-1870 or Imetot@centerstateceo.com.

New format! Seven influential executives and community leaders will share seven lessons they have learned and used throughout their careers. After the presentations, stay to network with speakers and guests.

Cost: \$25/member; \$35/non-member.



Dr. Casey Crabill President, OCC



President, The MOST



Arel Moodie Founder, Art of Likability



Katherine Nutting Principal & Managing Member, VIP Architectural Associates



Me'Shae Rolling Franchise Owner, EventPrep Inc.; Interim Executive Director, UMEA



Kim Townsend President & CEO, Loretto



Ben Walsh Mayor, City of Syracuse

Moderator: Jennifer Sanders, Co-Anchor, NewsChannel 9 WSYR-TV

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Certified Public Accountants & Consultants

powered by excellence, proven by results

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Export Workshop: Financing Tools to Grow Your Business, September 10 10:30 a.m. to 12:30 p.m.

The Century Club, 480 James St., Syracuse

Attendees will learn how to: get working capital necessary for export growth; issue performance and bid bonds; borrow against export-



related assets; and sell to foreign customers on credit terms. Participants will also learn about export credit insurance, and project and structured finance. Lunch is provided. Sponsored by The Central New York International Business Alliance, the U.S. Small Business Administration and the Export-Import Bank of the United States.

Cost: \$25 for CNYIBA members; \$35 for non-members.

SyracuseFirst Lunch Mob, September 17

12 to 2 p.m.



Network with SyracuseFirst supporters while lunching at Kitty Hoynes.

Attendees will sit together encouraging networking and meeting new people. A limited menu is available to Lunch Mob attendees. Join SyracuseFirst as it champions a local restaurant. Cost: Event is free; lunch is \$12, plus tax. Registration is requested.

Disney's Approach to Employee Engagement, September 24

8:30 a.m. to 5 p.m.

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

Explore ways to shape organizational culture based on desired employee behaviors, and select people who are a right-fit. Disney Institute training uses Disney's business insights and time-tested



examples from its parks and resorts worldwide to inspire individuals and organizations to enhance their own customer experience. The course is beneficial to professionals, and specifically those with direct reports, looking to improve how they select, train and engage employees.

Cost: \$329 for members: \$349 for non-members.

Identifying Common Fraud Schemes and Preventing Cyber Scams, September 26

12 to 1:30 p.m.

The Century Club, 480 James St., Syracuse

Learn how to identify red flags consistent with fraudulent activity and how to shore up a company's communications systems against outside intrusion. Speakers are: FBI Special Agents Gary Hoover and Daniel Capone. Co-sponsored by the CNY International Business Alliance and Gardall Safe Corporation of Syracuse.

Cost: \$25 for CNYIBA members; \$35 for non-members.

Speed Networking, October 10

8 to 10 a.m.

TERACAI, 217 Lawrence Road 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." Refreshments provided by Salt City Coffee! Cost: \$15 for members; \$25 for non-members. Space is limited; please pre-register.



Business After Hours, October 17

5 to 7 p.m.

Athletic Apex Health Clubs, 10334 Destiny USA Drive, Syracuse

Network with business leaders at one of the newest athletic facilities in town. Athletic Apex Health Clubs is a state-of-the-art, all-inclusive health and fitness club committed to helping people of all ages. Don't miss your chance to win two roundtrip tickets on United Airlines at



ATHLETICAPEX

this event. Tabletop displays are available for members only. Contact Beth Savicki to reserve your tabletop at 315-470-1833 or bsavicki@centerstateceo.com.

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

Travel Presentation on Sicily and Malta, October 24

5:30 to 6:30 p.m.

AAA Camillus, 5103 W. Genesee St., Camillus

Learn more about the chance to join CenterState CEO as it journeys to Sicily and Malta from October 31-November 12, 2020. Highlights include Palermo, Cefalu, a farm visit, Erice, Agrigento, Taormina, Siracusa, Tas-Sliema, Medina and Valletta. This trip includes roundtrip air from Syracuse Hancock International Airport, air taxes and fees, hotel transfers and 18 meals. Per person rates if booked by May 1, 2020: double \$4,549; single \$5,149; triple \$4,499.

Presentation cost: Free. To attend, RSVP to Jennine Lombardi, 315-701-2648 or jlombardi@nyaaa.com.

Economic Champions Luncheon, October 29

Noon to 1:30 p.m.

The Oncenter, 800 S. State St., Syracuse

Celebrate the region's outstanding businesses and organization as Economic Champions for hiring new employees; expansions or capital improvements due to growth; receiving significant awards; or celebrating a milestone or anniversary.

Cost: \$65 for members; \$650 for a table of 10, and \$75 for non-members; \$750 for a table of 10.

PRESENTED BY:





Save The Date



November 25 F Shed, CNY Regional Market



GOFCC Events

Meet the Officials Roundtable with Assemblyman Barclay, September 17

8 a.m., Registration; 8:30 to 9:30 a.m. Program Universal Metal Works, LLC, 159 Hubbard St., Fulton

Assemblyman Will Barclay will share community updates and answer questions. Light food and beverages will be provided. Cost: \$5 for members.



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.



13 Thirty Cancer Connect celebrates its grand opening at 1035 7th North St. in Liverpool.

Anniversaries:

Thanos Import Market, 105 Green St., Syracuse, 100th Van Derhoof Roofing Co., 145 Ainsley Drive, Syracuse, 80th Radisson Community Association, Baldwinsville, 45th proclamation Country Gentlemen Kitchen & Bath Remodeling, Inc., 720 N. Main St., North Syracuse, 45th

Syracuse Nationals car show, NYS Fairgrounds, 20th **Emergent**, 126 N. Salina St., Syracuse, 15th

Redhouse Arts Center, 400 S. Salina St., Syracuse, 15th Mother Earth Baby, 70 W. Bridge St., Oswego, 10th COSTCO Wholesale, Township Blvd., Camillus, fifth Defi Cuisine Corp., 208 W. Water St., Syracuse, first



The Creators Lounge holds a ribbon-cutting ceremony at 2223 S. Salina St. in Syracuse.

Grand Openings and New Locations:

B & R Bunkhouse LLC, 6225 E. Taft Road, Syracuse Brooklyn Pickle, 7175 Buckley Road, Liverpool Emergent, 126 N. Salina St., Syracuse Pathfinder Bank, 3775 Route 31, Liverpool The Pier, 11 Dockside Drive, Central Square



115 W. Fayette Street Syracuse, New York 13202

Tel: 315-470-1800

www.centerstateceo.com

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Please join Honorary Chairs
Debra and Patrick Rao
For the 2019 Sugarman Law Firm
Wish Ball
Saturday, September 21, 2019

5:30 p.m. to 11:00 p.m.

The Oncenter 800 S. State Street, Syracuse

This black-tie optional event celebrates wishes and features special mission moments, a silent auction, liquor pull, and entertainment by Loose Gravel.

For more information, visit cny.wish.org

