

## INNOVATION & TALENT EXPERT TO SPEAK AT CEO'S ANNUAL MEETING, APRIL 19

3



GENIUS NY Finals  
Nights to Award Nearly  
\$3 Million, Monday,  
April 9

6



New Investor Focus

Now more than ever, there is a need to have foresight and a strategic mindset in order to stay competitive in today's economy. With that in mind, CenterState CEO will explore the theme "Pivot" at its 2018 Annual Meeting, Thursday, April 19, at the SRC Arena. The meeting is presented by CPS Recruitment, Inc. and Nascentia Health.

David Lee, vice president of innovation and the Strategic Enterprise Fund at UPS, will deliver the meeting's keynote address. In his role at UPS, Lee works to accelerate and enable innovation across the company's global network of services and operations by connecting bright people with interesting problems. Lee is also credited with one of the top-rated 2017 Ted Talks, titled, "Why Jobs of the Future Won't Feel Like Work." In this presentation, Lee speaks about the need to rethink how we approach work and the importance of designing jobs to unlock our hidden talents and passions and keep us relevant in the age of robotics.

Lee's perspective is timely and relevant given what CEO's members recently shared in the Economic Forecast report that finding and cultivating talent is the second leading pressure impacting regional businesses. In addition to his perspective on talent, Lee's message also resonates as the region looks to stay agile in its efforts to address economic challenges with economic solutions.



Learn more about David Lee, UPS.  
<https://goo.gl/Tf19qk>  
Watch his Ted Talk, TED@UPS, titled, "Why Jobs of the Future Won't Feel Like Work." <https://goo.gl/MauTNp>

Register for CenterState CEO's 2018 Annual Meeting at [www.centerstateceo.com/events](http://www.centerstateceo.com/events).

13



Now Available: 2018  
CNY Community Guide

## CenterState CEO Annual Meeting Thursday, April 19, 2018

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

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

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

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

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# GOVERNMENT RELATIONS

## Preserving the New York State Historic Preservation Tax Credit



New York state ranked first among all 50 states in 2016 for use of the Historic Preservation Tax Credit (HPTC) program in terms of total rehabilitation costs, jobs, income, GDP and output as an effective redevelopment tool. The state program is now in jeopardy as existing law would end the program this fiscal year.

The federal tax package recently passed by Congress and signed by the president continued the national program at a rate of 20 percent. The combination of state and federal credits has proven to be an increasingly powerful redevelopment tool. Recent projects in the area include: the Marriott Syracuse Downtown, Dey Brothers Building, Pike Block, Hazelhurst Building (Skaneateles), Hanover Square Lofts and the Oswego & Syracuse Railroad Freight House, among others.

CenterState CEO, as well as businesses and organizations across the state, are working to have the program renewed until at least 2024 and enhanced to increase its effectiveness.

### Actions needed:

1. Extend the program until at least the end of 2024.
2. Decouple it from the federal program, so New York state credits may be taken all at once rather than over five years.
3. Add enhancements to strengthen the program and make it accessible for projects less than \$5 million.

Evidence of the strength and success of HPTC include: It has a return on investment of \$1.4 for every dollar of credit; the Syracuse Heritage Area ranks fourth in use to date (1996 to 2018) with 32 projects with qualified rehabilitation expenses of more than \$225 million; in 2016, \$813.2 million in total rehabilitation costs generated more than 13,000 jobs statewide and Central New York contributed 53 projects totaling \$163.5 million.

Without HPTC many redevelopment projects will not move forward as they need federal and state credit to fill the gaps and make these projects financially viable. Current uncertainty is putting some projects on hold or potentially abandoned.

CenterState CEO will continue to work with its representatives in the New York State Senate and Assembly for preservation, extension and enhancement of this important program and its inclusion in the state's fiscal year 2018-2019 enacted budget.

Members are invited to send comments and questions to Deb Warner, vice president for public policy and government relations, at [dwarner@centerstateceo.com](mailto:dwarner@centerstateceo.com) and to communicate their support to state representatives. For a list of federal, state and local elected officials in the region, visit <https://goo.gl/jYsKZA>.

## Congressman Katko Meets with Government Relations Committee



CenterState CEO's Government Relations Committee Chairman Alberto Bianchetti (left) of National Grid presides over a meeting with Congressman John Katko (R-24) where Katko discussed the House of Representatives Problem Solvers Caucus recommendations and potential solutions to the challenges of national infrastructure policy and funding.

### FEATURED STORIES:

- GENIUS NY Finals Night to Award Nearly \$3 Million, Monday, April 9.....3
- GENIUS NY 2.0 Teams Visit Griffiss International Airport.....3
- CEO/COE Partnership: Green Development.....5
- SCSD Wins Grant, Partners with NUAIR Alliance.....5
- CenterState CEO Welcomes Two New Hires....9

- Now Available: 2018 CNY Community Guide...13
- New Programs Announced at Greater Oswego-Fulton Chamber of Commerce Annual Meeting16
- Make Scotland Your Next Adventure.....19

### MEMBER NEWS:

- Economic Champion .....4
- New Investor Focus.....6
- Member Milestones.....10
- Member Essentials.....13

- New Partners.....14
- CenterState CEO Ambassadors.....15

### DEPARTMENTS:

- Government Relations.....2
- The Tech Garden.....10
- Visit Syracuse.....11
- Downtown Committee.....12
- Events.....18

# GENIUS NY FINALS NIGHT TO AWARD NEARLY \$3 MILLION, MONDAY, APRIL 9

This year's GENIUS NY Finals Night will be Monday, April 9, at the Marriot Syracuse Downtown. It will be an exciting night starting with drone startup pitches and ending with each team receiving a large cash prize to support its continued growth. Prizes total nearly \$3 million.

In its second year, the six GENIUS NY finalists are developing technology in the unmanned aerial systems (UAS) space. The companies will pitch their technology to a panel of judges before a live audience. Judges will score the companies based on technology success and growth, future job creation, etc. The first-place team receives \$1 million; second place gets \$600,000; third places wins \$400,000; and the last three teams each collect \$250,000.

GENIUS NY helps grow UAS startups in Central New York, which creates new jobs for the region. The program, which is one of the world's largest accelerators for UAS, also places Central New York on the map as a world leader

in UAS. GENIUS NY is funded by Empire State Development and housed at CenterState CEO's The Tech Garden.

Learn more about GENIUS NY at [www.geniusny.com](http://www.geniusny.com). Register for Finals Night at [www.centerstateceo/events](http://www.centerstateceo/events).

**NEW DATE!**  
**APRIL 9, 2018**  
GENIUS NY FINALS NIGHT  
**6 TEAMS - \$3 MILLION**

## GENIUS NY 2.0 TEAMS VISIT GRIFFISS INTERNATIONAL AIRPORT

The GENIUS NY 2.0 teams recently visited Griffiss International Airport, Griffiss Institute and the NUAIR Alliance hangar where they met with several unmanned aerial systems (UAS) experts and learned more about the policies and projects the region is leading.

Access to the NUAIR Alliance led FAA-designated test site is an important part of the teams' growth in Central New York as it provides unique testing capabilities for the teams. UAS industry leading technologies in a secure and professional test site assists the teams as they continue to innovate and grow their companies. The test site is the first in the country to offer a 50-mile corridor to allow beyond visible line of site operations, which is essential to the future of the industry.

Connecting with innovators and business leaders at Griffiss Institute allows the GENIUS NY teams to share their ideas, facilitate collaboration and gain critical feedback as they take their products to market. The GENIUS NY program is a key component of the UAS ecosystem in Central New York and the Griffiss International Airport and Griffiss Institute are important stakeholders in making that goal a reality.



The GENIUS NY 2.0 teams pause for a photo at the Griffiss Institute during their tour of the New York UAS Test Site at Griffiss International Airport in Rome.

## Covanta

Covanta has operated the Onondaga County Resource Recovery Facility (OCRRA) since 1995.

It has processed more than 7.5 million tons of non-recyclable waste, which is used as a fuel to power 32,000 homes in Onondaga County, annually. Prior to that, all Onondaga County waste was disposed of in Pennsylvania.

Onondaga County is an environmental leader recycling more than 60 percent of its waste. This allows Covanta to recover and recycle nearly 10,000 tons of metal per year.

Recently, Covanta illustrated its commitment to excellence and extended its long-term service agreement with OCRRA for an additional 20 years.

As part of the extension, nearly \$18 million in capital improvements will be completed later this year. The impact to the local economy to date is more than \$2 million in parts, equipment and labor services from area businesses.

Covanta also supports community-minded initiatives like the CNY Envirothon, a hands-on educational competition; mercury drop-off events; and Webster's Pond.

Covanta is the country's largest waste-to-energy company. It owns and operates 42 facilities in the U.S., two in Canada and one in Italy, with another opening this year in Dublin, Ireland.



Covanta operates the Onondaga County Resource Recovery Facility.

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

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# CEO/COE PARTNERSHIP: GREEN DEVELOPMENT

## Syracuse University Team Awarded \$1.2 Million to Develop New Sensor for Saving Energy in Homes

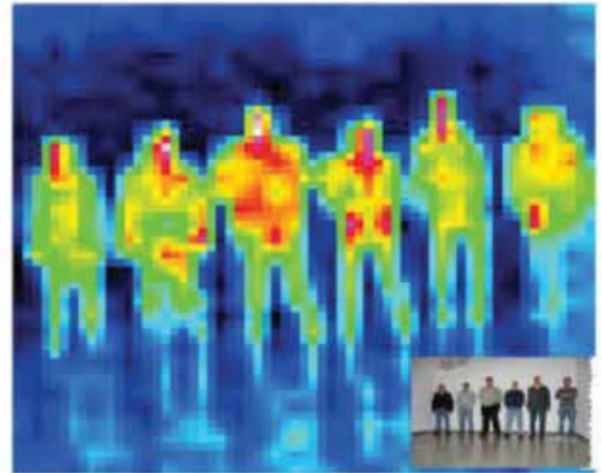
The U.S. Department of Energy's Advanced Research Projects Agency Energy (ARPA-E) has awarded \$1.2 million to a team of researchers led by Syracuse University to develop an innovation for saving energy in homes as part of its Saving Energy Nationwide in Structures with Occupancy Recognition (SENSOR) program.

Syracuse University researchers will partner with SyracuseCoE and SRI International to develop a new sensor that will reduce the amount of energy used for heating, ventilation and air conditioning (HVAC) in homes by up to 30 percent. HVAC is the largest consumer of energy in residential buildings, due in part to a lack of accurate and reliable information regarding whether a residence is occupied or not.

Using an inexpensive, battery-operated system, researchers will develop an accurate sensor to better determine when a residence is occupied. The sensor will determine human presence by gathering data from multiple devices, including a low-resolution optical camera, an infrared sensor and microphone. Complex algorithms will analyze and combine the data to enable occupancy sensing that would be impossible by each device alone. The goal is to reduce the amount of energy consumed by heating or cooling spaces that are not occupied.

"The new award from ARPA-E strengthens Central New York's regional cluster for innovations in precision sensing and data analytics technologies," said Ed Bogucz, executive director of SyracuseCoE.

The project will be led by SyracuseCoE Faculty Fellow Senem Velipasalar, associate professor at the Syracuse University College of Engineering & Computer Science, with contributions from researchers in the School of Architecture and the Department of Electrical Engineering and Computer Science.



Low-resolution cameras are used to preserve privacy.

## SCSD WINS GRANT, PARTNERS WITH NUAIR ALLIANCE

The Syracuse City School District (SCSD) has been awarded a third "New York State Pathways in Technology Early College High School Grant" for its Remotely Piloted Aerial Systems program.

The grant provides support to students for the next six years through an integrated high school and college curriculum. Students in grades nine through their second year of college are eligible to participate in the program. They can earn an associate degree in Remotely Piloted Aerial Systems from Mohawk Valley Community College at no cost. The grant will serve 28 incoming freshmen each year. Students will take their first college credit bearing classes in their sophomore year of high school.

The Pathway also supports a strong connection to industry partners for career coaching, job shadowing and internships. SCSD will work with the NUAIR Alliance and its higher education partners to prepare students for this new career field. The Career and Technical Education Pathway Program is one of 26 offered by the school district.

"The NUAIR Alliance is excited to support this program as it offers real skills training to help prepare our local students for careers in the growing UAS industry," said Tony Basile, vice president of operations, NUAIR Alliance. "We will not be successful in advancing and leading the UAS industry in the region if we aren't prepared to meet the talent needs of businesses. Through this important partnership, we are ensuring that our local talent is ready for the jobs of tomorrow."



At Dermody, Burke & Brown, we understand the importance of focusing on business and community today for a vibrant economy tomorrow. For that reason, we are proud to recognize and sponsor *New Investor Focus*.

CenterState CEO wishes to recognize the following members who have joined as Investors in the last quarter.

## Acumen Detection, LLC

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



**Tim Moshier, President**

6274 Running Ridge Road, North Syracuse 13212

315-452-8408

Acumen Detection LLC provides Point of Need pathogen detection capabilities for defense and security, food safety and animal health. Acumen recently developed and brought to market a revolutionary on-farm capability for the rapid detection of the pathogens that cause mastitis in dairy cows. This capability enables farmers to make time-effective management decisions about their cows that will enable much lower use of antibiotics, rapidly identify cows with contagious forms of mastitis that need to be segregated from the herd, and significantly improve their profitability.



## Bristol-Myers Squibb

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



**Michael E. Furlong, General Manager, Syracuse Manufacturing Operations**

6000 Thompson Road, East Syracuse 13057

315-432-2393

Since 1943, Bristol-Myers Squibb employees in Syracuse have been developing and manufacturing new medicines that help patients prevail over serious diseases. From the early days of penicillin to the current era of protein therapeutics, Bristol-Myers Squibb has maintained a strong commitment to the Syracuse community through employment, philanthropic endeavors and environmental stewardship.



## Paulus Development Co.

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



**Matthew Paulus, President**

225 Wilkinson St., Syracuse 13204

315-416-9566

Paulus Development Co. is a privately held real estate development firm based in Syracuse. The company has experience in commercial development, management, finance, marketing and sales, with a focus on sophisticated urban properties blending private and commercial spaces. In August 2017, the company completed its \$30 million historic rehabilitation of the former R.E. Dietz Lantern Factory ("The Dietz") in Syracuse. The Dietz, located just outside downtown Syracuse in the city's Park Avenue neighborhood, is home to 92 luxury lofts of various sizes and 50,000 square feet of commercial space.



## The Pyramid Companies

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



**Stephen J. Congel, Chief Executive Officer**

The Clinton Exchange, 4 Clinton Square, Syracuse 13202

315-422-7000

The Pyramid Companies is one of the largest, most innovative privately held shopping center developers in the northeast. Headquartered in Syracuse, Pyramid's portfolio of retail-based, tourist dining and entertainment destinations dominate the region with 16 properties throughout New York, Massachusetts and Virginia. Pyramid is an industry leader in combining the best elements of traditional and outlet retail with world-class dining and entertainment, all under one roof.



*"We have developed a strong relationship with **Dermody, Burke & Brown** that transcends numbers. They are true business professionals and have contributed to our long term success."*

-Nick Matt  
CEO, Matt Brewing Co.



Nick Matt, Fred Matt, Jim Kane (DB&B) David Bowles (DB&B)

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



# CENTERSTATE CEO WELCOMES TWO NEW HIRES

CenterState CEO is pleased to announce Juhanna Rogers and Karen Kaplan have joined its Economic Inclusion division as it works to create thriving communities through increased prosperity for all Central New York residents. Rogers and Kaplan are working with the team to meet the urgent needs within the community for strategic workforce development, neighborhood business and entrepreneurship support, and place-based community development.

**Juhanna Rogers, director of performance:** Rogers manages growth within the division by developing and sustaining the operational structures that are necessary to maintain quality performance and maximize efficacy in a changing environment. She is responsible for establishing and refining internal operations, and working with staff to implement, sustain and expand programs. Rogers brings a unique set of experiences on matters of diversity and inclusion from working around the world, including in England, the Dominican Republic and Puerto Rico. During the last three years, Rogers successfully served as the director of health programs at Syracuse Community Connections. In that position, Rogers oversaw the implementation of three grant-funded programs and worked collaboratively with each funder, the organization's CEO and her staff to ensure the programs' implementation.



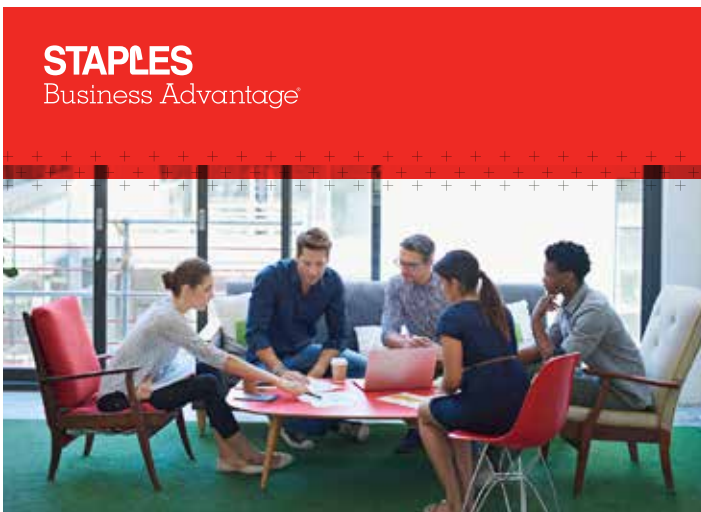
Juhanna Rogers

**Karen Kaplan, director of Work Train:** Work Train has experienced exponential growth across Central New York during the past couple of years. It fosters shared prosperity by connecting individuals that are unemployed or underemployed to career opportunities, while helping companies grow strong workforces. Kaplan oversees Work Train's growth across the region and in new industries by identifying and pursuing new opportunities, managing the initiative's staff, expanding partnerships and increasing operational efficiencies, as well as participating in national networks to share best practices. She brings a wealth of diverse experiences across the public, private and nonprofit sectors domestically and internationally. As the senior director of network growth in Asia Pacific for Teach for All, Kaplan advised social entrepreneurs in launching and scaling locally tailored programs, including in Vietnam, Cambodia and Thailand, and built a pipeline of corporate and individual champions. For nearly a decade prior to this, she worked with the U.S. Agency for International Development on democratic transition programming.



Karen Kaplan

Rogers can be reached at [jrogers@centerstateceo.com](mailto:jrogers@centerstateceo.com) and 315-289-2760. Kaplan can be reached at [kkaplan@centerstateceo.com](mailto:kkaplan@centerstateceo.com) and 315-420-8122.



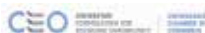
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For more information, please contact CenterState CEO's Account Manager, Chris Murphy, at [chris.murphy@staples.com](mailto:chris.murphy@staples.com) or 315-741-3779.



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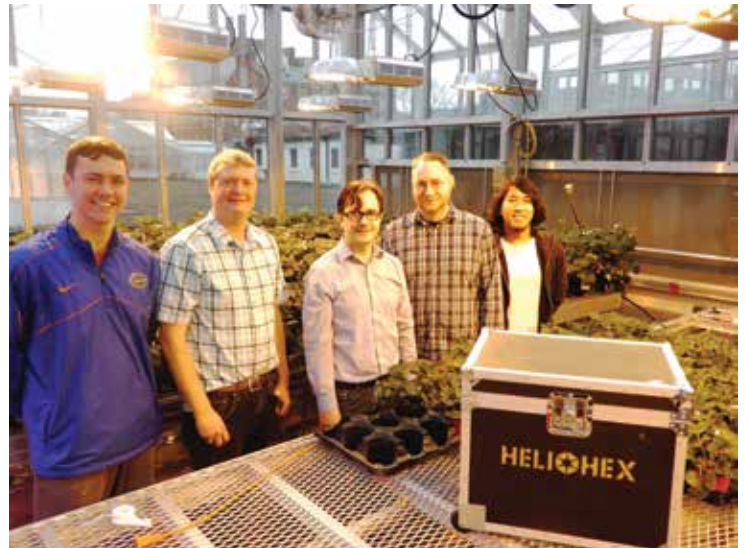


## Heliohex and Cornell University Collaborate to Make Better LED Lighting for Plants

Located at CenterState CEO's The Tech Garden, Heliohex is a designer and manufacturer of unique LED lighting for horticulture. Heliohex recently teamed up with Cornell University's Controlled Environment Agriculture research team to optimize the production of commercial crops. The partnership, created through New York state's Jumpstart Research Grant, focuses on light uniformity flaws and new opportunities for indoor farms or greenhouses. Their most recent findings emphasized the potential for new LED lighting solutions to achieve light uniformity improvements, which ultimately increases plant growth and a grower's production.

"I am thrilled to be working alongside Cornell University and am encouraged by the research that's impacting crops in Central New York and beyond," said Adam Milam, CEO of Heliohex. "With the help from local universities and partners like CenterState CEO, our company has been able to grow from an idea to the technological advances we see today."

Learn more at [www.heliohex.com](http://www.heliohex.com) and [www.glase.cals.cornell.edu](http://www.glase.cals.cornell.edu).



Cornell University's Controlled Environment Agriculture research team joins forces with Heliohex to create cutting-edge and energy-efficient LED lighting for horticulture use. Pictured from left are: Dylan Kovach, M.S. student, Cornell University; Dr. Neil Mattson, associate professor, Cornell University; Adam Milam, CEO, Heliohex; Dr. Kale Harbick, research associate, Cornell University; and Masaki Kurosaki, CEA intern, Cornell University.

## Book The Tech Garden Theater for Your Next Event

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



## MEMBER MILESTONES

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

### 85 YEARS

Cathedral Candle Company

### 60 YEARS

Eric Mower + Associates

### 35 YEARS

Associated Industrial Riggers Corp.

Delaney Worldwide

McLane Northeast

POMCO/UMR

Sheraton Syracuse University Hotel & Conference Center

### 30 YEARS

Loretto

Delta Air Lines, LLC

### 25 YEARS

Carter Upholstery, LLC

The Oncenter

### 20 YEARS

Budget Sign Systems, Inc.

### 15 YEARS

PeopleSystems

### 10 YEARS

ACR Health

Syntela Conferencing

DHP Consulting, LLC

MSA Advocates, Inc.

### 5 YEARS

Catering at the Zoo

Wilmington Trust (Co of M&T Bank)

Syracuse International Film Festival

Syracuse Stage

Menio Global

## Visit Syracuse Welcomes United States Bowling Congress

This month, Visit Syracuse welcomes the first of more than 50,000 bowlers and spectators to Syracuse for the United States Bowling Congress (USBC) Open Championship. The Oncenter has been transformed into a custom-built, 48-lane venue and is ready to accommodate the USBC Open Championship and the USBC Masters – that’s more than 8,300 five-person teams and their guests.

As a bonus this year, USBC chose Syracuse to host the Open Championships (March 24 to July 8) and the Masters (April 8 to 15). It is the first time the two events have reunited since 2011.

A local organizing committee was created to welcome the bowlers. Its members are from Visit Syracuse, Downtown Committee, Destiny USA, Syracuse Hancock International Airport, the County Legislature, local attractions and the hospitality sector. Sub-committees consist of:

**Transportation** – orchestrates ease of arrival amid airport construction and communicates road construction to drivers.

**Hospitality** – rolls out the red carpet by using the Welcome Center at the Oncenter and offering visitor engagement training for front-line employees.

**Marketing and Signage** – plans how to best visually welcome bowlers throughout the community.

**Media and Communications** – shares all there is to see and do through on-site special promotions and on social media.

Bowlers will be amazed to see how much Syracuse has changed since it last hosted the USBC in 1999. From Syracuse’s downtown revitalization, to the birth of Destiny USA, there are so many must-sees for returning and first-time attendees.

Visit Syracuse is also working with local vendors to offer special products and promotions. To participate, contact Tracey Burkey at [tburkey@visitsyracuse.com](mailto:tburkey@visitsyracuse.com).



Workers build 48 bowling lanes, thereby converting the Convention Center at Oncenter into a state-of-the-art championship bowling venue.

### USBC Fun facts:

- The amount of lumber used during the building process is enough to construct four three-bedroom homes.
- More than 10 miles of electrical, Internet and fiber cable is required.
- The event will feature the world’s largest mobile scoreboard.
- The venue is wired with enough electricity to power 10 homes.
- This is the first time in two decades that the USBC Open Championship will take place on the East Coast.
- All salvageable material will be donated to a local charity at the end of the event.



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

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## Good Morning Downtown Syracuse Progress Breakfast

8 a.m. Thursday, March 29

Experience the ways progress is recharging downtown Syracuse's landscape! Join the Downtown Committee and Eric Mower + Associates for breakfast. The morning's theme will shed light on how the activities in downtown Syracuse influence the region. Tickets are on sale now at [www.DowntownSyracuse.com/ProgressBreakfast](http://www.DowntownSyracuse.com/ProgressBreakfast).



The Downtown Committee is planning another Progress Breakfast in October. Please send topic ideas to [mail@downtownsyracuse.com](mailto:mail@downtownsyracuse.com) or share them through social media.

## Flower Power

In just two months, downtown will bloom in purple and pink with nearly 350 hanging flower baskets, adorned with petunias from Oliver B. Paine Greenhouses – a Downtown Farmers Market vendor. The baskets will dress downtown's streets, bringing a visible sign of vibrancy as summer starts. Support the beautification work of the Downtown Syracuse Foundation and plant your own seeds of vibrancy by sponsoring a hanging flower basket (or several). Each \$50 tax-deductible donation sponsors one flower basket for the 2018 season. Checks may be mailed to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or paid by credit card at <http://downtownsyracuse.com/flowers>.



## Volunteer Opportunities

### Downtown Cleanup for Earth Day Saturday, April 21

The community can roll up its sleeves to brighten the entrances to downtown Syracuse by helping to give it a spring cleaning. Last year, a record turnout of 402 volunteers signed up for the annual Earth Day Cleanup. Individuals, companies, families or groups of your friends can get involved this year. Contact the Downtown Committee at [mail@downtownsyracuse.com](mailto:mail@downtownsyracuse.com) or call 315-422-8284. The Downtown Committee will supply gloves, trash bags, T-shirts and lunch!



### Partners in Planting

For people who can't participate in the Earth Day Cleanup, but want to get involved in downtown beautification efforts, the Partners in Planting Program may be the perfect fit. The Downtown Committee is entering its fourth season of offering programs that combine downtown beautification with employee engagement. For more information, please visit <http://downtownsyracuse.com/flowers> or call 315-422-8284.



Volunteers from The Bonadio Group and Young Leaders United participate in downtown beautification projects in 2017.

# MEMBER ESSENTIALS

The sixth **Cafe Kubal** opens in Marriott Syracuse Downtown. **Cafe Kubal** to open a roastery on North Townsend Street in Syracuse.



**Onondaga Community College's** With Love, Restaurant reopens with a Lowcountry and soul food menu.

Dough Life now open at **DESTINY USA**. Exhibits Development Group and **Destiny USA** partner to allow EDG to bring to life traveling exhibitions to Destiny USA's attraction, "The Muzium."

**Digital Hyve** moves to new office space in Clinton Square.

**Assured Information Security** awarded a \$48 million Air Force contract.

**AutoModality Inc.** has been awarded a National Science Foundation Small Business Innovation Research grant for \$225,000.

**Marriott Syracuse Downtown** joins list of AAA's Four Diamond hotels.



**Novelis** in Scriba will supply aluminum for new 2018 Jeep Wrangler.

**Redhouse Arts Center** in Syracuse prepares for its first show at new facility.

**ACR Health** offers antidote training to Armory Square restaurants.

**East Syracuse Chevrolet** owner nominated for the 2018 TIME Dealer of the Year award.

California company to acquire DeWitt's **Anaren** for \$775 million.

**Lockheed Martin** to get \$10.7 billion for F-35s in budget plan. **Lockheed Martin** wins \$524 million contract for missile interceptors.

**Peters & Associates CPAs, P.C.** acquires firms in Utica and Pulaski.

**Pastabilities** turns 35 in Syracuse's Armory Square.

Michael Melara appointed permanent CEO of **Syracuse Catholic Charities**.



**Point Place Casino** in Bridgeport to formally open March 1.

**Wegmans** is tied for America's favorite grocery store, says survey conducted by a retail consulting firm.

**Ashley McGraw Architects** names Matthew Broderick president of the firm.

**Syracuse University** life trustee Daniel D'Aniello and his wife, Gayle, donate \$20 million for National Veterans Resource Center. **Syracuse University** life trustee William "Bill" F. Allyn and his wife Janet "Penny" Jones donate \$2.2 million to fund an "invention accelerator."

**VIP Structures** to renovate former Post-Standard building into new headquarters.

**Bankers Healthcare Group** expands in Franklin Square.

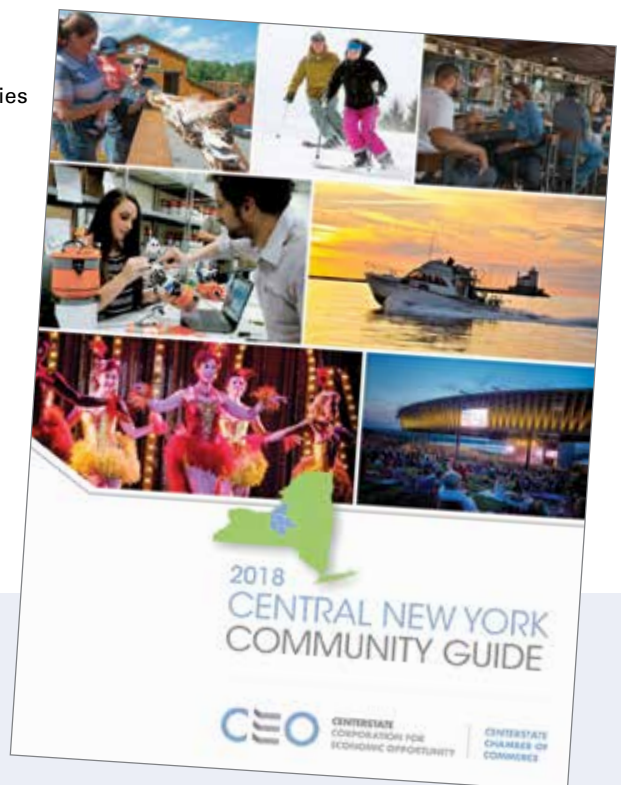
## NOW AVAILABLE: 2018 CNY COMMUNITY GUIDE

CenterState CEO has released its *2018 Central New York Community Guide*.

The *Community Guide* is a magazine that highlights and provides information on housing, education, health care, transportation, business and leisure activities in Syracuse and Central New York. This annual publication is a resource for members to aid in their recruitment efforts and as a tool in CenterState CEO's economic development efforts.

The publication is mailed to CenterState CEO members and its affiliates and Greater Oswego-Fulton Chamber of Commerce members. Additional copies may be purchased by calling 315-470-1800. The *Community Guide* can also be viewed and downloaded from the CenterState CEO website at [www.centerstateceo.com/publications](http://www.centerstateceo.com/publications).

Businesses interested in advertising in next year's *Community Guide* are invited to contact Beth Savicki at 315-470-1833 or [bsavicki@centerstateceo.com](mailto:bsavicki@centerstateceo.com).



### Attention Human Resource Depts.

The *CNY Community Guide* is an excellent recruitment piece. It is also a great resource for new hires to receive during a company's onboarding process. Call 315-470-1800 to place an order.

# 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.

## Allstar Systems TV

Allstar Systems TV is your "one stop shop" for sales and installation of televisions, audio systems and security cameras. Additionally, Allstar is the top commercial DIRECTV® dealer in New York state.

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## The Alvina Group

The Alvina Group provides technology planning, operations consulting and project management services to clients. The Alvina Group focuses on bringing new, innovative technology to building owner/operators and commercial developers looking to improve energy efficiency, user experience and operations.

Kristin Mannion  
201 E. Jefferson St., Suite 200  
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www.alvinagroup.com

## Better Business Bureau

For more than 100 years, Better Business Bureau has helped people make smarter decisions and is evolving to meet changing marketplace needs. Better Business Bureau offers business profiles, customer reviews, complaint services, arbitration, charity review, community and business events. BBB of Upstate New York serves 48 counties.

Melanie McGovern  
100 Bryant Woods South  
Amherst, NY 14228 800-828-5000  
www.bbb.org

## Central New York Sales & Marketing Executives

CNYSME is an organization focused on fostering professionalism and integrity within the sales and marketing profession. Its goals include providing a forum for meeting and sharing the latest information and trends in sales and marketing, as well as being the recognized voice of the sales and marketing profession in Central New York. With a vision to progress the future of the sales and marketing field, Central New York Sales & Marketing Executives' net income goes to awarding scholarships to undergraduate, graduate and continuing education students who endeavor to study sales or marketing.

Brooks Wright  
PO Box 5334  
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www.cnysme.org

## Corso's Cookies/The Decorated Cookie Company

Corso's Cookies/The Decorated Cookie Company is the leading manufacturer of specialty and licensed decorated cookies in North America. The company supplies large retailers, grocers, catalog and online retailers with decorated treats for every holiday and special occasion as well as selling directly to consumers at [www.corsoscookies.com](http://www.corsoscookies.com).

Peter Hess  
314 Lakeside Road  
Syracuse, NY 13209 315-487-2111  
www.corsoscookies.com

## Huntington Family Centers, Inc.

Huntington Family Centers is dedicated to the dignity and self-worth of all individuals and committed to enhancing the lives of families and children for the future of the community. Huntington accomplishes this through diverse, year-round programming designed to strengthen individuals and families in a safe, caring environment.

Mary Lou Sayles  
405 Gifford St.  
Syracuse, NY 13204 315-476-3157  
www.huntingtonfamilycenters.org

## Ichor Therapeutics Inc.

Ichor Therapeutics is a vertically integrated pre-clinical contract research organization that broadly focuses on the study of aging and aging pathways.

The company offers a number of services and programs to support its clients and strategic priorities  
Kelsey Moody  
2521 US Route 11  
Lafayette, NY 13084 315-677-8400  
www.ichortherapeutics.com

## IDEA KRAFT

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### Kelberman Center

Autism affects about 1 in 68 children and is a lifelong condition. The Kelberman Center is the premier agency in Central New York harnessing more than 20 years' experience in autism services to support people affected by autism throughout the lifespan, from diagnoses and early life skills to adult living.  
Robert Myers  
50 Presidential Plaza, Suite 102  
Syracuse, NY 13202 315-797-6241  
www.kelbermancenter.org

### Northeast Information Discovery Inc.



Northeast Information Discovery is a woman-owned small business founded in 2011 and is headquartered in Canastota. NEID is a software company focused on the research and development of advanced computer network operations and intelligence, surveillance and reconnaissance capabilities. Northeast Information Discovery's focus is to bring cutting-edge research into practice for the intelligence and defense communities. The value of Northeast Information Discovery to its customers lies firmly in the quality and dedication of its people. The company is customer-focused and passionate about delivering solutions to efficiently fill critical unmet needs.  
Kristin Meyer  
11 Madison Blvd., Suite 7  
Canastota, NY 13032 315-875-5467  
www.neidinc.com

### M3 Placement & Partnership



At M3 Placement & Partnership, the mission is to exceed expectations by building meaningful relationships and creating customized solutions for clients. These solutions are developed through careful understanding of client's unique needs and long-term goals. The company focuses on executive placements mid-to-senior-level, temporary staffing, employee/team development and coaching services. M3 is a member of the American Staffing Association, and awarded New York State Minority and Women Business Enterprises (MWBE) Certification.  
Mary Malone McCarthy  
110 Lomond Court  
Utica, NY 13502 315-624-2210  
www.m3bsn.com

### Nurse Connection Staffing, Inc.

Nurse Connection Staffing's goal is to provide quality nurse staff to healthcare facilities including long-term care nursing homes, assisted living, nonprofits, government agencies, correctional services and school districts.  
Charles Harkola  
290 Elwood Davis Road, Suite 290  
Liverpool, NY 13088 315-530-3680  
www.nurseconnectionstaffing.com

### Scalfone Law PLLC



Scalfone Law PLLC is a veteran-owned, MWBE-certified law firm. Scalfone Law represents clients in environmental and regulatory matters, real-estate transactions and business-development initiatives. The firm takes a proactive approach in identifying and overcoming potential legal issues. The firm especially prides itself on responding to clients' needs in a timely and efficient manner. Scalfone's responsiveness and dependability has assisted many clients to meet and exceed their goals.  
Melody Westfall  
247 W. Fayette St., Suite 203  
Syracuse, NY 13202 315-412-0440  
www.scalfonelaw.com

### Taitem Engineering PC

Solar energy, sustainability, green buildings and design engineering. Both consulting specialty and contracting services. Helping families and businesses with award-winning solar PV systems. Assisting architects, developers and commercial clients with MEPS+FP engineering, energy analysis and management services. Founded in 1989.  
Lou Vogel  
110 S. Albany St.  
Ithaca, NY 14850 607-277-1118  
www.taitem.com

## CENTERSTATE CEO AMBASSADORS

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



CenterState CEO Ambassadors help celebrate CNY Arts' 60th anniversary at the John H. Mulroy Civic Center, 421 Montgomery St. in Syracuse.



CenterState CEO Ambassadors help cut the ribbon at the newest location of Café Kubal at the Marriott Syracuse Downtown, 540 S. Warren St. in Syracuse.

# NEW PROGRAMS ANNOUNCED AT GREATER OSWEGO-FULTON CHAMBER OF COMMERCE 2018 ANNUAL MEETING

At the Greater Oswego-Fulton Chamber of Commerce (GOFCC) 2018 Annual Meeting, Executive Director Katie Toomey outlined several new programs and projects being launched in the coming months to increase member engagement and visibility. Also, in keeping with the event's theme Diversify. Pivot. Grow., Toomey talked about the progress being driven by the Chambers' members and recognized companies who have embraced change to power new opportunities for growth.

"During the past year we've worked tirelessly with the CenterState CEO team to create a new business model that adds significant value to the Chamber through financial stability, back office support and efficiencies, and most importantly, by creating a broader advocacy voice and stronger link to regional and state resources," said Toomey. "We are launching several new events, tools and programs for our members to increase member engagement, streamline processes and better showcase all that our organization has to offer."

The event featured a keynote address by Jeff Knauss, a SUNY Oswego alumnus and co-founder of the Syracuse-based company, The Digital Hyve. Knauss talked about his experience growing a small tech company from two to 25 people in Central New York and how his ability to stay flexible and constantly evolve have enabled it to grow in a competitive market.

The Chamber also presented four awards. The **Community Investor Award** was given to Bill Reilly of the rivers end bookstore for its substantial investment and commitment to the improvement and growth of Oswego County. The **Kenneth E. Boutwell Memorial Award** and the **Jan Rebeor Award**, were presented to Jason and Julie Livesey of Rudy's Lakeside Drive-In and Linda Eagan and Fulton Block Builders, respectively, for their unselfish long-term commitment to the GOFCC. The **President's Award** was given to Garrette Weiss of CITI (Center for Instruction Technology & Innovation). As a member of the board of directors, he was recognized for providing exemplary service above and beyond what is required.

The meeting was held at the Lake Ontario Event & Conference Center in Oswego with more than 200 business and community leaders in attendance.

The event was presented by Exelon Generation. Additional sponsors included: Pathfinder Bank; Novelis; Oswego County Federal Credit Union; Oswego Health; Step One Creative; KR Productions; Morningstar Care Center and The Gardens by Morningstar; Mitchell's Speedway Press; SUNY Oswego Office of Business and Community Relations; Broadwell Hospitality Companies; and Eagle Beverage Company.

**Watch the Diversify. Pivot. Grow. video at <https://vimeo.com/255633386>.**



Greater Oswego-Fulton Chamber of Commerce Executive Director Katie Toomey (left) and Kerrie Webb, executive director, Oswego YMCA and GOFCC advisory council president, present Garrette Weiss, Center for Instruction, Technology & Innovation (CITI), with the President's Award. *Photo courtesy of Ivy Image Studios.*



GOFCC Annual meeting keynote Jeff Knauss, of The Digital Hyve, discusses how applying the meeting's theme, Diversity. Pivot. Grow., to his own company helped its growth and success. *Photo courtesy of Ivy Image Studios.*





# THE UPSTATE MINORITY ECONOMIC ALLIANCE

## *Inaugural MWBE Community Engagement Awards*

Hosted by the Upstate Minority Economic Alliance in recognition of the many public, private, and corporate institutions that support and contribute to the success of our regional MWBE firms.

**May 24, 2018, 5:30 to 9 p.m.**  
*Marriott Syracuse Downtown*

**SAVE  
THE DATE!**



**Keynote Speaker: Vaughn Irons, Atlanta Businessman of the Year  
and CEO of ADP Solutions, a community economic development firm.**

Sponsorship opportunities are available. For more information contact Beth Savicki at [bsavicki@centerstateceo.com](mailto:bsavicki@centerstateceo.com) or 315-470-1833



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# EVENTS

## CenterState CEO Annual Meeting

Thursday, April 19, 2018

11:30 a.m. registration; 12 to 1:30 p.m. program

SRC Arena, Onondaga Community College, Syracuse

**Register by April 12**

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

or contact Lisa Metot at 315-470-1870 or

[lmotot@centerstateceo.com](mailto:lmotot@centerstateceo.com).

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

Member Business with 1-50 Employees

Member Business with more than 50 Employees

Community Involvement

Nonprofit Agency

Minority Owned Business

Cost: \$70 for members or \$700 for a table of 10; \$85 for non-members or \$850 for a table of 10.

### PRESENTING SPONSORS:



### CORPORATE SPONSORS:



### MEDIA SPONSORS:



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

## 2018 Tax Reform - Understanding the Impact of Key Provisions, March 6

8:30 to 10 a.m.

Embassy Suites by Hilton Syracuse-Destiny USA, 311 Hiawatha Blvd. W., Syracuse

The new tax reform law will dramatically impact nearly every taxpayer across the financial spectrum - from individuals and families to corporations, pass-through entities and estates. This seminar will address key provisions of the act for individuals and businesses, its impact, and planning considerations for 2018. Presented by Michael Reilly, CPA/ABV, CVA, CFF, CDA, partner-in-charge of tax services at Dannible & McKee, LLP, a Syracuse-based firm that provides audit, tax, accounting and financial management services.

Cost: Free.



## New Business Prospecting Clinic, March 8

8:30 to 10 a.m.

Sheraton Syracuse University Hotel, 801 University Ave., Syracuse

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

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



Sandler Training  
Finding Power In Reinforcement

## Speed Networking, March 21

Registration 7:30 a.m.; Program 8 to 10 a.m.

TERACAI, 217 Lawrence Road E., North Syracuse

Bring your business cards and be prepared to engage in small group dialogue while building relationships with other CenterState CEO members. There is time for informal networking and sharing your one- to two-minute "pitch." Sponsored by TERACAI; breakfast provided by Peppino's Catering.

Cost: \$15 for members; \$25 for non-members. Space is limited. Please pre-register.



## Business After Hours and Member Showcase, April 5

5 to 7 p.m.

Embassy Suites by Hilton Syracuse-Destiny USA, 311 Hiawatha Blvd. W., Syracuse

Join CenterState CEO and the Embassy Suites for a Business After Hours and Member Showcase. View one of the newest hotels in our area while networking with fellow members.

Cost: \$10 for members; \$20 for non-members. Contact Beth Savicki at 315-470-1883 or [bsavicki@centerstateceo.com](mailto:bsavicki@centerstateceo.com) to reserve your table.



## Leading Transformation: The Role of Learning in Adaptive Change, May 24

8:30 a.m. to 2 p.m.

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

David McCallum, Ed.D, chief mission officer at Le Moyne College and former interim dean of the Madden School of Business, will offer two frameworks and practices for leading change. Attendees will engage with colleagues and peers around some of the challenges and opportunities that people face in business today. A continental breakfast and lunch are included. Sponsored by C&S Companies.

Cost: \$89 for members; \$99 for non-members. All Access Pass members can attend at a discounted rate of \$69.



## UMEA Community Engagement Awards, May 24

5:30 to 9 p.m.

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

The Upstate Minority Economic Alliance is holding its inaugural Community Engagement Awards to highlight regional efforts to support its businesses and the successes of its individual firms. The Keynote Speaker is Vaughn Irons, Atlanta Businessman of the Year and CEO of ADP Solutions, a national community economic development firm. Details to follow.

## CNYIBA Port Tour of New York and New Jersey, June 13

7 a.m. to 7:30 p.m.

Maher Terminal, NJ

Join the Central New York International Business Alliance on a tour of Maher Terminal in the Port of New York & New Jersey, one of the busiest ports in the world. Learn how they manage thousands of ocean shipping containers daily; how they use X-ray to inspect shipments; how they trans-load to and from rail and truck; and how they cooperate with U.S. Customs and Border Protection to insure safety of supply chains. Also includes a presentation from Port Authority management. Sponsored by Mohawk Global Logistics.

Cost: \$95 for CNYIBA members; \$125 for non-members. Space is limited.



## GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

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

### Tax Reform - Understanding the Impact of Key Provisions, March 13

8 to 10 a.m.

Greater Oswego-Fulton Chamber of Commerce, 121 E. First St., Oswego

The new tax reform law will dramatically impact nearly every taxpayer across the financial spectrum – from individuals and families to corporations, pass-through entities and estates. This seminar will address key provisions of the act for individuals and businesses, its impact and planning considerations for 2018. Presented by John F. Martin, CPA/PFS, CFP®, tax partner, and Brian J. Potter, CPA, senior tax manager, at Dannible & McKee, LLP, a Syracuse-based firm that provides audit, tax, accounting and financial management services.

Cost: Free.



### GOFCC Business After Hours, March 14

5 to 6:30 p.m.

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

Join the Greater Oswego-Fulton Chamber of Commerce for its first networking event of the year. Enjoy live music, food and beverages provided by your host, Canale Insurance and Accounting, as you network with other business professionals.

Cost: \$5 for GOFCC and CenterState CEO members; \$10 for non-members.



### Mastering the Art of Likability with Arel Moodie, April 10

8:30 to 9:30 a.m.

Location TBA.

Stay tuned for details.

## MAKE SCOTLAND YOUR NEXT ADVENTURE

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



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