

TUNE IN: CENTRAL NEW YORK RESILIENT CELEBRATES REGION REOPENING

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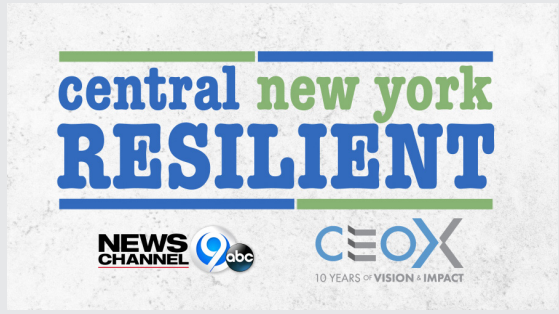
CenterState CEO Announces Recipients of COVID-19 Small Business Stabilization Grants

The COVID-19 pandemic has presented challenges unlike anything many of us have ever seen. As the state restarts after this historic pause, CenterState CEO has partnered with NewsChannel 9 WSYR to produce an hour-long program, Central New York Resilient, to recognize the efforts of the Central New York business community in moving the economy forward.

The show will air 7-8 p.m. Thursday, July 9 on NewsChannel 9 WSYR. Co-hosts Sistina Giordano

and Steve Infanti will highlight the people, businesses and community response to the pandemic. The program will celebrate frontline workers, talk with business and government leaders, and look at how Central New York navigates the state's "New York Forward" reopening plan, while keeping the workforce and the community safe.

"Over the past several months this community has done a remarkable job responding to the challenges and great need presented by the impacts of the COVID-19 pandemic," said Rob Simpson, president of CenterState CEO. "That resilience is more important than ever as employers put people back to work and trigger more consumer activity to enable the successful restart of our economy. We are grateful to NewsChannel 9 for their partnership in sharing some of their stories through this program, and to the many supporters who have helped make this and all of our work possible."



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CenterState CEO Condemns Acts of Racial Injustice; Renews Commitment to Action

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Federal Assistance and Loan Forgiveness Are Still Available

CenterState CEO Thanks the Following Supporters:



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19



CenterState CEO Events: CenterState CEO Golf Tournament, Aug. 11



Stay up to date on relevant COVID-19-related business resources and CenterState CEO's response efforts at www.centerstateceo.com/covid19resources, and contact us at support@centerstateceo.com if we can help.

GOVERNMENT RELATIONS

CenterState CEO Testifies for Pandemic Relief; Provides Stimulus Recommendations

CenterState CEO recently testified before the Assembly Committee on Small Business, chaired by Assemblyman Al Stirpe. The committee was seeking input on the federal response to the COVID-19 pandemic, including the next anticipated bill: the Coronavirus Aid, Relief, and Economic Security (CARES) Act 4. The committee's focus is on additional relief needed from Washington.

CEO pointed to four areas of relief:

- Financial assistance for state and local governments.
- Expansion of Paycheck Protection Program (PPP) to include additional nonprofits.
- Additional relief for startups and minority-owned businesses.
- Consistent health information and guidance from the CDC and other government agencies.

Beyond initial relief, CEO also made recommendations for a longer-term stimulus package to follow relief efforts.

In addition to its recent testimony, CenterState CEO continues to advocate for additional stimulus strategies to help build a sustainable recovery.

Five Overall Stimulus Recommendations:

- 1. Jobs** - A jobs program to put people back to work immediately while entire industries and the economy as a whole finds its footing again. Once it's safe for people to return to work, this program should hire the millions of displaced workers who might not have a job to return to and put them to work on challenges that were stifling competitiveness before the crisis began. Projects could include laying new fiber, digital access in inner cities and rural communications, infrastructure projects, mass transit, climate resiliency and energy projects, and more.
- 2. Research and Development** - A once-in-a-lifetime investment in basic and applied R&D in health sciences, industry 4.0, transportation and energy/climate. Not only does the nation need to better prepare for these health and economic threats in the future, but investments in R&D will flow down to educational and health care institutions, which have been severely impacted. These R&D investments would generate mid- to long-term stimulus not created by other programs, unlocking untold innovation, intellectual property, new companies and employment that can help re-establish America as a global leader on the new global playing field.
- 3. Infrastructure** - A record investment in the nation's infrastructure — from roads to bridges to high-speed rail, telecommunications, urban research parks, water and sewer, mass transit, smart cities and unmanned systems. These projects serve a dual purpose — a short-term boost to the economy as capital circulates and jobs are created, as well as a longer-term benefit to society that can provide a fresh, new foundation for America's resurgence.
- 4. Displaced Workers** - A robust worker training and education program, including options for paid training and education, which creates a real incentive for displaced workers to gain new skills that are relevant to the industries that re-emerge from this crisis.
- 5. Deregulation** - A temporary pause on regulatory activity that stifles competitiveness to give industry a chance to regain its footing. Regulatory pauses should not be placed in areas that impact human health and safety, rather advocacy should be focused on temporary reductions in red tape that can get the economy moving more quickly.

To learn more about CenterState CEO's advocacy efforts, contact VP of Public Policy and Government Relations Kevin Schwab at

kschwab@centerstateceo.com.

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CENTERSTATE CEO ANNOUNCES RECIPIENTS OF COVID-19 SMALL BUSINESS STABILIZATION GRANTS

CenterState CEO recently awarded \$150,000 in stabilization grants to 31 small businesses in Onondaga County that were negatively impacted by COVID-19.

Grants of up to \$5,000 were distributed to businesses in health and wellness, service, hospitality and lifestyle industries, prioritizing businesses that were ineligible for emergency relief funding through the Small Business Administration. In addition to the grant, businesses also receive technical assistance and one-on-one consultation.

Technical assistance is being made available to all grant applicants, provided by KeyBank Business Boost & Build C.U.S.E. Collaborative partners, including CenterState CEO's Up Start program, the South Side Innovation Center, WISE Women's Business Center and the Upstate Minority Economic Alliance.

"This fund was intended to fill identified gaps in available emergency relief funding. Many of these businesses were unable to access the Paycheck Protection Program and other federal relief funding sources," said Robert Simpson, president of CenterState CEO. "These grants provide businesses disproportionately hit by the public health and economic crisis with needed capital. We are also working with partners to secure funding for a second round of grants."

Of the businesses receiving grants, 74% are women-owned, 64% are minority-owned. The grants helped mitigate loss caused by the crisis by providing immediate cash to cover payroll and other expenses incurred during the pandemic.

"I was really excited when I found out I was awarded a grant. So many small businesses are struggling right now. This grant will help cover bills, so that I can stay afloat, and I may actually be able to get ahead of the game," said Wayne Wright, of The Wright Cut Barbershop.

Administered by CenterState CEO's Up Start program with funding provided by the KeyBank Business Boost & Build Program powered by JumpStart, the fund was part of a plan to deploy \$500,000 in relief funds to small business communities throughout Upstate New York in response to the economic hardship caused by the COVID-19 pandemic.



Check out a couple of the grant recipients at www.youtube.com/CenterStateCEO.

Grant Recipients:

- | | |
|---|---|
| A Taste of Philadelphia | Miss Prissy's |
| African & Caribbean Central Market | Mixed Methods |
| All Money Spends | Mr. Biggs Restaurant LLC |
| All Times Promotional Products, dba Spinnaker Custom Products | Mystic Side Gift and Book |
| BulBul, LLC | PB&J's Lunchbox, LLC |
| Cathy's Cookie Kitchen | Pearfect Productions |
| CLLCTVE | R.H.Fire, LLC |
| CNY Latino | Razzle Dazzle Italian Ices |
| Divine Destiny | Red Racer Auto Finishers, Inc., dba Grace Auto Body and Paint |
| Guleyso Learning Childcare | Plus Sign & Graphics |
| Half Moon Bakery & Bistro, LLC. | Southside Fitness |
| It Takes a Village Daycare | The Creators Lounge |
| Kin Architecture Studio, PLLC | The Floral Gardens |
| L Stacks Construction Co. LLC | UniquelImpact, Inc. |
| Mindbody Connection Massage and Fitness | Volpe Nails of Cicero, LLC |
| | The Wright Cut Barbershop |

CENTERSTATE CEO CONDEMNS ACTS OF RACIAL INJUSTICE; RENEWS COMMITMENT TO ACTION

CenterState CEO shares in the sorrow and anger over the senseless and incomprehensible killings of so many men and women of color, and the ongoing, unacceptable acts of racism, inequality and discrimination still prevalent across the nation and within our own communities. CenterState CEO condemns these and all acts of hate, discrimination and injustice, and renews its commitment to action in response to racial injustice.

“To fully achieve CenterState CEO’s vision for our region as a place where business thrives and all people can prosper – regardless of color, race, religion or sexual orientation – requires us as an organization and our community of business leaders to deepen its commitment to social and economic equity and opportunity for all,” said Rob Simpson, president of CenterState CEO. “While I am proud of the strides CenterState CEO has made in recent years in our own external programming and internal diversity and inclusion goals, there is still more work to be done. In this moment, there is an opportunity to lead and model the change we so desperately need and want to see to ensure our region, and all of its people, can realize their greatest potential. Together, we must work to ensure that our words of solidarity are followed up by commitment and action.”

To further its ongoing commitment to these issues, CenterState CEO has:

- Renewed its commitment to executing its **Diversity and Inclusion Policy**, striving to make the organization not only a welcoming, but an empowering place where all staff can grow on a professional and personal level, and where the diversity of the board of directors is reflective of the business community the organization serves.
- Held strategic conversations with its board of directors on the business community’s role in addressing racial injustice, and in supporting more inclusive economic development.
- Initiated staff dialogues through its existing Diversity and Inclusion Committee; developed new tools to share resources and interactive opportunities for staff to engage in monthly discussions on issues of diversity, equity and inclusion. It will also resume the committee’s quarterly speaker series to help staff better connect with people of all backgrounds and life experiences across the community.

Additionally, the organization is committed to advancing efforts that:

- Ensure minority-owned businesses have equitable access to opportunities and resources;
- Strengthen its partnership with the Upstate Minority Economic Alliance;
- Foster more diversity within The Tech Garden;

continued on page 5

TAKE ACTION

Here are some ways you can take action against inequality and injustice, and to support greater economic opportunity in our business community. Please reach out to Dr. Juhanna Rogers, CenterState CEO’s director of community engagement & empowerment, at jrogers@centerstateceo.com to let us know efforts you have undertaken, or how we can support you in your efforts.

- Issue a public, actionable organizational statement condemning racism and senseless acts of injustice. Post it to social media with the hashtag **#acomunitycomestogether**.
- Reach out to **Interfaith Works** and other local organizations to join community dialogues.
- Support and invest in minority-owned businesses in our community. To get started, visit **Upstate Minority Economic Alliance**, our organizational partner and minority chamber of commerce; **Black-Owned Syracuse**, for vendor lists, events and more; or **Syracuse.com’s** business list of black-owned restaurants and food businesses you can support right now.
- Develop a diversity and inclusion policy or identify actionable items to act on this year. Examine your own workplace, including the diversity of leadership and employees, and if your place of business creates a welcoming and inclusive environment for staff and customers/clients (to learn more, please contact Dr. Rogers).
- Audit your policies and hiring practices to identify potential **barriers and biases**; consider how you can develop more inclusive hiring practices. To learn more contact CenterState CEO’s Director of Workforce Innovation Aimee Durfee at adurfee@centerstateceo.com.
- Review procurement processes and evaluate how your business can increase purchases with minority-owned businesses.
- Network with **UMEA and its members**. Attend events it hosts. Engage with them to find MWBE certified businesses to contract and do business with.
- Support **Generation Next**, and engage in its efforts to foster opportunities for career advancement, networking and social engagement among diverse professionals. Contact Dr. Juhanna Rogers, CenterState CEO’s Director of Community Engagement & Empowerment, at jrogers@centerstateceo.com to learn more.
- Direct corporate giving to local organizations with missions of fighting injustice, or match the donations of your employees.

FEDERAL ASSISTANCE AND LOAN FORGIVENESS PROGRAMS ARE STILL AVAILABLE

EIDL and EIDL Advance Accepting New Applications until September 30

Small business owners are able to apply for an Economic Injury Disaster Loan (EIDL) Advance of up to \$10,000. This advance is designed to provide economic relief to businesses that are currently experiencing a temporary loss of revenue. This loan advance will not have to be repaid.

The Small Business Administration (SBA) resumed processing EIDL applications that were submitted before the portal stopped accepting new applications on April 15, and is processing those applications on a first-come, first-served basis. On June 15, the SBA began accepting new EIDL and EIDL Advance applications from qualified small businesses and U.S. agricultural businesses at <https://covid19relief.sba.gov/#/>.

Additionally, agricultural businesses are now eligible, made possible as a result of additional funding appropriated by Congress in response to the COVID-19 pandemic. Agricultural businesses include those engaged in the production of food and fiber, ranching, and raising of livestock, aquaculture, and all other farming and agricultural related industries (as defined by section 18(b) of the Small Business Act (15 U.S.C. 647(b)). The SBA is encouraging all eligible agricultural businesses with 500 or fewer employees wishing to apply to begin preparing their business financial information needed for their application.

Applicants who have already submitted their applications will continue to be processed on a first-come, first-served basis. For agricultural businesses that submitted an EIDL application through the streamlined application portal prior to the legislative change, SBA will process these applications without the need for re-applying.

Paycheck Protection Program

PPP Applications – the Senate passed a surprise extension for the Paycheck Protection Program to August 8 by unanimous consent June 30, just hours before it was set to close. As of this writing, the House of Representatives still needs to pass the legislation and send it to the president for his signature. The legislation would extend the deadline for when the PPP can accept applications for the forgivable loans. The bill gives the SBA the authority to continue approving loans to businesses that apply. If you need assistance with the PPP application, please contact us at support@centerstateceo.com.

Flexibility Act - Enactment of the Paycheck Protection Program (PPP) Flexibility Act extends the covered period for loan forgiveness from eight weeks after the date of loan disbursement to 24 weeks after the date of loan disbursement, providing substantially greater flexibility for borrowers to qualify for loan forgiveness. Borrowers who have already received PPP loans retain the option to use an eight-week covered period.

New EZ and Revised Full Forgiveness Applications – a revised [PPP loan forgiveness application](#) and an [EZ PPP loan forgiveness application](#) with fewer calculations and less documentation for eligible borrowers, were announced June 17. Both applications give borrowers the option of using the original eight-week covered period (if their loan was made before June 5, 2020) or an extended 24-week covered period. These changes will result in a more efficient process and make it easier for businesses to realize full forgiveness of their PPP loan.



U.S. Small Business Administration

RACIAL INJUSTICE continued from previous page

- Enhance its Up Start business development program to connect aspiring minority entrepreneurs to the tools and networks that help them thrive;
- Ensure that its business and economic development services reach more businesses of color; and
- By working with financial sector partners, ensure that more minority businesses and residents have the tools necessary to build wealth and capital.

As CenterState CEO continues to develop its own action plan, it asks the business community to consider how it can also lead in implementing true change through acts of solidarity and tangible means of support. CenterState CEO applauds and thanks the many businesses and organization that have thus far come forward to condemn acts of hate, discrimination and injustice, and commit to action. However, more partners are needed in these efforts, with a greater collective examination of corporate responsibilities for social and economic justice. Please see the TAKE ACTION box on page 4 for a few ideas and opportunities on how to engage.

“Central New York has the opportunity to lead in this moment,” said Simpson. “Our vision and strategy for greater equality and economic opportunity is too important to stand on the sidelines at a time when our collective determination, leadership and engagement is needed most. Together, we can and will work to ensure that our actions ignite an era of progress for our community.”

CEO TRACKS INDICATORS OF RECOVERY

The low unemployment rate in February of 3.4% and the high number of jobs that can be done from home were recently cited as reasons why Syracuse was ranked by **Business Insider** among the 30 best cities in the U.S. to live after the pandemic.

Last year, percent job growth year over year in the Syracuse MSA was strong, consistently ahead of the rest of New York state and over three times that of the neighboring upstate metros of Buffalo, Rochester and Albany, according to the New York State Department of Labor (NYSDOL). As businesses rely more on work-from-home solutions, Syracuse’s economy shows great strength and growth in professional and business services. In 2018, the professional and business services sector contributed to more than half of the Syracuse MSA’s 0.80% real GDP growth.

Since 2017, productivity and wages showed signs of growth, with year-over-year percentage wage growth showing a 3.3% increase according to data from the Bureau of Labor Statistics going into the third quarter of 2019. This was consistent with longer-term economic growth metrics recently reported by CenterState CEO’s Research Policy and Planning (RPP) portfolio that showed 8 to 15% median household income growth in counties throughout the 12-county CenterState New York region from 2013 to 2018.

As the region continues to recover from the severe economic impacts of COVID-19 and the related business shutdowns, CenterState CEO’s RPP staff is tracking and updating several local economic indicators. Employment data and jobs reports from the NYSDOL for May 2020 indicate a rebound of more than 15,000 jobs, bringing the total for the MSA to 268,300 (not seasonally adjusted). While this still represents a severe loss of jobs compared to May 2019, it brought regional unemployment level down to 11.9% from 16.3% in April.

CenterState CEO is also using an “Opportunity Insights Economic Tracker” tool to track small business revenues, employment and consumer spending at the county level. This data is based on consumer, employment, and transaction activity that is aggregated and reported through a project co-sponsored at Harvard and Brown Universities. The tracker finds that small business revenues are up more than 20% in Onondaga County since reopening began on May 15. The overall change in small business revenue in Onondaga County is down approximately 10% since January 2020, which is half of the nearly 20% decline in small business revenues that are observed for the U.S. as a whole. Small businesses currently open and conducting transactions in Onondaga County are down by 22% since January, suggesting that some of the small business revenue recovery is concentrated in fewer open businesses. This is consistent with the CenterState CEO’s COVID-19 Business Impacts Survey that showed more than 10% of local businesses were hiring in order to meet increases in demand.

To learn more about these metrics and monitoring efforts, contact CenterState CEO Research Analyst Jared Shepard at jshepard@centerstateceo.com.



Percent Change in Small Business Revenue*

In **Onondaga County**, as of June 08 2020, total small business revenue decreased by **10.4%** compared to January 2020.



*Change in net business revenue for small businesses, indexed to January 4-31 2020 and seasonally adjusted. This series is based on data from Womply.

last updated: June 17, 2020 next update expected: June 23, 2020

CNY MOVES TO PHASE 4 REOPENING: WHAT BUSINESSES NEED TO KNOW

Gov. Andrew Cuomo gave Central New York the green light to enter **Phase 4** of its reopening on June 26, which includes higher education; low-risk outdoor arts and entertainment; low-risk indoor arts and entertainment; and media production industries. Reopening guidelines for each industry, as well as required guideline affirmation statements, business safety plan templates, and frequently asked questions for Phase 4 can be accessed at: <https://forward.ny.gov/phase-four-industries>.

Higher education institutions must develop and submit a plan for reopening and operating for the duration of the COVID-19 public health emergency. See the [higher education reopening plan checklist](#) and [Interim COVID-19 Guidance for Higher Education](#) for more information and instructions on how to submit plans.

For help determining whether or not a business is eligible to reopen, use the [NY Forward Business Reopen Lookup Tool](#).

Additionally, as part of Phase 4, Gov. Cuomo announced that gatherings of up to 50 people are now allowed, an increase from the previous limit of 25 people. Social distancing guidelines are still required.

Gov. Cuomo has called on local leaders to enforce reopening guidelines outlined in the state's [New York Forward](#) reopening plan. Regions could see a reverse in reopening phases if guidelines aren't followed and new COVID-19 cases spike. The state's push for compliance comes as the number of new cases continue to decline across the state.

Find more information related to the state's New York Forward reopening plan on [CEO's website](#), including links to detailed industry guidelines for Phases one through three; [Empire State Development's frequently asked questions](#); [safety plan template](#); and the [metrics that guide reopening](#).

For questions about reopening, contact support@centerstateceo.com.

Reopening New York
Higher Education Guidelines

This guidance is intended to address all types of in-person higher education institutions, including but not limited to community and junior colleges, universities, graduate and professional schools, medical schools, and technical schools. Higher education institutions must develop and submit a plan for reopening and operating for the duration of the COVID-19 public health emergency. See "Interim COVID-19 Guidance for Higher Education" and "Checklist for Higher Education Institutions Reopening Plans" for more information.

During the COVID-19 public health emergency, all operators of higher education institutions are accountable for staying current with any updates to local, state, and federal requirements related to higher education and auxiliary activities and incorporating those changes into their operations. This guidance is not intended to replace any existing applicable local, state, and federal laws, regulations, and standards.

	Mandatory	Recommended Best Practices
Physical Distancing	<ul style="list-style-type: none"> Any time individuals come within 6 ft. of another person who does not reside in the same residence (i.e., roommate), acceptable face coverings must be worn. This provision should not be construed to require physical distancing among roommates or to require face coverings to worn while inside an individual's residence. In consultation with the local health department, identify where students who are exposed to, or infected with, COVID-19 will be receiving and how daily needs (e.g. food, medication) will be met if it becomes necessary to have a period of quarantine or isolation. Reference relevant industry-specific guidelines provided by the Department of Health – and available on the New York Forward website – for operations of dining halls, research, office workplaces, gyms, transportation, retail stores, and other activities, as applicable. 	<ul style="list-style-type: none"> Ensure that a distance of at least 6 ft. is maintained among individuals while on campus, inclusive of employees and students, to the extent possible and when seated in a classroom setting or meeting, unless safety or the core activity (e.g. moving equipment) requires a shorter distance or individuals are of the same residence. Modify or reconfigure spaces and/or restrict the use of classrooms and other places where students and employees congregate, so that individuals are at least 6 ft. apart in all directions (e.g. side-to-side and when facing one another) and are not sharing workstations without cleaning and disinfection between use. Consider a mix of traditional in-person and remote classes depending on student needs (e.g. vulnerable populations), technological capabilities, and/or immediately following historically high-travel periods (e.g. limiting in-person classes during holiday travel periods), among other measures to reduce in-person congregation. When COVID-19 cases develop, consider restricting social contact and mobility across campus, particularly in affected areas. Reduce bidirectional foot traffic using tape or signs with arrows in hallways or spaces throughout campus. Mark 6 ft. distance circles around desks, workstations, and common areas where gathering is likely to occur (e.g. libraries, study centers, lawns). Determine which on-campus facilities (e.g. libraries, study lounges, recreational facilities) will be closed to the general public (i.e., not students and employees) or offer limited, specific hours to members of the general public. Limit visitors to "trusted guests" only, who are expected to abide by all building/campus protocols, and require student/institutional IDs to enter on-campus buildings.

WEAR A MASK. GET TESTED. SAVE LIVES.

Guidelines for higher education; low-risk outdoor arts and entertainment; low-risk indoor arts and entertainment; and media production are available at [New York Forward Phase Four](#).

Reopening Resources & PPE Providers

CenterState CEO's free Back to Business Reopening Toolkit, www.centerstateceo.com/Re-openingtoolkit, provides recommendations for developing effective and thorough reopening plans, including preopening, operational and strategic considerations to assist businesses in safely returning to on-site operations in accordance with state guidance. New York state requires businesses to develop plans to protect employees and consumers, make the physical work space safer and implement processes that lower risk of infection in the business. The toolkit guidance is intended for informational and planning purposes only. All businesses should also refer to CDC guidance, Gov. Andrew Cuomo's New York Forward reopening guidelines, and local authorities for the phased reopening of industries, and current health and safety protocols.

As part of its Back to Business Reopening Toolkit, CenterState CEO has identified [companies providing critical personal protective equipment \(PPE\) and other supplies](#) needed to help businesses ensure the safety of their employees, customers and clients. These companies are selling: protective surgical masks/surgical gowns; N95/KN95 masks; hand sanitizer; eye/face shields; cleaning and disinfecting supplies/services; partitions/containment solutions; or offering coronavirus testing.

TOOLKIT CONNECTIONS
PPE & CRITICAL SUPPLIES

CEO CENTERSTATE COOPERATION FOR ECONOMIC OPPORTUNITY



GENIUS NY Million Dollar Finals Goes Virtual September 17

Live pitches and awards will be a little different this year for the five startups in the international GENIUS NY competition. The competition will take place online at 3 p.m. EST on September 17 as the five teams from Australia, the United Kingdom, Seattle, New York City and Syracuse pitch live for the \$1 million grand prize. Attendees must register at www.thetechgarden.com/events to receive information on how to attend this exciting event.



GENIUS NY grand prize winner, 2019.

Making It Happen Podcast Reaches 300 Listeners

The Tech Garden's new Making It Happen podcast has more than 10 member, entrepreneur interviews and over than 300 listeners. The latest episodes include BotsAndUs, a robotics startup and current GENIUS NY finalist that is making its way here from the United Kingdom, and EcoBaggeez, a Cazenovia startup that makes sustainable sandwich bags that are sourced and manufactured in the U.S. Other episodes include founders from Fotokite, TruWeather Solutions, Dropcopter and Spincar. The podcast is available on Apple, Spotify, Google and most listening platforms, or visit www.thetechgarden.com.



Tech Garden Member Spotlights

LC Drives was recently included in the June 2020 publication of Electric & Hybrid Marine Technology International, highlighting its impact on the marine industry with its patented motor/generator technology. LC Drives is a TTG alumni member from Potsdam, New York. www.lcdrives.com

TruWeather Solutions has hired two new meteorologist graduates from SUNY Oswego. The past GENIUS NY finalist now has 11 staff at The Tech Garden. TruWeather Solutions is a weather risk management and analytics company that has a proven framework for reducing weather's impact on businesses to preserve people, property and profits. <https://truweathersolutions.com>.



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FLOWERS AND FUN WITH GOFCC



Project Bloom

The Greater Oswego-Fulton Chamber of Commerce is pleased to launch its annual Project Bloom program, presented by Exelon. Due to various re-opening policies and COVID-19 related issues, the program, typically managed by volunteers from the business community, received a special helping hand from the cities of Oswego and Fulton. After discussions with Oswego Mayor Billy Barlow and Fulton Mayor Deana Michaels, both municipalities had their Department of Works plant flowers in popular parks in both cities. Additionally, Exelon staff actively brainstormed fun ways to promote the program, keeping it top of mind in the community, alongside the GOFCC.



Project Bloom, a local beautification program typically managed by GOFCC volunteers, commenced this year with enhanced support from the DPW staff in Oswego and Fulton.

Golf Social and Fall Celebration is September 21

The Greater Oswego-Fulton Chamber of Commerce has made changes to this year's annual Golf Social and Summer Celebration. Originally scheduled for June 22, the Golf Social will now be held September 21 at the Oswego Country Club in conjunction with the Summer Celebration for a new event — the Golf Social and Fall Celebration. Attendees will have the option of attending one or both portions of the day! More information will be available soon at www.oswegofultonchamber.com. For more information on sponsorship opportunities available, contact sfults@centerstateceo.com.

PRESENTED BY:



The GOFCC is combining its annual Golf Social and Summer Celebration to create a new event called the Golf Social and Fall Celebration. Email Shannon Fults, sfults@centerstateceo.com, for more details.

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MEMBER ESSENTIALS

Lockheed Martin's Syracuse-area plant wins more than \$47 million order from U.S. Navy.

The Center for Wound Healing at **Oswego Health** is the recipient of the 2019 Healogics Robert A. Warriner, III Clinical Excellence Award. Healogics is the nation's largest provider of advanced wound care services.

Beak & Skiff Apple

Orchards launches Beak & Skiff Research to develop a hemp-growing and processing program.



L'Arche Syracuse affiliates with **AccessCNY** with funding provided by **CNY Community Foundation**.

American Red Cross names Kevin Coffey new regional CEO.



New agreement gives **Onondaga Community College** students a seamless pathway to a bachelor's degree at SUNY Empire State College.

Upstate University Hospital offers same day virtual emergency room visits.

Price Chopper/Market 32 partners with **Girl Scouts of NYPENN Pathways** to sell more than 300,000 boxes of cookies in their stores.

SWBR receives the 2020 Excelsior Awards Honor Award from the NYS American Institute of Architects for its DePaul Upper Falls Square Apartments project.

Geddes Federal Saving & Loan makes \$1 million investment in **Home HeadQuarters** fund.

Central New York Community Foundation commits to investing a minimum of \$1 million over the next few years through a new Black Equity & Excellence funding priority.



NBT Bank makes Forbes World's Best Banks list for second year in a row.



Volpi Group, a global life sciences and diagnostics optoelectronics leader with headquarters in Zurich, Switzerland and Auburn, New York, is expanding its facility, sales team, and digital presence due to growth and its role in the COVID-19 fight.

Donors and locations of recent milk and food giveaways: Renzi Foodservice at **Destiny USA**; **Food Bank of CNY** at churches in Otisco, Tully and LaFayette; **The Salvation Army** at Adult Rehabilitation Center in Syracuse.

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!](mailto:membernews@centerstateceo.com)

NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months, each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, co-chaired by Rita Marble, Pinnacle Employee Services, and Charles Harkola, Nurse Connection Staffing, Inc.

Strategic Financial Services, Inc.



Strategic Financial Services is driven to help people live a great life. The firm supports its clients in this pursuit through goal-based, comprehensive financial planning backed by tailored investment strategies. In business since 1979, Strategic has grown to a team of 32 professionals servicing more than 1,000 clients totaling \$1.2 billion in assets. Areas of focus include investment management, financial planning and corporate retirement plans. The firm is headquartered in Utica, New York, with additional offices in Syracuse and West Palm Beach, Florida. The Strategic team has been recognized by Barron's magazine as one of the nation's Top 100 Financial Advisors six times and was recognized by InvestmentNews as a 2020 Best Place to Work for Financial Advisers.

Alan Leist
114 Business Park Drive
Utica, NY 13502

315-724-1776

www.investstrategic.com

Hill & Markes, Inc.



Hill & Markes, Inc. is a family owned wholesale distributor based in Amsterdam, New York, servicing the janitorial, food service, industrial packaging and ice cream sectors throughout New York state. Hill & Markes strives to bring innovative solutions that decrease costs, save time, and improves health and efficiencies within your facility — all while providing an extraordinary customer service experience.

Deliveries are prompt, products are good quality and priced fairly. Hill & Markes believes in being a good corporate citizen and supporting the community.

Jason Packer

PO Box 7

Amsterdam, NY 12010

www.hillnmarkes.com

800-836-7877

Lock 1 Distilling Co.

Located at Lock 1 of the Oswego Canal in downtown Phoenix, New York, Lock 1 Distilling Co. proudly ferments, distills, bottles and sells handcrafted spirits made in small batches from local ingredients. Lock 1 Distilling Company is a family owned and operated New York state, grain to glass, farm distillery.

Stephen Dates

17 Culvert St.

Phoenix, NY 13135

www.lock1distillingco.com

315-934-4376

CENTERSTATE CEO ECONOMIC CHAMPION

Rudy Schmid Inc. Total Car Care

Rudy Schmid Inc. Total Car Care, a third-generation business providing collision repair, service, fleet maintenance and rust proofing, is celebrating 90 years in business.



Among the many reasons to celebrate are two industry recertifications: I-CAR Gold Class and the Honda/Acura ProFirst Collision Repair Center.

Only 10% of collision repair shops across the country are I-CAR Gold Class certified. Customers are assured those working on their vehicle are highly trained on the latest technologies as technicians are required to take annual courses to maintain the accreditation.

To be Honda/Acura certified, a repair facility must first be I-CAR Gold Class certified. Technicians then take additional Honda-specific courses, and a Honda representative visits the shop to verify the facility and equipment annually.

Rudy Schmid founded the business as an immigrant, with little money, a year after the stock market crashed. The family business has survived World War II, the Korean War, the Vietnam War, the oil crisis of the 1970s, the Gulf War, 9/11, the 2008-2009 Recession — and it will continue serving Syracuse when the pandemic passes.

After 90 years, owners PJ Schmid and Diane Schmid-McCall are grateful to their team, business partners, loyal customers and above all, the local community.

Learn more about Rudy Schmid's history and services at www.rudyschmid.com.

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.



Rudy Schmid is located on Syracuse's Northside at 228 E. Hiawatha Blvd.



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CENTERSTATE CEO AMBASSADORS

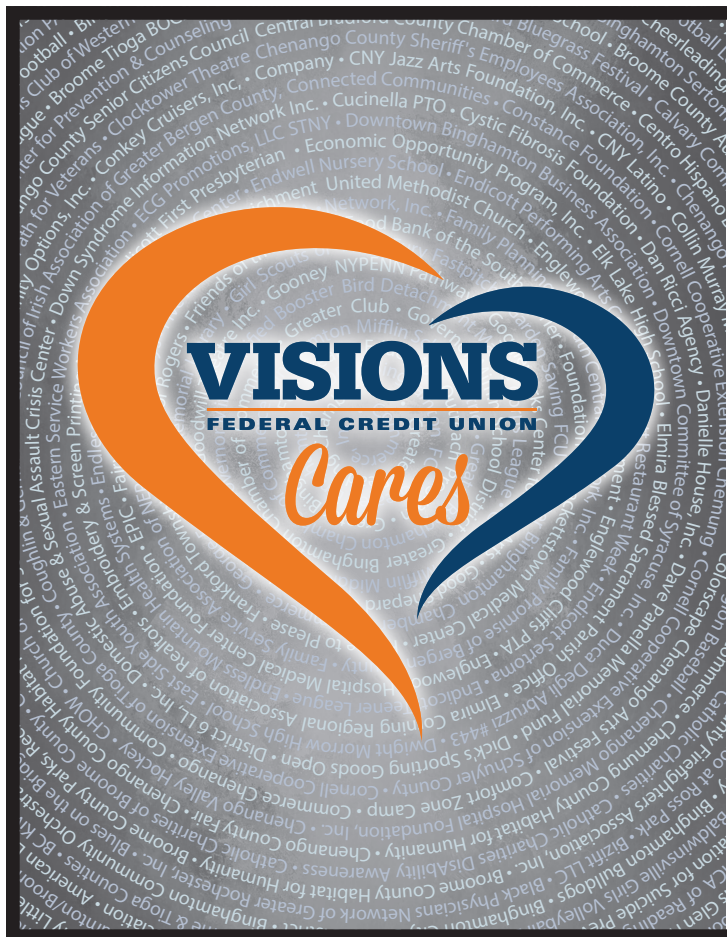
CenterState CEO Ambassadors welcome new CEO members and provide recognition to businesses celebrating grand openings, company anniversaries, and other important milestones. While the Ambassadors are practicing social distancing during the COVID-19 pandemic, we still want to recognize and celebrate your special event. Please contact Sharon Abert at 315-470-1810 or sabert@centerstatececo.com to share your recent milestone, or find out how you can join the Ambassador committee.



CenterState CEO Ambassadors continue to recognize area businesses virtually. Pictured above are a few of the 20 committee members who connected on a recent Zoom meeting.



Bob and Aline Moses (top left corner of photo) celebrate the fifth anniversary of their publication, **Skaneateles Living Magazine**.



COMMITTED TO COMMUNITY

Visions is about people, not profits. Giving back is what we do. Visions supports hundreds of causes with donations that fund good works, employee volunteers who pay it forward, and sponsorships that support community events. Because Visions Cares, where you bank can make a difference where you live.

We are proud to support CenterState CEO!

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visionsfcu.org/cares

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SYRACUSECOE RESEARCHER LOOKING FOR EARLY DETECTION OF COVID-19 IN CNY WASTEWATERS

Testing COVID-19 from a different direction may provide an early warning system for community outbreaks. SyracuseCoE Faculty Fellow, Professor Teng Zeng of Syracuse University, is an environmental engineer and expert on organic contaminants in aquatic environments and has received several rounds of funding from SyracuseCoE for water research. He has joined a team from Syracuse University, SUNY ESF and Upstate Medical University to test for coronavirus in the wastewaters of Central New York, beginning in Onondaga County.



Infected individuals shed coronavirus through the intestines up to a week before they show symptoms, even if they are asymptomatic. The test detects RNA, a genetic material in coronavirus, from human waste within a county sewer system. Testing wastewaters in this way could complement other disease surveillance systems and give public health officials a heads up where new outbreaks are occurring and to what extent.

Wastewater-based epidemiology is an emerging field of study that has been used globally to detect other diseases and viruses such as measles and polio. In addition to Onondaga County, Cayuga, Tompkins, Oswego, Warren, Saratoga and Westchester counties are also participating in the program. Professor David Larsen of SU's Falk College, who leads the team, is looking to expand the program statewide, joining other U.S. states and countries around the world.

One limit to the study is that not all households are in the county's sewer area, but taking this approach to testing could give a broader perspective of virus spread in geographic areas while providing additional data on the percentage of asymptomatic people. Wastewater testing also can help with reopening the economy by indicating areas that are virus-free or potentially indicating a new outbreak, which would require the need to return to social distancing.



Located at 727 E. Washington St., in Syracuse, SyracuseCoE catalyzes research, development and demonstrations to accelerate innovations for clean energy, healthy buildings and resilient communities.

MEMBER MILESTONES

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

30 YEARS

Karen E. Lawitts, DDS

25 YEARS

Catholic Charities of Onondaga County
Anoplate Corporation
Just the Right Stuff

20 YEARS

Community Bank, NA
EVO Merchant Services of NY, Inc.

15 YEARS

WM Recycle America

10 YEARS

Hotel Skyler

5 YEARS

Nickels Energy Solutions
Off Duty Blue, Inc.

Visit Syracuse Holds Virtual Annual Meeting

With more than 100 registered attendees, Visit Syracuse, in partnership with the Greater Syracuse Hospitality & Tourism Association (GSHTA), held its first ever **Virtual Annual Meeting – Progress After the Pause: Maintaining Momentum Through 2020 & Beyond.**

Visit Syracuse President Danny Liedka hosted the live event and was joined by an outstanding lineup of industry leaders, each of whom provided a hospitality sector update. Onondaga County Executive Ryan McMahon welcomed attendees, offering his insights on the county’s path through the COVID-19 crisis and beyond.

New York State Hospitality & Tourism Association (NYSH&TA) President Mark Dorr recognized the enormous challenges facing the hospitality industry with the assurance that NYSH&TA is continuously lobbying to address industry-related issues in today’s ever-changing environment.

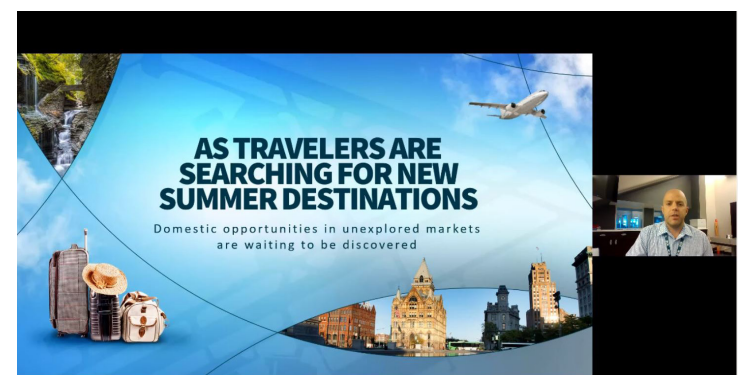
Syracuse Hancock International Airport Executive Director Jason Terreri provided an update on promotional plans for air travel into Central New York, and Merike Treier, executive director of the Downtown Committee of Syracuse, reminded attendees that downtown is the central hub of the community, crediting her team for increased communications efforts. Lauren Kochian, president of the MOST and president of the Arts & Culture Leadership Alliance, provided a view of how museums and arts organizations pivoted to virtual experiences when possible, while working through the requirements of reopening, and David Hoyne, owner of Kitty Hoynes Irish Pub & Restaurant, stressed the importance of working together and remembering the true meaning of hospitality.



Destiny USA Director of Marketing Nikita Jankowski reviewed protocols being put into place at Destiny USA, emphasizing that the safety of guests and employees is their top priority. GSHTA President Danielle Neuser also emphasized the health and safety guidelines that must be adhered to by hotel partners, offering GSHTA as a resource for hospitality partners looking for further guidance.

The meeting concluded with a video presentation summarizing the sales, marketing and film efforts of the Visit Syracuse team year-to-date, while recognizing that Syracuse marketing agency LP&M has been selected to work with Visit Syracuse to develop engaging partner opportunities to position the destination in today’s marketplace.

A recording of the 2020 Visit Syracuse Virtual Annual Meeting is online; visit www.VisitSyracuse.com for the link.



REPORT
Mid-Year Review & Outlook

ADVOCACY | EVENTS | EDUCATION

Visit Syracuse 2020 Annual Meeting

HOW WE'RE DEALING WITH IT

- Straight forward communication...
 - Making sure people understand this is temporary
 - Making sure people understand why this is happening
- Testing with different pricing and promotions we wouldn't normally to drive traffic
- Social media & email marketing as a tool for success

Stay inside & go anywhere
Share your streaming Syracuse events

Even though we can't experience Syracuse together right now, you can help bring our community together by sharing your virtual tours, online events, streaming happy hours, exhibits, interactive Facebook Live events, and more on the [Visit Syracuse Events Calendar](#).

ADAPTED VISIT SYRACUSE CALENDAR OF EVENTS, ENCOURAGING PARTNERS TO ADD THEIR VIRTUAL EXPERIENCES

LOGIN | CREATE EVENT | GO LIVE

Head to the [Visit Syracuse](#) | Name your event, submit | Complete the rest of your

THESE SYRACUSE ATTRACTIONS OFFER ALL THE VIRTUAL EXPERIENCES

Wednesday, March 25, 2020 7:00 PM by Maggy Stewart

SYRACUSE FROM HOME: THINGS TO DO FOR FAMILIES

Tuesday, March 31, 2020 10:00 PM by Elizabeth Judge

HIGHLIGHTING LOCAL INDUSTRY PARTNERS THROUGH OUR BLOG

ENGAGING WITH 30,000 MONTHLY READERS

Onondaga County Takeout Week

INTERACTIVE INSTAGRAM STORIES

MARCH 26 - APRIL 4

Visit Syracuse 2020 Annual Meeting

Safety First!

PYRAMID
Safety First! For more information visit PyramidMG.com

Visit Syracuse Film has focused on implementing new health & safety guidelines

AmeriCU Syracuse Arts & Crafts Festival to be Showcased Virtually



The AmeriCU Syracuse Arts & Crafts Festival, presented in partnership with the Downtown Committee, will be showcased virtually in July. Taking into consideration the crowds that the festival typically draws, the travel involved for out-of-state artists, and current public health guidelines

and social-distancing practices, a decision was made to change the format of the show to a virtual presentation. The Downtown Committee looks forward to highlighting the works of artists through its website and across its social media platforms. The community is encouraged to visit www.DowntownSyracuse.com throughout the summer to check out the artwork and get a head start on holiday shopping!



The 50th Anniversary Edition of the Live Festival will be Celebrated in July 2021

The spectacular three-day showcase of the country's most talented artists, craftspeople and entertainers is centered around Columbus Circle in downtown Syracuse. The festival provides opportunities for visitors to experience the vibrancy of downtown through a showcase of visual and performing arts that demonstrate diverse art forms and cultures. The Syracuse Arts & Crafts Festival is one of the premier events of ArtsWeek, a partnership among several organizations committed to showcasing and celebrating the arts throughout Syracuse.

Downtown Farmers Market Continues 9 a.m. to 3 p.m. every Tuesday in Clinton Square



The Downtown Farmers Market 2020 Season is underway in Clinton Square. Each Tuesday through October 13, rain or shine, dozens of the region's best farmers and produce dealers set up shop. New York state recognizes farmers' markets as an essential service that provides the community with open-air

access to fresh produce. To support the health of shoppers, farmers and staff, the Downtown Committee is following new public health guidance for farmers markets outlined by New York State Agriculture and Markets. The guidelines include the following measures to keep all market visitors and staff healthy:

- All farmers, shoppers, visitors and staff must wear a mask/face covering.
- Stanchions and tape lines have been added to help direct traffic flow, and all farmers' booths are spaced in such a way that allows for at least six feet of social distance in between booths.
- Handwashing stations have been installed throughout the market.
- Only farmers and market vendors are able to touch products/produce; customers may not touch any produce/products until after purchase.

[See the full list of guidelines.](#)

Keep up with all market happenings by subscribing to the electronic Downtown Farmers Market newsletter, distributed every Monday during the market season. Email mail@downtownsyracuse.com to subscribe.



Save the Date: Downtown Living Tour: 11 a.m. to 4 p.m. Saturday, September 26



The Downtown Committee looks forward to presenting the 14th annual Downtown Living Tour on Saturday, September 26. The Downtown Living Tour markets the uniqueness and diversity of residential units in downtown Syracuse.

The tour offers something for everyone, from young professionals and empty nesters looking to live downtown, to architectural students and those interested in historic preservation, interior design, urban living and more. This year, the tour will begin at Washington Place, located at 300 E. Washington St. Visit www.DowntownSyracuse.com for

information on the exciting tour stops and how to obtain tickets.

*All events are subject to change. Please check the [Downtown Committee's website](#) for the most up-to-date details.

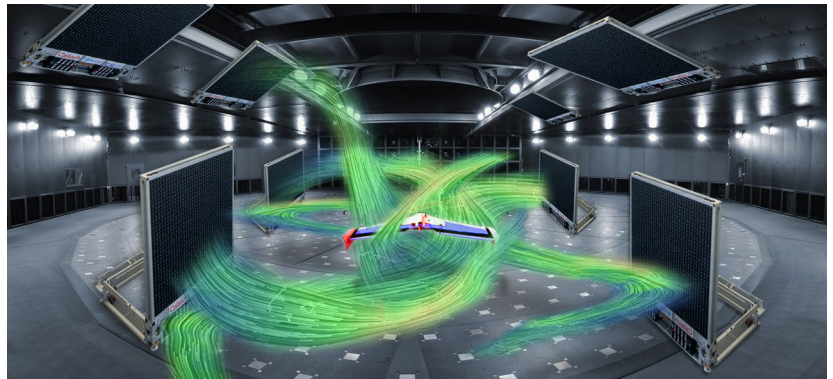
SYRACUSE UNIVERSITY GRADS HELP NUAIR ADVANCE DRONE INDUSTRY

Every year NUAIR seeks college-level interns interested in the unmanned aircraft systems (UAS), or drone industry, to give them hands-on, real-life experiences with this advanced technology. This last fall/spring semester, Syracuse University grad students Vincent James McGovern and Jean-Eric van der Elst Portero helped NUAIR and its partners advance the drone industry by working on a UAS wind tunnel that will be used to test how different weather patterns affect drone flight.



McGovern and van der Elst Portero have bachelor's of science degrees in aerospace engineering and are working on their master's degrees in mechanical and aerospace engineering at Syracuse University. McGovern took the lead on researching integral products and components of the UAS wind tunnel, including a global navigation satellite system (GNSS) simulator and motion capture environment. GNSS is much like the GPS in cell phones, but in addition to time and location, GNSS also determines speed, vehicle motion and more. Using a GNSS simulator within a closed environment allows for the safe flight-testing of drones in different scenarios and weather conditions, removing the potential risk of putting people or property in harm's way.

Van der Elst Portero was challenged with simulating a newly designed open-loop wind-tunnel concept that will be able to produce different flow conditions, such as gusts of wind and turbulent shear flow. His focus was on replicating urban weather conditions that a drone might experience during flight. Understanding and calculating for various changes in weather patterns, especially within an urban environment, which can cause major wind variations from block to block is an essential piece to the commercialization of drones.



Drone Wind Tunnel Flight Testing [concept].

The contributions both students made to the wind-tunnel project has helped NUAIR move the commercial drone industry forward. The UAS wind tunnel and the tests conducted within it will help shape future rules and regulations for safe, advanced drone operations like package and medical deliveries via drone. Although their in-person internships were cut short due to the COVID-19 pandemic, they continued to collaborate virtually with NUAIR and its partners on this project.

Talent Connect is a resource for hiring managers and job seekers to connect on job opportunities in Central New York.

- ♥ Talent Connect lists open positions from CNY companies.
- ♥ Job seekers can search for and review opportunities.
- ♥ They can also join a talent network to share basic information about their experiences and career interests, providing employers additional insight.



GO TO: [CAREERS.GOODLIFECNY.COM](https://careers.goodlifecny.com)



Companies interested posting jobs to the site or connecting with job seekers in the talent network should contact CenterState CEO Chief of Staff Ben Sio at 315-470-1838 or bsio@centerstateceo.com.



VIRTUAL EVENTS CONNECT AND INFORM MEMBERS

CenterState CEO continues to bring engaging speakers and critical information to its members and the business community. June highlights included:

Roundtable Series - Restaurants: Regulatory Guidance & Reopening Strategies

During a roundtable discussion, Melissa Fleischut, president & CEO of the New York State Restaurant Association, provided regulatory updates impacting the industry, plus tips and best practices as restaurants reopen, in addition to answering participants' questions. [View the slides and webinar recording here.](#)

Professional Development - Building Personal Resilience to Effectively Respond to Adversity

Lindsey Zajac, principal, Ahern, Murphy & Associates, explored how our response to adversity is both within our control and something that can be improved upon. [View the slides and webinar recording here.](#)

Webinar Series - Navigating PPP Loan Forgiveness & Tax Provisions of the CARES Act

Presented by Dannible & McKee, LLP, Michael Reilly, CPA/ABV, CVA, CFF, CDA, explored how to navigate the loan forgiveness landscape, including the changes enacted in the PPP Flexibility Act, and shared insights on the key tax provisions in the CARES Act that impact businesses and individuals. [View the slides and webinar recording here.](#)

Networking - Business After Hours with a Virtual Twist, featuring Laura Serway

Colleagues recently closed the work day with casual, virtual networking by offering best practices on how to tackle the "new normal." Special guest Laura Serway, proprietress of Laci's Tapas Bar, shared how the popular Hawley-Green District restaurant is welcoming back customers, and how to make Laci's signature cocktail – The Kentucky Sidecar.

Business Tactics - Recruiting & Hiring in a Remote Work World

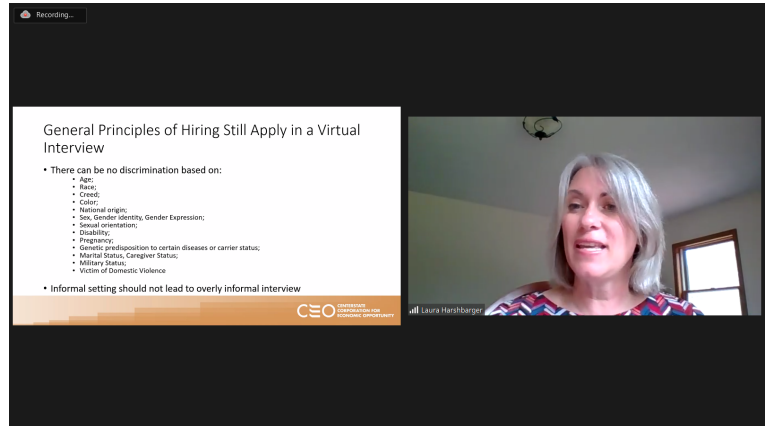
This session covered common employer concerns and best practices about hiring during COVID-19, including how to hire a remote worker, conduct interviews virtually, and H/R compliance associated with hiring. [View the slides and webinar recording here.](#)

Member Exclusive - Investor Meeting

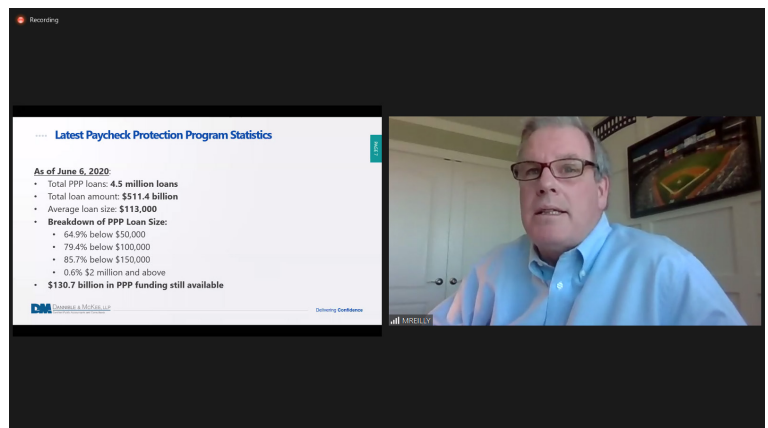
The first virtual Signature Access Event, presented by Dannible & McKee, gave investors and high-level partner members a chance to connect for great discussion during small-group breakout sessions.

Partner Event – Generation Next: Tech and Culture Happy Hour

Attendees met during a virtual happy hour to build relationships with diverse tech professionals in Central New York. This is part of an ongoing series; learn more at www.facebook.com/Gennext315.



Laura Harshbarger, labor attorney, Bond, Schoeneck & King, discusses the general principles of hiring via a virtual interview during the webinar: Recruiting & Hiring in a Remote Work World.



Michael Reilly, CPA/ABV, CVA, CFF, CDA, managing partner of Dannible & McKee, LLP, examines the Paycheck Protection Program (PPP), one of the most popular, and often most confusing, aspects of the CARES Act.



Missed a CenterState CEO video, webinar or presentation?

Find this valuable content at www.youtube.com/CenterStateCEO.

EVENTS

Register online at www.centerstateceo.com/events, unless otherwise noted.

Innovation Village @ The Tech Garden, July 9

12 to 1:30 p.m.

Get familiar with the resources and programs available to startups in the Central New York entrepreneurial ecosystem. Learn about the people and organizations that can help you start and/or grow your business.

Cost: Free. Attendees **must register** to receive information on how to participate in the webinar.



Central New York Resilient, July 9

7 to 8:00 p.m.

Tune in: NewsChannel 9 WSYR

CenterState CEO has partnered with NewsChannel 9 WSYR to recognize the efforts of the Central New York business community in moving the economy forward as the state restarts after a historic pause due to the COVID-19 pandemic. Co-hosts Sistina Giordano and Steve Infanti will highlight the people, businesses and community response to the pandemic. The program will celebrate frontline workers, talk with business and government leaders, and look at how Central New York navigates the final phases of the state's "New York Forward" reopening plan, while keeping the workforce and the community safe.



Sandler Sales Training: Understanding and Controlling the Decision-Making Process, July 16

12 to 1:30 p.m.

Everyone claims to be a decision maker until a decision needs to be made. Learn the who, where, when, how and why questions about the prospect's decision making process. The Tech Garden hosts ongoing Sandler Sales Training lunch and learn workshops that build from a foundation of the core concepts to selling.

Cost: Free. Attendees **must register** to receive information on how to participate in the webinar.



Sandler Sales Training: Pre-call Planning & Debriefing, July 23

12 to 1:30 p.m.

Learn how to develop a pre-call and debriefing plan for a successful sales process at this lunch and learn workshop hosted by The Tech Garden.

Cost: Free. Attendees **must register** to receive information on how to participate in the webinar.



Virtual Business Before Hours, August 5

9 to 10 a.m.

Kick off your day with CenterState CEO and special guest Paul Valenti of Glazed & Confused! Enjoy networking with members while getting a sneak peek at what makes their donuts unique. Paul will also give away \$20 gift certificates to four lucky attendees.

Cost: Free. Attendees **must register** to receive information on how to participate in the webinar.



GENIUS NY Million Dollar Finals, September 17

3 p.m.

Join us live as we hear five startup pitches and see which finalist walks away with the \$1 million grand prize! GENIUS NY is the world's largest business accelerator for unmanned systems. Sponsorship opportunities are available, contact Beth Savicki at 315-657-0423 or bsavicki@centerstateceo.com for more information. Special thanks to our sponsors for their continued support! Event Sponsors: Thales; Visual Technologies; Hancock & Estabrook; and ONEGROUP. Supporting Sponsors: Dermody Burke & Brown; Newman & Lickstein; and AIS.

Cost: Free. Attendees must register to receive information on how to participate in the webinar. For more information, contact Kara Jones at kjones@centerstateceo.com.



CenterState CEO Golf Tournament, August 11

Traditions at the Links, East Syracuse

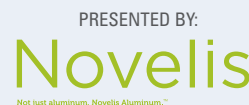
Details forthcoming. Sponsorships are available. Contact Beth Savicki at 315-657-0423 or bsavicki@centerstateceo.com.

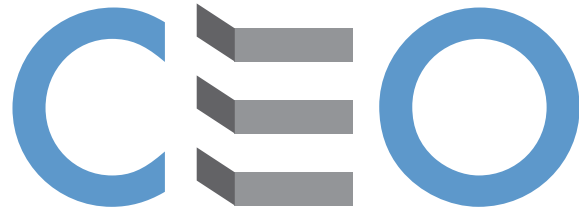
On-Course Games Sponsor: ACC; Tee Sponsor: Thompson & Johnson Equipment Co., Inc.

Golf Social and Fall Celebration, September 21

Oswego Country Club

Attendees will have the option of attending one or both portions of the day! Team registrations and sponsorship opportunities will be available soon. Contact Shannon Fults at sfults@centerstateceo.com for more details.





**CENTERSTATE
CORPORATION FOR ECONOMIC OPPORTUNITY**