

## ECONOMIC FORECASTERS PREDICT MEASURED, STEADY ECONOMIC PROGRESS IN 2018

5



NUAIR Alliance Pilots to Train New York State Police on Drone Operations

CenterState CEO's 2018 Economic Forecast for CenterState New York predicts measured, steady economic progress will continue in 2018. The report was released at CEO's 2018 Economic Forecast Breakfast last month to a sold-out crowd of more than 650 business and community leaders.

The report includes the perspectives and projections of nearly 200 CenterState CEO members and business leaders from 15 industry sectors, and includes key market data from Manpower Inc. and CenterState CEO on exporting, industry and employment.

Through a survey and focus groups conducted by third-party research firm Research & Marketing Strategies, Inc., forecasters reflected on the growth they experienced in 2017 and shared their predictions for 2018:

- ≡ 56 percent experienced growth in 2017, down from 67 percent in 2016.
- ≡ 67 percent anticipate increased sales or revenue in 2018; down 1 percent from 2017 projections.
- ≡ 53 percent expect to expand product and services in 2018, up 2 percent from 2017 projections.
- ≡ 53 percent expect profits to increase in 2018, up 4 percent from 2017 projections.
- ≡ 52 percent expect an increase in jobs and hiring in 2018, down 1 percent from 2017 projections.

The report additionally identified several opportunities that forecasters say affect their projections for their business and the regional economy: organizations are finding ways to work more effectively and efficiently through the use of technology and automating processes; the unmanned aircraft systems industry is

*continued on page 3*

PRESENTED BY: **M&T Bank** **ST. JOSEPH'S HEALTH**  
A Member of Trinity Health



CenterState CEO President Rob Simpson challenges the audience to reject stagnation and encourages leaders to collaborate inclusively to ignite change.

11



JP Morgan Chase Awards Up Start \$300,000 Grant

13



CEO Presents: Dr. Robert Corona, CNY Biotech Accelerator, SUNY Upstate Medical University

14



CenterState CEO Events

### CenterState CEO Annual Meeting

Thursday, April 19, 2018

11:30 a.m. Registration; 12 to 1:30 p.m. Program  
SRC Arena at Onondaga Community College

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

Register by April 12

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

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

PRESENTING SPONSOR:



CORPORATE SPONSORS:



# GOVERNMENT RELATIONS

## House of Representatives Releases Rebuilding Infrastructure Plan

The U.S. House of Representatives Problem Solvers Caucus Transportation Working Group (TWG), co-chaired by Congressman John Katko (NY-24) and Elizabeth Esty (CT-5) recently released its comprehensive, bipartisan report “Rebuilding America’s Infrastructure.”

The TWG explored issues of highways, roads and bridges, transit and railways, ports, airports, water and sewer systems, energy systems and the power grid, as well as broadband and communications networks to analyze policies and find points of bipartisan consensus to address the enormous need for new infrastructure and the current backlog of deferred maintenance facing the United States.

Federal funds are often the prime source of funding for municipal and infrastructure projects. The federal government also sets the regulatory requirements and prioritizes many projects. Given the significant list

of infrastructure repair and planned projects in CenterState New York, a sustainable, efficient and adequate supply of federal dollars for state and local projects is of prime concern to the region.

The report is organized by infrastructure problem and contains a list of potential solutions for each sector including:

- Provide stable long-term financing for infrastructure projects.
- Shorten the project approval process.
- Address life cycle, operation and maintenance costs for projects.
- Incentivize states to seek public private partnerships for projects.
- Strengthen and increase funds for water infrastructure, including a complete 50-state review of regulations and requirements to determine best practices for State Revolving Funds.
- Better fund surface transportation, index the existing gasoline tax and establish a use fee for electric and hybrid vehicles.
- Expand cyber awareness and response training at the state and local levels; support the development of counter unmanned aerial systems technologies to protect vulnerable facilities.
- Make a national commitment to ensure access to the Internet for all, similar to the country’s commitment to rural electrification in the 1930s; deploy broadband networks for cities to use smart sensors to monitor infrastructure.
- Congress approve a bipartisan, long-term reauthorization of the FAA.
- Protect infrastructure from domestic and cyberattacks.
- Strengthen federal efforts to address harmful algal blooms.

The complete report can be found at <https://goo.gl/8LJX8G>



### FEATURED STORIES:

NUAIR Alliance Pilots to Train New York State Police on Drone Operations.....	5
2018 NYS Fair Drone Film Festival Demonstrates Benefits of Drones .....	5
GENIUS NY 2.0 Teams Engage in Community .....	7
GENIUS NY 2.0 Teams Meet Tech Garden Residents .....	7
JPMorgan Chase Awards Up Start \$300,000 Grant .....	11
Make Scotland Your Next Adventure.....	12
CenterState CEO is Named a Best Company to Work in New York.....	15

### MEMBER NEWS:

Economic Champion .....	4
-------------------------	---

Member Milestones .....	6
New Partners .....	10
Member Essentials.....	11
CenterState CEO Ambassadors.....	12

### DEPARTMENTS:

Government Relations.....	2
The Tech Garden.....	6
Visit Syracuse .....	8
Downtown Committee.....	9
Events.....	14

# STEADY ECONOMIC PROGRESS IN 2018 continued from front page

recognized as a new market for Central New York with significant potential to drive growth and jobs; and smaller organizations are better able to compete by being more agile and quickly responding to time-sensitive opportunities.

Forecasters also noted several challenges including: navigating an increasingly complex local, state and national regulatory environment; attracting and retaining skilled talent; and managing the increasing costs of benefits.

The event's keynote address was given by M&T Bank Regional Economist Gary Keith who provided an analytic assessment of national and regional economic trends from the past year, and an outlook moving forward.

According to Keith, CenterState New York continues the trend of guarded yet steady growth that has been a trademark of its economic position for several years. The region's pace of economic progress has not mirrored the more robust growth seen on the national level.

"Buoyed by an improving U.S. economy, the CenterState region should slowly move forward in 2018," said Keith. "However, a number of headwinds will continue to buffet the region, with perhaps the most significant being labor supply shortages. Economic progress requires a well-trained and productive workforce. Public and private sector efforts to resolve labor supply constraints and worker skill set gaps are critically important to the region's economic future."

CenterState CEO President Rob Simpson challenged the audience to reject the idea that stagnant or slow growth is an inevitability and encouraged leaders to build on the foundations of success: collaboration, inclusion and action to ignite significant change for the regional economy.

"This report, the outlook shared by members, and the very clear message from Gary Keith should be seen as an opportunity for us to commit to working harder, smarter and more together to achieve greater economic success for the region," said Simpson. "While there is no silver bullet to ensure rapid, broad and equitable economic progress, we have the raw materials needed to work toward stronger growth. This is a pivotal moment for our community and I believe we will rise to the challenge and create a better economic future for the region."

**The CenterState CEO Economic Forecast is presented by M&T Bank and St. Joseph's Health. Corporate Sponsors include Dermody, Burke & Brown, CPAs, LLC; Exelon Generation; OBG; Novelis, Inc.; and Research & Marketing Strategies; Media Sponsors are Advance Media New York; News Radio 570 WSYR Now on 106.9 FM; Business Journal News Network; and Visual Technologies.**



Economic forecast keynote speaker M&T Regional Economist Gary Keith said guarded yet steady growth continues, but resolving labor supply constraints and skill set gaps is critical.



Download the 2018 Economic Forecast report at <https://goo.gl/jnGdR6>.



See Gary Keith's presentation at <https://goo.gl/DyCACx>.

## BlueRock Energy, Inc.

BlueRock Energy is a Syracuse-based energy solutions company (ESCO) providing natural gas and electricity products, energy efficiency solutions and solar energy options to home and business owners across the Northeast. For more than a decade, BlueRock Energy has given consumers a choice when it comes to energy providers. This in turn creates competitive pricing in the energy industry and gives consumers better control over their monthly utility bills.



Energy solutions company BlueRock Energy recently moved its local headquarters into downtown Syracuse. The company now occupies the entire eighth floor of the Barclay Damon Tower.

In the last year, BlueRock Energy expanded its workforce in the Syracuse area, resulting in the need for larger office headquarters. In March 2017, BlueRock Energy moved from Franklin Square to the center of downtown Syracuse, where it now occupies the entire eighth floor of the Barclay Damon Tower. The new 13,828-square-foot space gives BlueRock's 82 employees a more collaborative environment with room for continued growth.

In 2017, BlueRock Energy and its partners constructed the first Community Solar Project operating as a pay-as-you-go model in New York state. Anyone living in the same region as the community solar project can access a portion of clean energy produced by the array. BlueRock Energy recently completed its second Community Solar Project, located in Ithaca.

BlueRock Energy was also nominated for an Inc.'s Best Places to Work, one of 200 successful nominations in the United States.

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.

# biz SAVVY

 SOLVAY BANK  
A Legacy of Commercial  
& Business Banking.



Flexible



Experienced



Responsive



Right Here in Central NY



[solvaybank.com/biz](http://solvaybank.com/biz)

# NUAIR ALLIANCE PILOTS TO TRAIN NEW YORK STATE POLICE ON DRONE OPERATIONS

Gov. Andrew Cuomo recently announced the launch of a new State Police Unmanned Aerial System (UAS) program, which will be used to support law enforcement missions, including disaster response and traffic safety.

State Police members who will operate the UAS will undergo 32 hours of hands-on training with the systems and be Federal Aviation Administration (FAA) certified by Northeast UAS Airspace Integration Research (NUAIR) Alliance pilots.

“Gov. Cuomo’s launch of the new State Police UAS program is a progressive step towards integrating this important technology for the betterment of the community. We know UAS technologies hold the potential to support search and rescue missions and improve disaster and emergency responses, while reducing costs,” said Major General Marke F. “Hoot” Gibson (ret), chief executive officer of the NUAIR Alliance.

The first four State Police aerial drones is now in service, including Troop D, which serves seven counties in Central New York. By April 2018, drones will be deployed throughout the entire state.



The NYS Police will use unmanned aerial system technologies for law enforcement and public safety missions, taking advantage of the flexibility and efficiencies that aerial drones provide.

## NYS FAIR DRONE FILM FESTIVAL DEMONSTRATES BENEFITS OF DRONES

The second annual New York State Fair Drone Film Festival is accepting submissions. Content may be filmed around the globe in any of nine categories, including two new ones: drone photography and news.

New York state is a global leader in research, development and testing of drones. The NUAIR Alliance, CenterState CEO, GENIUS NY and The Tech Garden are working with the festival to connect people and companies to the important work being done throughout Central New York and the state. The films and photographs will highlight this work.

The festival educates audiences and empowers filmmakers and companies globally to tell their stories about the positive ways drones are being used to better society. Amateurs, professionals, students and companies are invited to enter.

Films must be no longer than five minutes, except for the Corporate/Industrial/Business category; videos can be up to 20 minutes. If desired, filmmakers may submit several films in several categories.

- New York State Drones: Films created completely in New York state.
- Narrative: A fiction or non-fiction story told using a drone in whole or part.
- Landscape and Architecture: Amazing, beautiful scenes shot using drones.
- Showreel: A compilation of clips from various drone-shot videos. Show off your best.
- Sports: Athletic activity, events and competition shot using drones.
- News: Films highlight how drones are being used to capture news stories and events around the globe.
- Corporate/Industrial/Business: Films featuring drones and the work they are doing in a variety of fields. How is your business/company using drones?
- Student: Films created by an enrolled high school or college student on any subject. Students may also submit to other categories.
- Photography: Still aerial photos taken with drones.

Winning selections will be announced August 10 at a special presentation and screened during the state fair. Gold, silver and bronze medals will be awarded to the top three selections in each category. Each gold-medal-winning film will be eligible for the festival’s Best of Show award, which includes a cash prize.

For festival rules, visit <https://filmfreeway.com/NYSFairDroneFilmFestival>. For more information, contact Michael Massurin, managing director, New York State Fair Drone Film Festival, at [mike@dronefilmsfest.com](mailto:mike@dronefilmsfest.com) or [dronefilmsfest@gmail.com](mailto:dronefilmsfest@gmail.com) or 315-706-2147.



Judges from the 2017 New York Drone Film Festival are pictured with Dave Bullard (center right), public relations and marketing director for the New York State Fair, and Mike Massurin (far right), director of the New York Drone Film Festival, at the New York State Fairgrounds.



## Battle Sight Technologies are featured in Inc. and TechLink

Battle Sight Technologies, a Tech Garden virtual member, is gaining national attention from Inc. magazine and TechLink, a national technology center that markets new inventions between Department of Defense labs and private industry, for their innovative technology.

Battle Sight Technologies works with the Air Force Research Lab, which provides facilities and funding for research, technologies and inventions. From this arrangement Battle Sight Technologies is licensing a patented invention called "one-part, pressure activate chemiluminescent material." Their first product employing this technology is the MARC (Marking Appliance Reusable Chemiluminescent), which allows users to write messages that are visible in the dark, including an infrared version whose messages can only be seen with night vision devices.

Military veterans and co-founders Nick Ripplinger and Bennett Tanton are dedicated to serving active-duty soldiers and veterans through Battle Sight Technologies and other ventures. They are also role models for licensing and bringing to market valuable technology.

Read more at <https://goo.gl/mpcLkd> and <https://goo.gl/krUHRv>



## Ecolectro Receives \$225,000 NSF Small Business Innovation Research Award

Ecolectro, a virtual Tech Garden member and past Grants for Growth winner, recently received a National Science Foundation (NSF) Small Business Innovation Research Award of \$225,000 to develop next generation alkaline exchange polymers.



"Currently, widespread adoption of clean energy technology such as fuel cells is prevented by the high system costs," said Ecolectro's Chief Executive Officer Dr. Gabriel G. Rodríguez-Calero. "With the NSF's support, Ecolectro will continue the development of new materials into products, which are in demand from several cutting-edge companies. This prestigious award will accelerate the rate of innovation and adoption of our products."

Ecolectro was founded to commercialize technology developed at Cornell University that makes renewable energy technologies competitive with fossil-fuel based alternatives. The technology has the potential to reduce costs of the raw materials used to build hydrogen electrolyzer and fuel cell systems by 40 percent.

## Book The Tech Garden Theater for Your Next Event

Remember The Tech Garden Fibertech Networks Theater for your next business meeting, social event or workshop. Contact [tgadmin@thetechgarden.com](mailto:tgadmin@thetechgarden.com) for more information.



## MEMBER MILESTONES

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

### 65 YEARS

The Sutton Companies

### 45 YEARS

The Hayner Hoyt Corp.

### 35 YEARS

Anaren, Inc.

### 20 YEARS

AccessCNY

Toshiba Business Solutions New York

### 15 YEARS

American Food & Vending Corp.

Beak & Skiff Apple Farms

Erie Canal Museum

Rachel's Restaurant

Redfield's

Strategic Communications, LLC

### 10 YEARS

Malara Eyecare & Eyewear Gallery

Springside at Seneca Hill, Inc.

### 5 YEARS

Green Scapes, Inc.

# GENIUS NY 2.0 TEAMS ENGAGE IN COMMUNITY

The six newest GENIUS NY teams arrived in Syracuse last month and are already working at CenterState CEO's The Tech Garden. Teams spent their first week learning about the program, the Central New York Unmanned Aerial Systems (UAS) ecosystem, and enjoyed a private tour of the city from the Downtown Committee.

Getting immersed in Central New York also included a trip to Dinosaur Bar-B-Que where the teams were featured at CEO's Business After Hours, sponsored by OBG. CEO members, Tech Garden residents and community leaders learned about GENIUS NY's newest UAS-related technology innovations.

The teams have also visited the NUAIR Alliance managed UAS test site at Griffiss International Airport in Rome. The test site is one of seven in the nation and has world-class instrumentation for real-world application and testing for drones. The GENIUS NY teams will have access to the test site, as well as the new 50-mile corridor that allows testing of hardware in airspace where manned aircraft fly simultaneously.

The teams are now in phase one of their accelerator where they will focus on their business case for Finals Night, which is April 12 at the Marriott Syracuse Downtown. At the event, teams will pitch live for the opportunity to receive a total of \$3 million in investment; the top prize is \$1 million. For more information, visit [www.geniusny.com](http://www.geniusny.com).



GENIUS NY



GENIUS NY 2.0 teams get a tour of the Marriot Syracuse Downtown, where their Finals Night will be held April 12. The teams will pitch in front of a live audience and panel of judges that will award \$3 million in prizes, including a \$1 million grand prize.

# GENIUS NY 2.0 TEAMS MEET TECH GARDEN RESIDENTS



The Tech Garden hosted an informal happy hour for its residents and tenants to meet the GENIUS NY 2.0 teams. It was a great opportunity to make new connections and plant seeds for future collaborations.

## Sip On Syracuse Beverage Trail

Visit Syracuse has launched Onondaga County’s first official Sip On Syracuse (SOS) adult beverage trail, highlighting nearly 30 participating businesses known for making locally crafted, adult beverages.

Visit Syracuse Marketing Project Manager and creator of the beverage trail, Liz Judge, said the agri-tourism industry is growing and beverage/food trails are trending.

“We receive numerous requests for information on local wineries, breweries, distilleries and cideries,” said Judge. “If you look across the country, you’ll find that travelers seek out trails during their ventures and the trails are successful. Since we have numerous businesses in the county producing quality products, we decided it was time to create a local trail to help visitors explore them all.”

According to the Onondaga Historical Association, Syracuse has a rich history in adult beverage-making. Between 1800 and 1930 (before Prohibition), the Salt City was home to several breweries. Today, the local brew scene is making a resurgence.

“Onondaga County is also part of the Finger Lakes tourism region – so if you add the wineries, the popularity of hard cider, spirits and the booming brew scene of Central New York, we have a dynamic and diverse beverage trail to promote,” Judge said.

To date, there are 26 participating businesses on the Sip on Syracuse trail comprised of wineries, breweries, distilleries, cideries and pubs that feature local, craft beverages. Most are within Onondaga County and those that aren’t, are in close proximity (Owera Vineyards and Empire Farm Brewery).



Visitors aren’t the only ones invited to explore the trail, residents are welcome as well, and encouraged to promote it to their friends.

### How the Trail Works

Pick up Sip on Syracuse Passports at a participating business listed below, then purchase a beverage to receive a sticker. Take the passport to each location and repeat. Collect eight stickers and win a free Sip on Syracuse koozie, redeemable by showing the stickers to Visit Syracuse or by presenting them at an Empire Brewing Company location.

Collecting 26 stickers gets passport holders automatically entered into a raffle for a free Beverage Tour, which includes six trail stops for up to 11 friends. Just present the completed passport to Visit Syracuse, in person or by mail, at Visit Syracuse, 115 W. Fayette St, Syracuse, NY 13202.

### Participating Locations:

#### Breweries

Eastwood Brewing Co.  
 Empire Brewing Co. (Brew Pub)  
 Empire Farm Brewery  
 Full Boar Craft Brewery & Tap Room  
 IBU Brewing  
 Local 315 Brewing

Middle Ages Brewing Co.  
 Red Hawk Brewing  
 Seneca Street Brew Pub  
 Stout Beard Co.  
 Willow Rock Brewing Co.  
 WT Brews

#### Pubs

All Who Wander  
 Blue Tusk Pub & Wine Bar  
 Finger Lakes on Tap  
 J Ryan’s Pub  
 Kitty Hoynes  
 Now and Later  
 World of Beer

#### Wineries/Cideries/Distilleries

Anyela’s Vineyards  
 Beak & Skiff/1911 Spirits  
 Greenwood Winery  
 Lakeland Winery  
 Last Shot Distillery  
 Owera Vineyards  
 White Birch Vineyards



Visit Syracuse, headquartered in Syracuse, is Onondaga County’s accredited destination marketing organization for tourism related economic development leading the production of more than \$765 million in direct visitor spending annually. For more information, visit [www.VisitSyracuse.com](http://www.VisitSyracuse.com).

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



## Downtown Dining Weeks

**February 15 – February 28**

The most popular winter dining event in downtown Syracuse returns February 15. Presented by the Downtown Committee and Visions Federal Credit Union, more than 30 restaurants will participate in the once-a-year promotion by serving three courses (or more) for \$25 or less for dinner. New to Downtown Dining Weeks this year, some restaurants are offering a lunch special featuring three courses for \$10. Check [www.DowntownSyracuse.com](http://www.DowntownSyracuse.com) for menus from participating restaurants.



During Downtown Dining Weeks, patrons who book an overnight stay at the Marriott Syracuse Downtown, the Courtyard by Marriott at Armory Square, the Residence Inn by Marriott at Armory Square, or the Jefferson Clinton Hotel, at a special \$185 room rate – and show a receipt from any participating Downtown Dining Weeks restaurant – will receive \$25 off their room rate or the hotel will make a \$25 donation to the Food Bank of Central New York.

“Spot the Chef’s Hat” contest: While dining, patrons are encouraged to look for the chef’s hat hidden in the dining area(s) of each participating restaurant. When customers see it, they may take a picture of it and email it – or email a thorough description – to [mail@downtownsyracuse.com](mailto:mail@downtownsyracuse.com), explaining where in which restaurant they saw the chef’s hat. All correct guesses will be entered into multiple drawings held during Downtown Dining Weeks. Winners will receive a gift certificate to one of the participating restaurants.

## Downtown Cleanup for Earth Day

Saturday, April 21, 2018

It’s not too early to start thinking about spring! This Earth Day, join the Downtown Committee to make sure the gateways to downtown Syracuse are clean and attractive to welcome the new season! Downtown Committee staff will meet volunteers at five locations in downtown Syracuse, 8:30 to 11:30 a.m., Saturday, April 21. The Downtown Committee will supply volunteers with trash bags, gloves and green T-shirts. Lunch will also be provided following the cleanup. People interested in volunteering with their family, friends or colleagues, are encouraged to call 315-422-8284 or email [mail@downtownsyracuse.com](mailto:mail@downtownsyracuse.com). Last year’s cleanup generated a record-breaking turnout of 402 volunteers! For more information, visit [www.downtownsyracuse.com/get-involved/earth-day-clean-up](http://www.downtownsyracuse.com/get-involved/earth-day-clean-up).



The 2017 Downtown Committee Earth Day Cleanup attracted 402 volunteers. Several downtown organizations assembled volunteers to join the effort, including representatives from BlueRock Energy, pictured here.

## Downtown Committee of Syracuse, Inc. Receives \$500,000 New York Main Street Grant to Spur Redevelopment Downtown

The Downtown Committee of Syracuse, Inc. was recently awarded a \$500,000 New York Main Street grant to support projects that will convert vacant properties into shopping and dining destinations, new residences and offices. The program prioritizes commercial and residential improvements to increase density and activate new activity along the street-level to continue downtown’s upward trajectory. The funds will support the redevelopment of properties within the Heart of Downtown Syracuse – focusing on Salina and Warren streets – creating connections between existing destinations in Armory and Hanover squares, as well as the Convention District.

In the next few weeks, property owners in the target area will be notified of opportunities to learn more about eligible activities and how to apply for funds.

This is the Downtown Committee’s sixth award through this program and is the most-awarded organization in Central New York. For more information, please visit the New York State Homes and Community Renewal website at [www.nyshcr.org/programs/nymainstreet](http://www.nyshcr.org/programs/nymainstreet).

For more information about the Downtown Committee and its programs and services, please visit [www.DowntownSyracuse.com](http://www.DowntownSyracuse.com).



Salina and Warren streets in downtown Syracuse are the focus of a recently awarded \$500,000 New York Main Street Grant.

# 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 Cory LaDuke, Cushman & Wakefield/Pyramid Brokerage Company, Inc. Danielle Mensing, Alzheimer's Association, CNY Chapter, is vice chair.

## Currier Plastics



*As one of the few facilities in the U.S. creating all plastics components in a single location, Currier design, blow and injection molding operations have earned the reputation of providing uncompromising quality and unsurpassed customer service. Currier Plastics continues the legacy of its founder with targeted and controlled expansion that emphasizes innovative technology, automation, time-competitive business practices and strong partnering relationships with key customers. Everyone on the Currier Plastics team counts and contributes. Currier exists to provide value to customer and clients.*

Michael Cartner  
101 Columbus St.  
Auburn, NY 13021 315-255-1779  
www.currierplastics.com

## O Yoga Studio

*O Yoga was founded to provide a welcoming place where people at all stages of the yoga practice feel safe to come explore, learn and grow together.*

Tiffany Cagwin  
225 Wilkinson St.  
Syracuse, NY 13204 315-314-7754  
www.theoyogastudio.com

## Ryder Systems, Inc.



*Ryder System, Inc. is a leading provider of commercial transportation, logistics and supply chain management solutions. Ryder Fleet Management Solutions provides leasing, truck rentals, used vehicle sales, maintenance, fuel and safety services to help customers deliver top-line service with bottom-line savings and one-stop simplicity. For more information visit www.ryder.com.*

Colin Sullivan  
301 Commerce Blvd.  
Liverpool, NY 13088 315-457-4611  
www.ryder.com

## Michael Sgro LLC



*Michael Sgro, LLC is a coaching, consulting and training company that helps unlock the unlimited potential of clients. Using an "empathic leadership" model, Michael helps groups and individuals with their personal and professional effectiveness. He specializes in teamwork, small business and nonprofit leadership, career coaching and digital/social media.*

Michael Sgro  
201 E. Jefferson St.  
Syracuse, NY 13202 315-399-5302  
www.michaelsgro.com

## Watkins Glen International



*Watkins Glen International is the premier road racing facility in North America, twice voted "Best NASCAR Track" by readers of USA Today. Each season, The Glen plays host to one of the most diverse schedules in motorsports – including the Sahlen's Six Hours of The Glen, Finger Lakes Wine Festival presented by Yancey's Fancy New York's Artisan Cheese, Monster Energy NASCAR Cup Series, U.S. Vintage Grand Prix and the Ticket Galaxy Beer Festival.*

Jose Cervantes  
2790 County Route 16  
Watkins Glen, NY 14891 607-535-3323  
www.theglen.com

## Wireless Vision LLC

*Wireless Vision, LLC currently operates more than 500 T-Mobile-branded retail stores nationwide. Making the company the largest T-Mobile Exclusive Partner in the country. Established in 2004 and headquartered in Bloomfield Hills, Michigan, Wireless Vision is dedicated to providing the best service and products to its employees and customers.*

Renato Cedillo  
4105 W. Genesee St.  
Syracuse, NY 13219 315-720-3370  
www.wirelessvision.com



**WE WILL MAKE YOUR PRINTING OR PROMOTIONAL WORK LOOK THIS GOOD.**

**E**  
EASTWOOD LITHO, INC.  
WWW.EASTWOODLITHO.COM

# MEMBER ESSENTIALS

**Wegmans, Bankers Healthcare Group** are ranked among best workplaces for diversity.

Owner of **Lemon Grass and Bistro Elephant** begins construction on Citronelle, Armory Square's newest restaurant/banquet facility.



**Central Association for the Blind, Inc.** receives a community health award from **Excelsius BlueCross BlueShield**.

**40 Below** takes over local non-profit, changes name to **Adapt CNY**.



**RHS Holdings, LLC** to develop \$21 million mega project with retail, luxury apartments and restaurants in Manlius.

Forbes Coaches Council features article by **Insight Business Works** executive.

Three North Country hospitals affiliate with **Crouse Health**.

Auburn Community Hospital signs "collaboration agreement" with **St. Joseph's Health** and University of Rochester Medical Center.

**Cazenovia College** announces scholarship program for first-year students.

**M&T Bank** names Rene' Jones CEO, following Robert Wilmers' death.

**Syracuse University** football receives \$1 million donation from former player for new turf practice field.

**Oneida Nation** expands economic investments across the region with openings of Maple Leaf Market and Tin Woodman's Flask.



**Upstate Golisano Children's Hospital** launches red light safety project.

**Berkshire Bank** launches \$50,000 scholarship program.

**United Radio** to expand in DeWitt, receive tax breaks and create 35 jobs during the next five years.

**KeyBank** donates \$50,000 to **Salvation Army** for health-care services.

## JPMORGAN CHASE AWARDS UP START \$300,000 GRANT

CenterState CEO's Up Start business development program was recently awarded a three-year, \$300,000 grant by JPMorgan Chase, to help it scale and incorporate new elements. In the past year alone, the program has helped more than 50 entrepreneurs grow and/or launch businesses.

**JPMORGAN CHASE & CO.**

Through the JPMorgan Chase grant, Up Start will build upon this success to meet the growing demand from entrepreneurs and business owners in its target neighborhoods. The grant will seed the creation of an equity fund, where CenterState CEO will make investments in Up Start businesses, allowing entrepreneurs to start and grow their ventures without assuming personal risk. It will also help Up Start deploy a minority building sub-contractor program – in partnership with the Upstate Minority Economic Alliance – to build the capacity and regulatory expertise of Syracuse's minority contractors, and match them with construction projects throughout the region. Ultimately, through these strategic investments and support of Up Start's operations, the program will scale and achieve self-sufficiency.

The JPMorgan Chase grant provides Up Start with the resources it needs to support 250 businesses, create or retain 90 quality jobs, increase revenues for small businesses by \$1.5 million, and help those same businesses attract an additional \$250,000 of outside investment. Achieving these outcomes will help entrepreneurs and businesses create jobs and revitalize their neighborhoods, while inspiring others to believe in themselves and do the same.



A joint graduation of Up Start's Start It! 2017 classes taught by Rickey Brown, executive director, Upstate Minority Economic Alliance; Shirley Rowser, Career Ladders Program coordinator, Syracuse City School District; and Reggie Seigler, program coordinator, Syracuse Housing Authority.

# CENTERSTATE CEO AMBASSADORS

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



**T-Mobile** celebrates the grand opening of a new store at 4105 W. Genesee St. in Syracuse.



**TDO – TRAIN.DEVELOP.OPTIMIZE** (formerly CNY Technology Development Organization) is congratulated on its new offices located at 445 Electronics Parkway in Liverpool.



**20|East**, 85 Albany St., Cazenovia, celebrates its new location and its collaboration with Cazenovia Cut Block.



**Famous Artists** cuts the ribbon at its new location at 374 S. Salina St. in Syracuse.

## MAKE SCOTLAND YOUR NEXT ADVENTURE

Discover Scotland with CenterState CEO, September 23 to October 2, 2018. Highlights include bagpipe lessons, whisky distillery, Isle of Skye, Armadale Castle, Loch Ness, Orkney Islands, Dunrobin Castle, sheepdog demonstrations, St. Andrews, Edinburgh Castle and a Scottish cooking experience. Per person rates if booked by March 23, 2018 are \$3,899 (double) and \$4,399 (single). Price includes round-trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges and hotel transfers. AAA members receive an additional \$50 discount per person. For more information, contact Jennine Lombardi at 315-701-2648 or [jlombardi@nyaaa.com](mailto:jlombardi@nyaaa.com).



The gardens of Dunrobin Castle in Scotland.



*Presents*

# Dr. Robert Corona

John B. Henry Professor and Chair of Pathology

Chief Innovation Officer

Associate Dean for Academic and Industry Affairs

CNY Biotech Accelerator

Presented by:



ARCHITECTURE  
ENGINEERING  
CONSTRUCTION  
DEVELOPMENT

## February 14, 2018

### CNY Biotech Accelerator • 8 - 9:30AM

Dr. Corona will share his outlook on how SUNY Upstate Medical University is leading biotech innovation, and why SUNY Upstate matters to the economic development of Central and Northern New York.

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

Sponsored by:



## Introducing the New Annual All Access Events Pass

Buy Today!  
\$100

Save \$\$ on 25+ training and education events  
for one low yearly cost!



The new All Access Events pass earns you entry into any/all networking and training & education events that are valued at \$20pp or less.

The new program allows you to save money and take advantage of the more than 25 networking and training & education events throughout the year.

For more information contact  
Lisa Metot at [lmotot@centerstateceo.com](mailto:lmotot@centerstateceo.com).

[centerstateceo.com/eventspass](http://centerstateceo.com/eventspass)

# EVENTS

## CenterState CEO Annual Meeting

Thursday, April 19, 2018

11:30 a.m. registration; 12 to 1:30 p.m. program  
SRC Arena, Onondaga Community College,  
Syracuse

Register by April 12

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

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

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

- Member Business with 1-50 Employees
- Member Business with more than 50 Employees
- Community Involvement
- Nonprofit Agency
- Minority Owned Business

Cost: \$70 for members or \$700 for a table of 10; \$85 for non-members or \$800 for a table of 10.

### PRESENTING SPONSOR:



### CORPORATE SPONSORS:



### MEDIA SPONSORS:



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

## Creating a Positive Work Environment, February 8

8:30 to 9:30 a.m.

The Tech Garden, 235 Harrison St., Syracuse

It's critical for managers and employees to know how to identify inappropriate conduct and how to adhere to the organization's fair treatment policies. This session will focus on reducing or eliminating sexual harassment in the workplace and how employees should come forward with complaints without fear of retaliation. Presented by Pinnacle Human Resources, LLC.



## CEO Presents: Dr. Robert Corona, John B. Henry Professor and Chair of Pathology, Chief Innovation Officer and Associate Dean for Academic and Industry Affairs at Upstate Medical University, February 14

8 a.m. registration, networking and continental breakfast; 8:30 to 9:30 a.m. program  
CNY Biotech Accelerator, 841 E. Fayette St., Syracuse

Dr. Corona will share his outlook on the importance of innovation, and how Syracuse can lead in biotech business incubation to impact the future of medicine. A tour of the Biotech Accelerator will be given after the presentation. Presented by VIP Structures; Sponsored by News Radio 570 WSYR (iHeart Media).



## New Business Prospecting Clinic, March 8

8:30 to 10 a.m.

Sheraton Syracuse University Hotel, 801 University Ave., Syracuse

Join CenterState CEO and CNY Sales & Marketing to build the approach and tools you need to grow your territory or business. Learn how to excel in the three areas where success is determined – behaviors/attitude/technique. This clinic will share proven theories, hard skills, powerful strategies and techniques that can be used to develop and execute your business development or prospecting plan. Presented by SANDLER Training.



## Back by Popular Demand... Save the Date!

Disney's Approach to Quality Service, September 2018

Details forthcoming.

## GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

For more information on GOFCC events, visit [www.oswegofultonchamber.com](http://www.oswegofultonchamber.com).

## GOFCC 2018 Annual Meeting, February 13

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 its premier gathering of business and community leaders. Jeff Knauss, co-founder of Digital Hyve, will discuss how his company and experiences relate to this year's theme, Diversify. Pivot. Grow. Special awards will also be presented to several members. Presented by Exelon.



## Introduction to Exporting - Lunch & Learn, February 27

Noon to 1:30 p.m.

Greater Oswego-Fulton Chamber of Commerce, 121 E. First St., Oswego  
Steven King, director of the Central New York International Business Alliance, will discuss the basics of exporting. Lunch will be provided.



## GOFCC Business After Hours, March 14

5 to 6:30 p.m.

Canale Insurance and Accounting, 234 E. Albany St., Oswego

Join the GOFCC for its first networking event of the year. Enjoy food and beverage from Canale Insurance and Accounting as you network with other business professionals from the region.

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

CenterState CEO is pleased to announce it has been selected one of the "2018 Best Companies to Work for in New York" by the New York State Society for Human Resource Management (NYS-SHRM) for its outstanding achievements in employee engagement for small employers with 15 to 99 U.S. employees.



"Over the past few years CenterState CEO's staff, along with our Board of Directors, who shared best practice insights, has focused on developing and implementing a series of new policies, programs and procedures to enhance CenterState CEO and make it a premier employer," said CenterState CEO President Rob Simpson. "We are proud to be recognized by NYS-SHRM with this prestigious award. The reason we've won is because of our employees' commitment to our mission and making our office such a great place to work."

CEO is one of 27 employers honored in the small employer category. Companies are selected based on two factors: 25 percent, company policies, practices and demographics, and 75 percent, the results of the employee engagement and satisfaction survey.

The "Best Companies to Work for in New York" rankings will be announced in Albany on April 18. A special publication will profile all the winning organizations and their unique employment perks.

The 2018 Best Companies to Work for in New York awards a partnership of NYS-SHRM, The Business Council of New York, Best Companies Group and BridgeTower Media. Learn more at [www.BestCompaniesNY.com](http://www.BestCompaniesNY.com).

## CenterState CEO Members Win 2018 Best Companies to Work for in New York

### SMALL EMPLOYERS

(15 to 99 U.S. employees)

**Oswego County FCU**

### MEDIUM EMPLOYERS

(100 to 249 U.S. employees)

**Doyle Security Systems, Inc.**

**Terakeet**

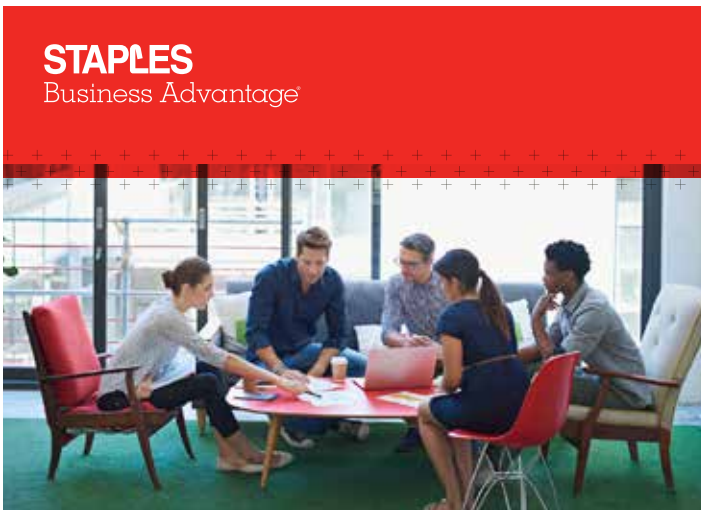
**Hayner Hoyt Corp.**

### LARGE EMPLOYERS

(More than 250 U.S. employees)

**AmeriCU Credit Union**

**Empower Federal Credit Union**



## Give your business every advantage.

As a CenterState CEO member, Staples Business Advantage® will provide you with customized business solutions to help you save time and money whenever you shop with us.

- Low, customized CenterState CEO pricing
- More than 500,000 business products
- Dedicated Account Manager
- Reporting capabilities for tracking and budgeting

For more information, please contact CenterState CEO's Account Manager, Chris Murphy, at [chris.murphy@staples.com](mailto:chris.murphy@staples.com) or 315-741-3779.





**BSNY**  
Business Solutions from your chamber of commerce  
CEO

- ✓ Advanced Online Benefits and HR Platform
- ✓ Health Insurance
- ✓ Voluntary Benefits
- ✓ Retirement Plans
- ✓ HR Services
- ✓ Full Service Onboarding
- ✓ ACA & ERISA Compliance
- ✓ Identity Protection
- ✓ Telemedicine
- ✓ Payroll
- ✓ And much more...

**Get the Solutions to all of your business needs!!**



**Call BSNY today!**  
**315-470-1930**

One Call.  
Local. Trusted. Experienced. Complete.

[www.BusinessSolutionsNY.com](http://www.BusinessSolutionsNY.com)

**CEO ESSENTIALS**



TEAM BUILDING

## ALL STAR

ALLEY & TAVERN

*Choose one teambuilding event*

- Bowling Poker Challenge
- Wacky Wheel of Bowling
- Ultimate Game Challenge

*And choose your refreshment*

- PIZZAS (2 slices per person)
- SALAD
- SODAS unlimited

---

- APPETIZERS (choose 3)
- SODAS unlimited

Call for pricing  
 Minimum of 10 guests

*Private Event Space Available*

Call Group Sales: 315-992-9200 ext. 1  
 or email: [lnapelitano@allstaralley.com](mailto:lnapelitano@allstaralley.com)

**MENTION THIS AD AND RECEIVE 10% OFF!**

 destiny usa

| Level 3, Canyon | 9583 Destiny USA Dr.  
 Syracuse, NY 13204 | [AllStarAlley.com](http://AllStarAlley.com)

