

GENIUS NY 3.0 FINALISTS INCLUDE INTERNATIONAL FIRMS

GENIUS NY, a business accelerator program at CenterState CEO's Tech Garden, announced the five finalist companies selected for its third round. These startup drone companies will move into The Tech Garden in January to compete for a total of \$3 million in direct investment, with a \$1 million grand prize and four \$500,000 awards.

Finalists were selected from a pool of more than 350 submissions and include teams with international and regional representation.



GENIUS NY

The five GENIUS NY 3.0 finalists are:



EagleHawk (Buffalo, NY): A drone-powered technology company revolutionizing the way commercial roofs are inspected and managed. In just two years, EagleHawk has inspected more than 500 buildings and 11 million square feet of rooftop, and is helping customers detect unknown issues, mitigate risk and reduce roof maintenance costs.



CivDrone (Israel): Develops fast, reliable and autonomous marking solutions on enterprise drones for the construction industry. Digitalizing and automating land surveying services will increase productivity and shorten time of construction while lowering its costs.



Sentient Blue (Italy): Develops efficient, more environmentally friendly micro gas, turbine-based power plants for use in unmanned aerial vehicles (UAVs) to increase flight endurance.



ResilienX (Syracuse, NY): Is focused on improving safety in the autonomous traffic management ecosystem. Their products will increase system resilience and operational uptime by automating fault detection and contingency management, benefiting adopters through decreased expenditures in operations, regression testing and maintenance.



Vermeer (Brooklyn, NY): An augmented reality drone solution that allows anyone to capture aerial photos, videos and data. A user can now design their aerial shot in an augmented reality environment and then send it to a drone to execute autonomously in the real world.

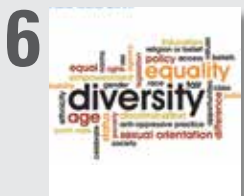
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CNY Regional Council Again Receives Largest Statewide Award



5
Oswego County Government, IDA and CenterState CEO Join Forces on Economic Advancement Plan



6
CenterState CEO Embraces New Diversity and Inclusion Commitment



22
CenterState CEO Events

Economic Forecast Breakfast

Wednesday, January 9

7:30 a.m. Registration; 8 a.m. Breakfast

Nicholas J. Pirro Convention Center at Oncenter

See page 22 for details.

Register at www.centerstateceo.com/events

PRESENTING SPONSORS:



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CORPORATE SPONSORS:



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GOVERNMENT RELATIONS

2019 CNY Political Leadership Institute, Register Now



The nonpartisan Central New York Political Leadership Institute (PLI), led by Leadership Greater Syracuse and jointly supported by CenterState CEO and sponsors, and a volunteer advisory team, provides educational programming for individuals interested in learning how to navigate the local election process, how to serve on and manage a campaign, and even how to run for local office. Every political party is in need of qualified campaign volunteers and candidates. During its 10-year history, dozens of PLI graduates have run for office, are active in the community and hold offices in Central New York. The cost for the program, including all materials and meals, is \$125 and limited

scholarships are available.

This month, the next class will start under the bi-partisan leadership of Joe Rossi (managing director of Park Strategies, and vice chair of the executive committee of the New York State Democratic Committee) and David Knapp (chairman of the Onondaga County Legislature, representing the 12th District and partner in the Knapp Shute Agency).

There is a free information session 5:30 to 7 p.m. on January 22 at OneGroup, 706 N. Clinton St., in Syracuse. To make reservations for this session or register for the program, contact Leadership Greater Syracuse at 315-422-5471 or visit www.cnypolitics.org.



The eight-session series covers the following topics:

- February 5:** Program Overview
- February 12:** Being on a Team/Team Building
- February 19:** Fundraising and Campaign Finance
- February 26:** Getting on the Ballot
- March 5:** Messaging
- March 12:** Media/Social Media
- March 19:** GOTV (Get Out the Vote)
- March 26:** Wrap Up Celebration and Reunion

Sponsor the 2019 CenterState CEO Lobbying Directory

January marks a return to office for many elected officials from the region and entry into office for those newly elected. To better enable the region to engage with its public sector representatives, CenterState CEO compiles, publishes and distributes its annual Lobbying Directory, which includes information about the 12-county region elected officials and their staffs at the federal, state, county, city of Syracuse and Onondaga County towns, levels.

The 2019 edition will be available soon. There's still time to be listed as a sponsor in this widely circulated compendium. The Lobbying Directory will also be available in a downloadable format on the CenterState CEO and Syracuse Tomorrow websites. Each year requests for this free publication increase from the public sector, CenterState members and the community at large.

Sponsorship is \$425 for first-time sponsors, with a discounted rate of \$395 for prior sponsors. Sponsors are listed on the front panel, and the inside includes the logo in color, company name and address and full contact information. Sponsors are provided with a generous supply for their own use and distribution. The publication has a 12-month shelf life.

To sponsor or receive a hard copy when it is published, please contact Deb Warner, vice president, public policy & government relations, at 315-470-1845 or dwarner@centerstateceo.com.



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The year-long competition is the largest business accelerator competition for the UAS industry in the world.

“These companies were selected from an incredibly competitive pool of applications,” said Rick Clonan, vice president of Innovation and Entrepreneurship at CenterState CEO. “This year’s applicant pool and high-growth finalists are a reflection of the success of prior rounds and the program’s overall impact on participating teams. As round three teams join the innovation ecosystem we have created at The Tech Garden, they too will benefit from a network of resources needed to rapidly grow their companies as previous participants have.”

All five of the round three teams will begin the program in January focused on enhancing their business plan, and will pitch their technologies at an event in April to a panel of judges and an audience of more than 250 people, where the grand prize and runner-up awards will be decided and announced.

Recent announcements by GENIUS NY teams demonstrate the quality of the program, which is funded by Empire State Development in a model similar to Buffalo’s highly successful

43North program. Teams from prior rounds continue to hit growth milestones, attract outside investments, make connections and establish partnerships with local businesses, and hire or currently have openings.

The program’s goal is to encourage all participants to put down roots and stay in the region following the conclusion of the program. As the GENIUS teams graduate from the accelerator and into the business community, there are a multitude of business and partnership opportunities as they gain customers, develop their technologies, and ultimately root their businesses in Central New York. See box for details.

Opportunities to support GENIUS NY companies:

- Talent acquisition (software engineers, UAS operators, customer support)
- Customer reach and acquisition
- University and research partnerships
- Marketing and website services
- Mentorship
- Real estate partnerships
- Connections to transportation and logistics companies, weather-sensitive businesses/industries, agriculture partners/customers, urban planning firms and municipalities
- Manufacturing facilities

To connect with the GENIUS NY teams on these and other opportunities, contact Jon Parry at jparry@thetechgarden.com or 315-470-1982. To learn more about GENIUS NY, visit www.geniusny.com.



Willard Schulmeister, founder of EagleHawk from Buffalo, New York, is one of the GENIUS NY 3.0 finalists.



Fotokite CEO Christopher McCall – the \$1 million winner of GENIUS NY 2.0 – outlines his company’s accomplishments during the past year, including: establishing its U.S. headquarters in Syracuse; growing his team from 8 to 22, including the first two U.S. hires; closed on \$3 million+ Series A funding; and negotiated a supply contract. This year, Fotokite will set up its U.S. manufacturing base and hire 10 to 15 employees in Syracuse. Fotokite and the rest of the round two GENIUS NY teams intend to remain in Central New York, and look forward to further collaborations with the CNY business community as they grow their businesses.

UPCOMING GENIUS NY EVENTS
Meet the GENIUS NY 3.0 Teams
January 30
Dinosaur Bar-B-Que – see p22 for details
GENIUS NY Finals Night
April 9
Marriott Syracuse Downtown

CNY REGIONAL COUNCIL AGAIN RECEIVES LARGEST STATEWIDE AWARD

The Central New York (CNY) region was awarded the most investment of any region across the state in the eighth round of the Regional Economic Development Councils (REDC) last month, receiving **\$88.2 million for 91 projects**. The Central New York region has received the most investment out of all 10 council regions – more than \$1 billion – since the inception of this statewide competitive funding program.

“Being selected, once again, as a Top Performer is a testament to the region’s track record of success in advancing projects that align with our strategies to invest in businesses and industries that create jobs and drive greater opportunity for individuals across our community,” said Rob Simpson, president of CenterState CEO and CNYREDC council member. “This year’s awards includes several projects that hold significant potential to deliver strong ROI on the state’s investment, both in terms of leveraged dollars, jobs and payroll.”

This latest round of funding allows for further implementation of the CNYREDC’s strategic plan for growth, and continues the region’s forward momentum for the long term.

Also in Round 8, downtown Auburn was selected as CNY’s Downtown Revitalization Initiative (DRI) recipient, receiving \$10 million for its strategic investment and revitalization plan, part of an effort to improve the urban vitality of city centers across New York state. Auburn leaders are developing a Strategic Investment Plan to guide the investment of DRI grant funds in revitalization projects that will advance the community’s vision for its downtown.

“I would like to extend my appreciation to the volunteer members of the CNYREDC, especially co-chairs, Randy Wolken, president and CEO of the Manufacturers Association of Central New York, and Dr. Danielle Laraque-Arena,” said Simpson. “Their ongoing energy and efforts have been integral to helping this region attract new high tech industries, grow existing manufacturers and invest in neighborhood business corridors throughout our center cities.”

To read a full list of CNYREDC projects selected in Round 8, visit <http://bit.ly/REDC18>. For more information about the CNYREDC Consolidated Funding Application process and opportunities to advance capital projects, contact Andrew Fish at afish@centerstateceo.com.



Members and supporters of the CNY Regional Economic Development Council celebrate winning the state’s largest investment out of all 10 councils — \$88.2 million to fund 91 projects.

Photo credit: Office of Governor Andrew Cuomo

CNYREDC Round 8 Project Highlights



PPC Broadband, Inc.

This project will create a 500,000-square-foot manufacturing facility to expand existing operations in Central New York, including reshoring portions of its manufacturing operations. The final facility will include offices, a lab, a manufacturing and assembly plant, and warehouse and distribution center. It will be built in five separate phases, implementing phase one each year.

Award: \$3.35 million ESD grant; \$8 million Excelsior Jobs Program tax credits
 Total Project Cost: \$50.5 million
 Jobs: 176 direct new; 368 retained



Syracuse Urban Partnership, Inc.

This project will construct a mixed-use facility in downtown Syracuse. The first floor will consist of a central market with flexible vendor space open to the public, the second and third floors will be commercial space designed for not-for-profits with mission objectives consistent with those of the Allyn Foundation, and the fourth through sixth floors will contain 40 apartments. The project will include on-site parking.

Award: \$1 million ESD grant
 Total Project Cost: \$19.2 million
 Jobs: 106 construction

OSWEGO COUNTY GOVERNMENT, IDA AND CENTERSTATE CEO JOIN FORCES ON ECONOMIC ADVANCEMENT PLAN

The Oswego County Legislature announced an expanded joint venture among Oswego County, the Oswego County Industrial Development Agency (IDA) and CenterState CEO. The new partnership builds on a recent year-long effort by the Oswego County Legislature and the IDA to develop and adopt a Strategic Economic Advancement Plan for Oswego County. The plan was designed to guide and stimulate development in Oswego for the next several years.

“We spent a significant amount of time and effort in a public/private initiative that helped us identify existing resources as well as areas that need increased attention and investment if we hope to grow the economy in Oswego County,” said Legislature Chairman Shane Broadwell. “This process also helped us realize that, in order to be successful in today’s economic development environment, we needed to reach out to our neighbors and work regionally to create opportunities that will not only impact Oswego County but Central New York as a whole. It was this realization that inspired us to bring CenterState CEO to the table as a partner. We are excited about the resources they add to our team.”

“We are excited to work collaboratively with economic development, business and academic leaders in Oswego County to craft strategies that will further advance the growth happening across the community,” said Robert Simpson, president of CenterState CEO. “Through this new partnership we will enhance our existing business relationships to bring a stronger regional approach to our work.”

For more information or to become involved in this initiative, contact helpusgrow@oswegocounty.com.

UNIVERSITY HILL CORPORATION www.university-hill.com



UHC Annual Meeting Highlights Major Projects on University Hill

Dr. Mike Haynie, vice chancellor for Strategic Initiatives & Innovation and the founder and executive director of the Institute for Veterans and Military Families (IVMF) at Syracuse University was the keynote speaker at the University Hill Corporation (UHC) annual meeting. Dr. Haynie gave a comprehensive historical perspective of the role that veterans have played in the growth of Syracuse University, including Chancellor Syverud’s commitment to make educational services for veterans one of his top priorities. Today, the IVMF’s educational programs directly impact 35,000 veterans and family members, annually. The IVMF is known as the nation’s hub of academic thought leadership related to the post-service concerns of America’s veterans and military-connected families. Dr. Haynie also revealed plans for the National Veterans Resource Center (NVRC) now under construction on Waverly and Crouse avenues. The \$62.5 million NVRC, in addition to being the permanent home of the IVMF, will also house a 750-seat auditorium and be fully accessible, including ramps connecting all floors.



Dr. Mike Haynie, vice chancellor for Strategic Initiatives & Innovation at Syracuse University, discusses SU’s new National Veterans Resource Center during the University Hill Corporation annual meeting.

University Hill Corporation President David Mankiewicz spoke of transformative development projects on the Hill in the areas of educational, medical, research and development, residential development and hospitality. Projects completed in 2018 represent a \$200 million in investments; those now underway are valued at \$168 million. Projects to be launched in the next two years represent a \$315 million investment. Mankiewicz noted that more than \$3 billion of new capital projects have been built in the last 30 years. He cited the recently designated Opportunity Zone, and successes at the Center of Excellence in Environmental and Energy Systems (CoE) and the Central New York Biotechnology Accelerator (CNYBAC) as key assets that may open doors for more R&D intensive businesses to locate in University Hill. The recent branding of the area by National Grid around the CoE and the CNYBAC as the “Innovation Crossroads” will promote the area as well.

Corporate sponsors included: Crouse Health; M&T Bank; Partnership Properties; SUNY Upstate Medical University; Sutton Real Estate Company; Syracuse Orthopedic Specialists; and Woodbine Hospitality Group. Hill Partners: Excellus BlueCross BlueShield and Haylor, Freyer & Coon, Inc.

Approximately 320 business leaders, including representatives of University Hill and elected officials, attended the meeting at Drumlins.

NUAIR DEMONSTRATES FIRST-OF-ITS-KIND DETECT AND AVOID SYSTEM

The Northeast UAS Airspace Integration Research (NUAIR) Alliance announced the successful demonstration of a new Airborne Collision Avoidance System (ACAS) for small unmanned aircraft systems, or drones. The first-of-its-kind test flights for ACAS sXu (designed specifically for small, unmanned aircraft) were held at Griffiss International Airport in Rome, New York. The system is a smaller and more compact version of the next generation ACAS X, an airborne collision avoidance system now under development for large passenger and cargo-carrying aircraft.

Scalable detect and avoid functionality remains the critical impediment to safe operations of unmanned aerial systems (UAS). The tests showed the system has the unique ability to detect and avoid other aircraft, both manned and unmanned. The features tested are key toward commercialization of unmanned aerial vehicles (UAVs) and urban air mobility. This flight testing demonstrated that UAS operators can use ACAS sXu capabilities not only as vehicle integrated solutions, but also as a service provided by a UTM system. Detect and avoid will eliminate the need to use visual observers in beyond visual line of sight (BVLOS) operations and lead to more cost-scalable operations.

The flight tests were a collaboration between AiRXOS, a GE venture, Fortem Technologies, GE Aviation, GE Global Research, Johns Hopkins University Applied Physics Lab, MIT Lincoln Laboratory, the FAA TCAS Program Office, AX Enterprize, the New York UAS Test Site in Oneida County and NUAIR Alliance.

“Through this successful demonstration, these partners have helped the unmanned systems industry reach another milestone,” said Major General Marke F. “Hoot” Gibson (ret), chief executive officer, NUAIR Alliance. “Together we are advancing the industry as a whole and furthering this region’s position as a national leader for UTM technologies.”

To learn more about the NUAIR Test Site and BVLOS testing opportunities, visit www.nuairalliance.com.



UAS collaborators debrief after the first-of-its-kind ACAS sXu mission at Griffiss International Airport in Rome, NY.

VISIT SYRACUSE www.visitsyracuse.com



Visit Syracuse Raises Awareness of Human Trafficking

Human trafficking is something you hear about on the news, but how many people understand what it is or where it’s happening? When it comes to human trafficking in the hospitality and tourism industry, great strides are being made to tackle the issue in order to safely take action. Visit Syracuse, Inc., a CenterState CEO affiliate, is Onondaga County’s official marketing organization for tourism-related economic development. As a leader in the tourism industry, Visit Syracuse recognizes its important role to raise awareness within the community and disrupt this horrific crime.

Visit Syracuse is a proud member of the New York State Hospitality & Tourism Association (NYSH&TA). Through its efforts, the New York State Legislature provided hotels with the option to design their own informational cards containing the national human trafficking hotline number, or to use an information card designed by the state or federal government. Because so few people understand how human trafficking works, it’s important to remain alert and keep this discussion on the table in your travels and at home.

The No. 1 way to help stop sex trafficking, according to the U.S. Department of State, is to learn the warning signs and red flags of human trafficking. The NYSH&TA has included staff training requirements for hotel professionals in a proposal to the legislature to work toward in their next session. To continue following the efforts of NYSH&TA, visit www.nyshta.org.



Fowler PSLA Students Visit The Tech Garden and GENIUS NY Teams

Sixteen ninth grade P-TECH (Pathways in Technology Early College High School) students from the Public Service Leadership Academy (PSLA) at Fowler visited The Tech Garden to learn about startups and drones, and meet entrepreneurs. The students, who are taking courses in computer information science and remotely piloted aircraft systems as part of the P-TECH program, met with software development company Imajion and experienced augmented reality first-hand through Microsoft's HoloLens.

P-TECH offers curriculums in high demand industries with opportunities to obtain workplace learning experiences.

GENIUS NY teams then spent time with the students discussing the numerous uses of drones and what their companies do. The trip concluded with members of The Tech Garden giving each student a quadcopter drone.



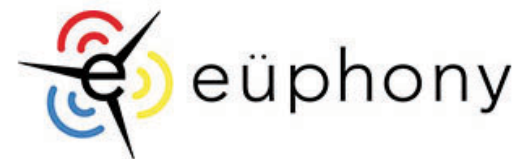
Charles Pruess, CEO of Imajion, prepares a student for her first experience with augmented reality.



Students from Fowler's PSLA pose with GENIUS NY teams and Tech Garden staff while flying a drone.

Euphony Launches New Product Line; Sound Shadows Creates Sound Art

Euphony, a Tech Garden member and participant in the 2016 Germinator program, recently announced the release of its latest product, Sound Shadows — an internal STEAM initiative to leverage audio technology in the art domain. The company is transforming the text-to-speech industry by modifying the tone and pitch of a synthetic voice. Its audio can reflect emotion, meaning and intent. Euphony's authentic voices replace outdated robotic avatars.



Sound Shadows applies novel technology to transform a customer's audio recording into a unique, physical sound art experience. A fetal heartbeat, an infant's first words, favorite quotes, and wedding vows are just a few examples of speech sounds the company has turned into wall art and jewelry. Sound Shadows wants to help people experience sounds they love as real keepsakes. Learn more at www.soundshadowsart.com.

First Ever All-Girl Hackathon A Success

The region's first ever all-girl youth hackathon was held in December. More than 50 girls gathered to focus on combating cyber bullying, using social media for good and coding. The event was held in partnership with Tech4Kidz, Hack Upstate, The Tech Garden and AT&T, to engage more local girls in computer coding, the fastest growing profession in the world.

Vistex Composites Joins Clean Tech Center

The Clean Tech Center program is a NYSERDA-funded initiative focusing on developing clean technology companies in Upstate New York. Startups can earn up to \$15,000 based on achieving business milestones. Vistex Composites, one of the Clean Tech Center's newest participants, is a manufacturing innovation company that will enable broader adoption of carbon fiber and natural fiber composites. It is the eleventh company in the program. Learn more at www.vistexcomposites.com.

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 for more information.



Engagement

Downtown Syracuse and the Downtown Committee experienced record levels of engagement in 2018. A soaring residential demographic helped extend the life of downtown Syracuse well into the evenings and weekends, and with its walkability, convenient access to restaurants, parks and vibrant retail atmosphere, downtown has attracted 29,000 employees. Social opportunities to engage with downtown prevail through every season and sector.

ENGAGEMENT

BUSINESSES
ENGAGED IN
DOWNTOWN
COMMITTEE
EVENTS & ACTIVITIES
309

3,601
PEOPLE ENGAGED IN
DOWNTOWN COMMITTEE
CONTESTS

170,921
PEOPLE ATTENDING
DOWNTOWN COMMITTEE EVENTS

1,046
VOLUNTEERS & SURVEY
RESPONDENTS ENGAGEMENT

SOCIAL MEDIA FOLLOWERS

 **5,620**

 **8,268**

 **4,400**

9,163 e-News Subscribers

Save the Dates

14th Serving of Downtown Dining Weeks, Coming mid-February

Next month, about 40 restaurants will dish out the once-a-year deal of three dinner courses for \$30 or less, and three lunch courses for \$10 or less. Menus from participating restaurants will be posted to <http://DowntownSyracuse.com>.

Downtown Cleanup for Earth Day, April 2019

13th Annual Downtown Living Tour, Saturday, May 18

Downtown Farmers Market, Every Tuesday, June 11 through October 8

Downtown Committee Annual Meeting, June 20 at the Oncenter Ballroom

Syracuse Arts & Crafts Festival, July 26 to 28



Think Spring & Support Beautification

Flower Baskets

It's never too early to "Think Spring!" Support the Downtown Syracuse Foundation by sponsoring a flower basket to dress streets throughout downtown. Last year, more than 330 baskets were installed throughout Cathedral, Clinton, Hanover and Armory squares and the heart of downtown. Each tax-deductible donation of \$50 per basket helps foster a vibrant, thriving downtown Syracuse. Interested? Mail a check to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or pay online at <http://DowntownSyracuse.com/Flowers>.



Partners in Planting

Employers that want to engage employees in downtown's revitalization efforts can support the Downtown Committee's Partners in Planting Program, which combines employee engagement with beautification. Participants show their pride for their favorite downtown neighborhoods by transforming the landscape through beautification and cleanup efforts. To get involved in this highly visible program to ensure downtown Syracuse stands out as an attractive destination, contact 315-422-8284 or mail@downtownsyracuse.com. For more information, visit <http://DowntownSyracuse.com/Flowers>.



CENTERSTATE CEO ECONOMIC CHAMPION

Liberty Resources, Inc.

Liberty Resources, Inc. was established in 1979 as a small nonprofit agency serving Madison County. The agency began with fewer than 15 employees and less than \$1 million in revenue. Liberty Resources now employs more than 1,400 staff across New York state and in Texas and exceeds \$74 million in annual revenue.

In 1997 Liberty moved its corporate headquarters to Syracuse leasing about 5,000 square feet of office space. Liberty's significant growth continued with particular success in assuming failing health care operations, the most significant being the assumption of the former Onondaga Pastoral Counseling Center, which provided services for residents in Central New York. Today, more than 6,000 patients are served annually through primary care, substance abuse, pharmacy and mental health services at the 1045 James St. location. Liberty now owns/occupies more than 100,000 square feet of space in three buildings on James Street and has services throughout Central New York, New York City, the Hudson Valley, Rochester, Buffalo, as well as 16 counties in Texas.

Liberty is conducting three capital expansion projects investing nearly \$6 million in new construction and renovation activity in Central New York. This month, the Primary Care Clinic on James Street will expand significantly to accommodate patient demand and will be accepting new patients in the spring. Liberty also plans a new state-of-the-art health care facility in Fulton in spring 2019.

The agency was recently recognized as a Patient Centered Medical Home by the National Committee for Quality Assurance. Fewer than one in six primary care clinics nationally receive this national designation evidencing its excellence in patient care.

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.



LIBERTY RESOURCES
Improving Lives, Building Futures



Liberty Resources with its headquarters in Syracuse, now employs more than 1,400 people.

GREATER OSWEGO-FULTON CHAMBER OF COMMERCE HOLIDAY SOCIAL

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) welcomed nearly 100 members to The Eis House in Mexico for its annual Holiday Social. Guests enjoyed networking and live entertainment provided by The Cortini Brothers.

Member businesses displayed their products and services for attendees, including: Liberty Mutual; EB Professional Coaching; Leadership Oswego County; Oswego County Opportunities; Remedy Intelligent Staffing; and Greenfield Wireless. Bridget Dolbear with Oswego County Opportunities took home the local sports themed prize, which included tickets to athletic events at Syracuse University, Syracuse Crunch, Syracuse Mets and SUNY Oswego.

The Holiday Social would not be possible without its sponsors. Business Sponsors: Pathfinder Bank; National Grid; Novelis; and SUNY Oswego. Community Sponsor: Plumbers & Steamfitters Local #73. Supporting Sponsors: Sunoco Inc.; Oswego Health; and Mitchell's Speedway Press.



The crowd enjoyed live music by The Cortini Brothers as they networked and visited member tabletop displays.



Bridget Dolbear (left), Oswego County Opportunities, was the lucky winner of a sports basket filled with tickets to local sporting events. Also pictured are Sara Broadwell (center) and Katie Toomey of the GOFCC.

MEMBER ESSENTIALS

Spectrum is adding 100 jobs at East Syracuse call center.

Berkshire Bank was recently named a winner of PR Daily's 2018 Corporate Social Responsibility Awards in the Employee Volunteer Program category. SBA Recognizes **Berkshire Bank** No. 1 small business lender in Central New York.

Jeff Rubin leads **Sidearm Sports** to the top of college sports and expands to downtown Syracuse.



RMS is again ranked one of the largest patient-satisfaction measurement firms in the nation by Modern Healthcare.

Beardsley Architects + Engineers project receives prestigious AIA CNY 2018 Design Award.

Lori Florack named president of **Lifetime Benefit Solutions**.



IV4 named among top 100 global public cloud managed service providers.

Pinnacle Holding Co., LLC is acquiring Essex Securities, LLC.

The Craftsman Inn & Suites completes renovations and has reopened.

Hill-Rom names Andreas Frank new president of Skaneateles' **Welch Ally**.



Syracuse Label's expansion in Cicero gets \$500,000 tax break.

Loretto announces \$11 million project to expand and enhance dementia care.

Auburn Community Hospital completes major energy-saving project.

American Red Cross appoints Alan Turner as Regional CEO.



Digital Hyve plots further growth, including plans for Buffalo office.

Le Moyne College will start insurance, risk-management major with \$7 million McNeil Family donation.

Oswego Health installs latest 3D mammography equipment with \$50K state grant.

Gifford Foundation selects Sheena Solomon as new executive director.



Syracuse's Hancock International Airport formally completes \$62 million renovation project.

St. John Fisher College and **Syracuse University College of Law** announce partnership for accelerated degree program.

St. Joseph's Health Cardiovascular Institute opens office at Oneida Health.

SUNY appoints Dr. Mantosh Dewan interim president of **Upstate Medical University**.

AccessCNY merges with Spaulding Support Services.

Five Star Urgent Care rebrands as WellNow Urgent Care.



Syracuse University Athletics extends agreement with IMG College for multimedia rights and licensing.

United Technologies Corp. will separate into three companies, including the Carrier Corp.

Upstate Community Campus opens full Family Birth Center after \$9.2 million renovation.

SRC, Inc. wins Marine Corps contract for counter-mortar radar system.

Vernon Downs owner names Charlie Otto as president and general manager.

International candlemaker **Cathedral Candle Company** expands in Syracuse.



TTM is expanding **Anaren's** footprint and adding jobs in DeWitt.

Christopher Community, Inc. opens a \$12.6 million housing development in Geddes.

SUNY Cortland joins 21-campus renewable-energy coalition, NYCARES.

Share Member News with Us!



Submit your member news at www.centerstateceo.com/add-member-news or share your stories with us at membernews@centerstateceo.com!

MEMBER MILESTONES

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

65 YEARS

Advance Media New York
Bristol-Myers Squibb

60 YEARS

Ernst & Young, LLP

50 YEARS

Green Hills Farms

30 YEARS

Central Marking Equipment Corp.

25 YEARS

Securitronics Company, Inc.
Anne Messenger – Executive Coach & Facilitator

15 YEARS

CH2M
Packwood House
Local News, Inc. dba Oswego County Business Magazine
Bentley Hoke Interactive

10 YEARS

Christopher Community, Inc.
Synapse Partners, LLC
ElderChoice, Inc.

CENTERSTATE CEO GIVES BACK

CenterState CEO cares about the community in which it works, which is why we are proud to lead, support and participate in a number of projects and charitable initiatives in the community each year.

CenterState CEO's staff-led Volunteer Committee organizes at least one opportunity per quarter for employees to volunteer their time and talents, or otherwise give back to organizations and causes through donation drives, service hours or serving on countless nonprofit boards.

In 2018, CenterState CEO and its employees supported more than 50 events and activities of 44 nonprofits and human service, community and arts organizations through staff volunteer time and donations (monetary and gifts/goods), as well as through CenterState CEO's charitable donations and sponsorships.

CenterState CEO believes that communities prosper when we all work together, and looks forward to continuing its role as a strong community partner in the year ahead. If your business is looking for opportunities to get involved in one of the countless charitable or nonprofit organizations working to create greater prosperity in Central New York, visit our member directory at <https://goo.gl/Z5S9tU>.



CenterState CEO supports the Ronald McDonald House annual Christmas in July event with donations of household goods and food items.



This year's holiday giving supported the Salvation Army's Red Kettle Bell Ringing Campaign. Staff donated nearly 200 items to the Salvation Army to support local families in need.

5th Annual Mark J. Palumbo Memorial Clothing Drive January 27 through February 28

CenterState CEO is collecting winter coats, hats, sweatshirts, gloves, scarfs, sweaters and warm socks January 27 through February 28. Mark J. Palumbo, son of CenterState CEO's VP of Human Resources Nancy Premo, lost his life on January 27, 2014 from hypothermia. This drive seeks to prevent anyone from losing their life from exposure. We encourage you to bring your donations to CenterState CEO's office at 115 W. Fayette St., Syracuse. Items will be donated to the Rescue Mission. Thank you for your support!



CenterState CEO staff serves meals and cleans at the Samaritan Center.



CenterState CEO staff support Home HeadQuarters' annual Block Blitz to help improve and beautify the Elmwood Park neighborhood of Syracuse.

LEADERSHIP GREATER SYRACUSE CLASS OF 2019



Leadership Greater Syracuse (LGS) announced its Class of 2019.

Each year, LGS selects a new class of about 50 people to participate in its yearlong training program to expose them to key community leaders, organizations and the important community issues. The program teaches participants about community leadership, empowerment, group dynamics, community opportunities and trends.

CenterState CEO members participating in the Class of 2019 are:

Cheryl Ascenzi, Bristol-Myers Squibb

Trevor Balstra, St. Joseph's Health

Stephen Benson, Northeast Information Discovery

Shira Boschan, Raymour & Flanigan Furniture

Joe Bufano, OCM BOCES

Nicole Carfi, OBG

Christopher Caver, National Grid

Josh Craddock, Spectrum News

Liane DeSantis, Anchor QEA

John Michael Duby, Hueber-Breuer Construction

Danielle Gerhart, Bankers Healthcare Group

Cheryl Holdrege, Syracuse Orthopedic Specialists

Sarah Hood, Saab Sensis Corp

Ernest Lancto, 174th Attack Wing

Jan Lane, CNY Community Foundation

Kerry Langan, Bond Schoeneck & King

Tim Macko, Excellus Blue Cross Blue Shield

David Marobella, Excellus Blue Cross Blue Shield

Nicholas Meskos, AmeriCU Credit Union

Stephen Messina, Brown & Brown Empire State

Alan Mokay, Lockheed Martin

Melissa Moore, Bryant & Stratton College

Caitlin Moriarty, CenterState CEO - The Tech Garden

William Nicholson, AccessCNY Inc.

Penny Parisi, KeyBank

Casey Prietti, Welch Allyn

Jeff Renk, SRC Inc.

Tracy Resch, Bousquet Holstein PLLC

Denise Rhoads, Community Bank

Tabitha Sebastino, Cryomech

David Smith, Saab Defense and Security USA

Joni Steigerwald, C & S Companies

Carl Thomas, SUNY Upstate Medical University

Nick Tryniski, Pathfinder Bank

Joseph Vetere, Empower Federal Credit Union

Julie Walas, Syracuse University

Kathleen Weaver, The Hayner Hoyt Corporation

Allison Whittles, OneGroup NY. Inc.

Cindy Woods, SUNY Upstate Medical University

LGS was founded by CenterState CEO, Onondaga County, the City of Syracuse and Onondaga Community College. To learn more, visit <http://leadershipgreatersyracuse.org>.

2018 SBA EMERGING LEADERS GRADUATE

Congratulations to the U.S. Small Business Administration 2018 Emerging Leaders program graduates. Small business participants celebrated during a ceremony held at SUNY College of Environmental Science and Forestry.

Taught by Tech Garden entrepreneur-in-residence John Liddy, the Emerging Leaders Initiative provides free entrepreneurship education and training for executives of small, poised-for-growth companies that are potential job creators. The series includes nearly 100 hours of classroom time, and provides opportunities for small business owners to work with experienced coaches and mentors, attend workshops, and develop connections with peers, local leaders and the financial community.

The program is a collaboration of the SBA Syracuse District Office with Blackstone LaunchPad; CenterState CEO and The Tech Garden; CNY TDO; City of Syracuse Office of Neighborhood and Business Development; Falcone Center for Entrepreneurship; MACNY; Onondaga County; Onondaga SBDC; SUNY ESF; Syracuse SCORE; Downtown Committee of Syracuse, Inc.; and the WISE Women's Business Center.

To learn more about the SBA's Emerging Leaders Initiative, contact emergingleaders@sba.gov or visit www.sba.gov/offices/district/ny/syracuse.



Congratulations U.S. Small Business Administration 2018 Emerging Leaders graduates.

CenterState CEO Member Graduates

Douglas Arena, Bell & Spina Architects

Thomas Brown, Blue Water Capital Management, LLC

Laura Cueva, Interior Innovations

Nabil Rab, Altenew

Paul Vinciguerra, Upstate Printing, Inc.

CEO EVENTS CREATE NEW CONNECTIONS

Speed Networking at TERACAI

Speed Networking is a great way to connect CenterState CEO members with ideas, inspiration and each other. A recent speed networking event did just that, with an opportunity to speak with dozens of fellow members. More than 60 people attended the event at TERACAI in North Syracuse. Salt City Coffee catered the event.

See the events calendar on page 22 for upcoming opportunities to learn from fellow members and improve your business.



Attendees maximize their time and the number of contacts made during Speed Networking.

Business After Hours – The Rail Line

More than 100 members enjoyed a night of networking in one of the newest event spaces in downtown Syracuse. The Rail Line, an indoor/outdoor meeting space in a refined industrial complex built atop a classic Syracuse train trestle, is located at 530 S. Clinton Street. Refreshments were provided by Evergreen.

See upcoming CenterState CEO events on 22 or visit www.centerstateceo.com/events.



Attendees enjoy connecting with CenterState CEO members at The Rail Line.

Tabletop Displays:

CNY Accounting Tax Professionals
Alzheimer's Association of CNY
Metabolic, LLC

Premier Promotions
PostNet
Sarah Lynn Wood Agency

The Salvation Army
SubCat Music Studios
The Hops Spot

Signature Access Event – Syracuse Hancock International Airport

CenterState CEO members celebrated the holiday season and received a tour of the new terminal and museum at the Syracuse Hancock International Airport during a recent Signature Access Event, sponsored by Dannible and McKee.

Signature Access Events are invitation-only networking events for CenterState CEO Investors, Executive Partners and Corporate Partners – the Syracuse region's leading companies and organizations, and their guests. Signature Access Events are characterized not by the elite level of invitees, but the privileged-access venues that host the events and the connection these venues have to significant projects or initiatives in the region.

Tom Huegel with Wireless Business Group was the lucky winner of two tickets to see "Jim Brickman's Christmas Celebration" at the Oncenter, an overnight stay at the Marriott Syracuse Downtown and dinner at A Mano Kitchen & Bar.

CENTERSTATE CEO AMBASSADORS

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



CenterState CEO Ambassadors enjoy a holiday celebration at **Laci's Tapas Bar**. Thank you to **del Lago Resort & Casino** and **Greek Peak Mountain Resort & Cascades** for prize donations. In the spirit of giving, the Ambassadors donated more than \$600 to the **Salvation Army**.



Metabolic, a new fitness facility, has opened in Liverpool at 7608 Oswego Road.

GRAND OPENINGS

Alex and Ani, Destiny USA

Buried Acorn Brewing Company, 881 Van Rensselaer St.,
Syracuse

Cellular Sales Verizon Wireless, 6511 Thompson Road, Syracuse

The Cookie Connection Gluten Free Bakeshop, 2803
Brewerton Road, Syracuse

The Hops Spot, 116 Walton St., Armory Square, Syracuse

Rail Line, 530 S. Clinton St., Syracuse

Reis & Irvy's Froyo Robots, Destiny USA

ANNIVERSARIES

Dunham Construction, 1957 Pine Grove Road S., Skaneateles,
20th

Keepsake Village at Greenpoint, 6411 Thompson Road,
Syracuse, 20th

Manlius Pebble Hill, 5300 Jamesville Road, Syracuse, 150th

McCarthy's Irish Pub, 64 Albany St., Cazenovia, 1st

RELOCATIONS

Lashes, Locks & Lips by Aubry James, 247 W. Fayette St.,
Armory Square, Syracuse

Nurse Connection Staffing, 1035 Seventh North St., Suite F,
Liverpool

WISE Women's Business Center, AXA Tower, 100 Madison St.,
Syracuse

MISC.

Air Innovations, celebrates its newly remodeled facility, 7000
Performance Drive in North Syracuse.

POSTNET, 2363 James St. in Syracuse, celebrates its new
ownership.

CENTERSTATE CEO RECOGNIZES 302 BUSINESSES AS 2018 ECONOMIC CHAMPIONS

CenterState CEO recognized 302 companies as 2018 Economic Champions for their collective hiring of more than 2,600 employees, nearly 1.2 million square feet of expansions, and \$750 million in capital investments. Sixty-eight companies were also recognized for celebrating a milestone anniversary.

The accomplishments were celebrated at the Economic Champions Luncheon before a sold-out crowd of more than 1,000 CenterState CEO members, community leaders and guests at the Nicholas J. Pirro Convention Center at Oncenter.

“The current macro-economic environment is reflected in the fact that we celebrate a record number of champions this year,” said Robert Simpson, president of CenterState CEO. Whether it’s a small business looking for more visibility; a large firm needing support attracting talent; a local company looking to expand its global reach; a global company looking to grow in the region; or an entrepreneur with an idea and a dream to be their own boss, we are here to offer our support.”

The CenterState CEO Community Visionary Award, sponsored by Wegmans, was presented to KeyBank for its leadership and commitment to community initiatives that create greater community prosperity, including helping expand entrepreneurship through the growth of women- and minority-owned businesses; its lending and other investments in affordable housing and first-time home buying; and its support of local programs and organizations, to help create opportunities for veterans and the un- and underemployed.



Keynote speaker Jeremy Garelick, founder of the film production company, American High, inspires the crowd. Watch the video at <https://goo.gl/ac3CoQ>.



Steve Fournier, president, CNY market of KeyBank, accepts the Community Visionary Award presented by Wegmans. Pictured from left are CenterState CEO President Rob Simpson, Fournier and Evelyn Carter, director of community relations at Wegmans. Watch the video at <https://goo.gl/auxP2D>

The luncheon also featured keynote remarks by Jeremy Garelick, who spoke about his vision to strengthen the region’s film industry and the progress being driven by his film production company, America High.

“I am proud of the films American High has been able to produce locally, and the potential impact this has on the region’s growing film industry,” said Garelick. “Through American High we have focused on creating high quality, creative films that will attract investment and lead to new opportunities to grow a local workforce. This community has the talent and capabilities, and it is exciting to see the risk we took in establishing our company here be rewarded.”

The event also featured a special recognition of outgoing Onondaga County Executive Joanie Mahoney, who was presented with CenterState CEO’s inaugural Community Champion Award for her outstanding leadership and legacy of positive impact on the region’s economy and the citizens of Onondaga County.



To see a complete list of the 2018 Economic Champions, visit <https://goo.gl/nHygpD>.

Watch Simpson’s remarks at <https://goo.gl/kBHF5B>

Thank You Sponsors!

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Corporate:

Lockheed Martin

National Grid

Community Visionary Award:

Wegmans Food & Pharmacy

Speaker:

AmeriCU Credit Union

Cow Bell:

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Crouse Health

Parking:

C&S Companies

Media:

Business Journal News Network

Visual Technologies Corp.

News Radio 570 WSYR Now on 106.9 FM

BUY LOCAL BASH CELEBRATES LOCAL PRODUCTS AND SERVICES

More than 700 people attended the ninth annual Buy Local Bash. This fun and festive event spreads awareness and support for SyracuseFirst's mission of educating the community about the importance of buying local. The Buy Local Bash was presented by AmeriCU and hosted by CenterState CEO and SyracuseFirst.



Nearly 100 vendors displayed their products and services at the CNY Regional Market creating the perfect opportunity to mix and mingle with local shoppers at the start of the holiday season.

The Buy Local Bash wouldn't be possible without the support of its sponsors: AmeriCU (Presenting Sponsor); ChoicePay Payroll and That Insurance Girl (Neighborhood Champion Sponsors); KMase Productions (Local Music Sponsor); The Lab Creative (Local Agency Sponsor); Peppino's Restaurant & Catering (Bar Sponsor); The Marrone Law Firm and CH Insurance (Sustainable Business Sponsors); Galaxy Media/KROCK (Radio Sponsor); WSYR/News Channel 9 (TV Sponsor); WAER and Syracuse Woman magazine (Media Sponsors).



Buy Local Bash attendees enjoyed live entertainment provided by KMase Productions.



Henry's Cake shares a taste of its Jamaican Rum Cake.



Attendees enjoy samples from Anything But Beer – brewers of grain and gluten-free fruit ales that are made from locally sourced fruits and vegetables. www.anythingbutbeer.com



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For more information contact
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or contact Beth Savicki at bsavicki@centerstateceo.com or 315-470-1833

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.

Commonspace



Commonspace is a development company that provides a more connected and fulfilling way to live through the design, construction and management of housing and work environments. Commonspace creates high-quality, affordably priced, socially rich living and working spaces through real estate development and property management.

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www.16thavenueinc.com

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The DICK'S Sporting Goods Open is held annually in Endicott, NY as a part of the PGA TOUR Champions (formerly the B.C. Open). Hosted at En-Joie Golf Course, the DICK'S Sporting Goods Open welcomes active World Golf Hall of Fame Members to Upstate New York. The DICK'S Sporting Goods Open week includes not just a week of professional golf, but an array of events, such as the Greenside Concert on Friday night - most recently featuring Blake Shelton, Bon Jovi and Zac Brown Band. Other community events during the week include sunrise yoga, the Walk to Defeat ALS, and the Golf and Health Expo hosted by Annika Sorenstam. The DICK'S Sporting Goods Open is operated by Broome County Community Charities, Inc. (BCCC) and has donated more than \$18 million to local charities. By building effective partnerships, the open creates memorable experiences and powerful marketing campaigns through available branding, hospitality and Pro-Am inventories.

Landon Easler
PO Box 5571
Endicott, NY 13763 315-396-6262
www.dsgopen.com

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The Evergreen



Craft beer pub and restaurant located in historic Hanover Square, downtown Syracuse. All 20 taps are American craft beer, and are just \$6. The taps rotate daily and weekly. The Evergreen focuses on using locally sourced food from CNY farms and The Evergreen even has its own urban, rooftop garden downtown. Many items are vegetarian and/or gluten-free. You can also order online for pick up. The Evergreen offers catering services for private events at the Rail Line in Armory Square or get catering platters and pans to go.

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Headquartered in Albany, NY, FirstLight provides fiber-optic data, Internet, data center, cloud and voice services to enterprise and carrier customers throughout the Northeast. FirstLight offers a robust suite of advanced telecommunications products, along with a network operations and customer service center with technicians on call 24x7x365. FirstLight has a comprehensive portfolio of high-bandwidth connectivity solutions including Ethernet, wavelength and dark fiber services as well as dedicated Internet access solutions, data center, Unified Communications, cloud and voice services.

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Anna Hartwell
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www.wboconnection.org

315-447-7937

EVENTS

CenterState CEO Economic Forecast Breakfast

Wednesday, January 9

7:30 to 9:30 a.m.

The Ocenter
800 S. State St., Syracuse

Register by January 3 at

www.centerstateceo.com/events

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

Join hundreds of CenterState CEO members, business leaders and executives for the presentation of the region's 2019 Economic Forecast.

Keynote Speaker: Gary Keith,

chief economist, M&T Bank, will present an overview of national and state economic trends and their regional impact.

Member cost: \$40 per person; \$400 for a table of 10; \$50 for non-members or \$500 for a table of 10.

After January 3, the cost is \$45 for members or \$450 for a table of 10; \$55 for non-members or \$550 for a table of 10.

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The PeopleMap™ System for Business, January 23

8 to 10 a.m.

Crowne Plaza Hotel & Conference Center, 701 E. Genesee St., Syracuse

Learn about the PeopleMap™ system. Similar to Myers-Briggs, but easier for participants to understand and implement, this program is designed to revolutionize the way people relate to one another by providing new tools that result in effective collaboration. Attendees will walk away with a new understanding of what drives them and others to think and react the way they do, and how to use this knowledge to make their interactions more effective. This introductory session is a great opportunity for leaders or managers to evaluate the system for use with their own teams.

Cost: \$25 for members.

Business After Hours and Showcase - Meet the Finalists, January 30

5 to 7 p.m.

Dinosaur Bar-B-Que/A Genuine Honky Tonk Rib Joint, 246 W Willow St., Syracuse

Connect upstairs at the Dinosaur for a great night of networking. Meet the five new companies selected as GENIUS NY 3.0 finalists. The technology-based startups from around the world are competing for \$3 million in funding to develop their companies related to unmanned systems. Learn more about their exciting new ventures and welcome them as they make Syracuse their new home for growth.

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

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LinkedIn Makeover: Updating Your Brand, February 7

8:30 to 10 a.m.

The Tech Garden, 235 Harrison St., Syracuse

Struggling to get results for your business? Not sure how to network your way to a new job? Don't miss this powerful workshop on how to use LinkedIn to get the results you need. Michael Sgro, business owner and leadership coach, will share insights on how to develop your business and professional brand in seven steps using LinkedIn.

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



GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

For more information and to register for GOFCC events, visit www.oswegofultonchamber.com.

SAVE THE DATE:

GOFCC Annual Meeting, February 13

Noon

Lake Ontario Event & Conference Center, Oswego

Presented by Exelon Generation



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EVENTS



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EXECUTIVE LEADERSHIP DEVELOPMENT SERIES GRADUATION; CANDIDATES SOUGHT FOR 2019

Ten CenterState CEO members recently graduated from ELDS, a seven-month comprehensive leadership series. The program is presented by CenterState CEO, with curriculum support from the Columbia College of Missouri – Hancock Field; Syracuse University; Le Moyne College; SUNY Empire State College; TEDCenter at University College; SUNY Oswego; Ahern, Murphy & Associates; and Leadership Greater Syracuse.

CenterState CEO members are encouraged to join the 2019 program. Contact Lisa Metot for additional information at lmotot@centerstateceo.com.



Congratulations to the 2018 ELDS graduates, from left: Brett Wallace, Syracuse University; Ryan Pleskach, SRC; Me'Shae Brooks-Rolling, EventPrep. Inc.; Kara Jones, CenterState CEO; Dylan Smith, SWBR Architects; Patricia Clary, Haylor, Freyer & Coon, Inc.; and Gail Eberl, OBG. Not pictured are: Robert Smith, Fust Charles Chambers LLP; Janet Billington, Nascenia Health, Inc.; and Colin Sullivan, Ryder Truck Rental.

JOURNEY TO SPECTACULAR SOUTH AFRICA

Join CenterState CEO on a trip to Spectacular South Africa, February 21 to March 5, 2019. Highlights include Johannesburg, Soweto, Kruger National Park, a safari game drive, Knysna, Featherbed Nature Reserve, an ostrich farm visit, winery lunch and tasting, Cape Town, Table Mountain and more! Per person rates are: \$5,299 (double) and \$5,949 (single). Prices include 21 meals, round-trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges and hotel transfers. Optional post-tour extensions available. AAA members receive an additional \$50 off per person. For more information, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The spectacular South Africa trip includes a safari game drive like the one above.

There is still space on the Spectacular South Africa trip taking place February 21 – March 5, 2019. Contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.

TOUR CANYON COUNTRY IN SEPTEMBER 2019

CenterState CEO presents Canyon Country, featuring Arizona and Utah, September 11 to 18, 2019. Price is \$3,299 (double), \$4,199 (single) and \$3,249 (triple) if booked by March 11, 2019. AAA Members receive an additional \$50 off per person. Price includes round-trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges, hotel transfers and 10 meals. Highlights include Scottsdale, Oak Creek Canyon, Kaibab National Forest, Grand Canyon, Lake Powell, Bryce Canyon National Park, Zion National Park and Las Vegas. To learn more, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The Grand Canyon is one stop among many on the Canyon Country tour in September 2019.



— N O M I N A T E —

2019 Business of the Year

**Nominations Now Open for
CenterState CEO's Business of the Year Awards
in the Following Categories:**

Businesses with 1-50 Employees — Businesses with 50+ Employees — Minority Owned Businesses
Community Involvement — Nonprofit

Nominations are due January 25, 2019.

A questionnaire will be emailed to nominated companies.

Completed questionnaires are due February 22, 2019.

Awards made at CenterState CEO's Annual Meeting on April 24, 2019.

To nominate visit:

www.centerstateceo.com/business-of-the-year