

ANNUAL MEETING: ROBUST CIVIC ENGAGEMENT & SHARED VISION DRIVES GROWTH



4
Meet the 2017 Business of the Year Winners

CenterState CEO's Annual Meeting explored the theme of "Break Through," and how businesses and communities can surmount challenges and seize opportunities with a bolder vision for the future.

The premier gathering of the region's business and civic leaders featured a keynote address from Kate Adams, senior vice president and general counsel at Honeywell. Adams shared her perspective and experience leading Honeywell's Onondaga Lake restoration efforts, for which she has had responsibility since joining the company in 2003. When Honeywell embarked on the lake effort, it adopted



Keynote speaker Kate Adams of Honeywell discusses the Onondaga Lake cleanup and the partnerships that made it possible.

a strategic vision to embrace sound science, community-oriented decision making and foster a positive collaborative relationship with regulators to come up with smart solutions.

"[We] knew that fighting was not a winning strategy and was inconsistent with our commitment to environmental stewardship," said Adams. "We decided to set aside our differences, build on our expertise and not to focus on the obstacles, but on the goal."

The Onondaga Lake cleanup effort—at one point one of the community's most daunting challenges—served as a model of a breakthrough moment, and what can be achieved when perceived deficits are re-envisioned as assets and when stakeholders come together around a common goal.

CenterState CEO President Robert Simpson called on those in attendance to confront critical issues by reframing challenges into attainable opportunities and establishing a shared, long-term vision for the future.

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Work Train Launches Manufacturing Program with Syracuse SUNY EOC



8
GENIUS NY II Now Accepting Applications



22
CenterState CEO Events

CEO*Presents* RAY HALBRITTER

Thursday, June 8, 2017

8 a.m. networking and continental breakfast; 8:30 to 9:30 program

Holiday Inn Liverpool

Register at www.centerstateceo.com

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GOVERNMENT RELATIONS



CenterState CEO Shares Export Survey Results with Federal Delegation

The new federal administration is looking to renegotiate existing trade agreements and negotiate new ones. The CNY International Business Alliance (CNYIBA) recently surveyed regional exporters for their recommendations on federal U.S. trade policy changes. The survey generated a 13 percent response rate from 131 businesses involved in international trade.

Input on the types of assistance exporters seek can guide the region's representatives as new trade policies and regulations emerge from the U.S. Department of Commerce and State Department.

Requests include:

- Open Canada to the U.S. dairy market (Canada does not permit U.S. imports of dairy products)
- Update the International Traffic in Arms Regulations (ITAR)
- Expand the Gold Key program
- Provide more help to find new markets, customers and connections to other countries
- Simplify documentation; harmonize trade standards
- Create fair trade agreements to protect intellectual property
- Prevent counterfeiting
- Reduce tariffs
- Address exchange rates

Some respondents sell to a few select countries, while others are in foreign markets in more than 40 countries. Canada and Mexico ranked expectedly high on the list. European countries are also common, followed by the Pacific Rim, the Middle East and South America. Respondents are most interested in expanding their markets into Singapore, China, the United Kingdom, Brazil and Cuba.

The survey results will be compiled into a briefing paper and shared with the region's federal representatives in Washington, D.C.

To learn more about exporting and services provided by the CNYIBA, contact Export Consultant Steven King at 315-470-1925 or sking@cnyiba.net.

Ridesharing Comes to Upstate New York

Ridesharing will finally come to Upstate New York as a result of its inclusion in the enacted 2018 New York State Budget. CenterState CEO has worked for more than two years with New Yorkers for Ridesharing and member firm, Lyft, Inc., advocating for common sense legislation to open the door for transportation network companies to operate in the region. The enacted legislation resolved an individual municipal control issue that allows municipalities with populations of more than 100,000 to opt out of having the service within their borders, but are not allowed any other level of regulation. A "state assessment fee" of four percent of the gross trip fee will go to a workers' compensation-type fund for drivers.

Uber and Lyft are setting up their operations and hiring, and plan to begin service this summer. Ridesharing will bring employment opportunities, meet visitor and student expectations, reduce the incidences of DWI and DUI, and add new convenience for residents, especially senior citizens and transportation-challenged individuals.

To learn more, contact Deb Warner, CenterState CEO's vice president of public policy and government relations, at 315-470-1845 or dwarner@centerstateceo.com.

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“Right now our community is faced with several tough decisions that require collaboration, vision and action,” said Simpson. “And yet, we know we can achieve great things in the face of obstacles and negativity because we have done so before. We can look to models like the restoration of Onondaga Lake, the revival happening in downtown Syracuse, the renovations of Hotel Syracuse and the establishment of a fully funded Say Yes program, to not only learn how to craft a path forward but to be reminded of what can be achieved when we engage in robust civic discourse and collaborate effectively.”

More than 1,000 business and community leaders attended the meeting held at the Nicholas J. Pirro Convention Center at Oncenter, in Syracuse. CenterState CEO’s Business of the Year Award winners in five categories were also announced, along with the CenterState CEO Civic Leadership Award. See page 4 for details.



To read CenterState CEO’s 2017 Annual Report, visit <https://goo.gl/NprwuH>



Visit the CenterState CEO YouTube Channel to watch speeches by Simpson, Adams and other videos from the event. <https://goo.gl/3GIRyp>



CenterState CEO President Rob Simpson calls on attendees to break through the region’s critical issues saying we must do better.



Attendees network prior to the CenterState CEO Annual Meeting and Business of the Year Awards.

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MEET THE 2017 BUSINESSES OF THE YEAR

CenterState CEO congratulates its members honored with the 2017 Business of the Year awards.

Awards were presented by Madelyn Hornstein, CPA, CEO, Dermody, Burke & Brown, LLC, a 2016 Business of the Year honoree; CenterState CEO President Robert Simpson; and James Fox, CenterState CEO board chairman and chairman and president of OBG. Awards were accepted by Allen Naples, CNY regional president, M&T Bank; Michael F. Melara, executive director, Catholic Charities of Onondaga County; Jeff Knauss and Jake Tanner, co-founders, Digital Hyve; and Chedy Hampson, founder and CEO, TCGplayer. The Minority-owned Business of the Year Award was presented in partnership with the Upstate Minority Economic Alliance (UMEA) by Ed Cuello, UMEA board president, and Rickey Brown, UMEA executive director, to Laura Cueva, president, Interior Innovations.



The Digital Hyve

Companies with less than 50 Employees

The Digital Hyve is a full service digital advertising agency that helps brands make lasting, meaningful bonds with its customers. Its services include Search Engine Optimization, Search Engine Marketing, social media advertising and management, website development, behavioral retargeting and mobile marketing. The Digital Hyve has grown more than 2,206 percent in the past three years and enjoys a greater than 90 percent client retention rate. It is also projected to more than double its annual gross revenue from 2016 to 2017 and is expanding its office space from 1,500 to 5,000 square feet. The Digital Hyve is a top 10 percent fastest growing Google Partner agency and is one of the first agencies in the U.S. to offer Instagram advertising.

www.digitalhyve.com



Catholic Charities of Onondaga County

Nonprofit

Catholic Charities of Onondaga County (CCOC) is a faith-based human services organization that has been responding to the needs of the most vulnerable members of the community, regardless of their religious beliefs or backgrounds, since 1923. The agency's services are designed to empower individuals and families while promoting self-sufficiency. CCOC serves more than 20,000 people a year, including 600 refugees. It provides more than 100 beds at two shelters and operates more than 30 programs at 19 sites. Between 2012 and 2015, management pursued funding sources to increase revenue by 30 percent (\$4 million). In 2016, it partnered with Onondaga Community College to allow Culinary Arts for Self Sufficiency graduates to move into the OCC Foodservice Management Program. One of CCOC's newest programs is Project Joseph, a social enterprise where refugees and homeless shelter residents are trained in property maintenance skills for full-time jobs with Catholic Charities or in the private sector.

www.ccoc.us



Charlotte "Chuckie" Holstein

CenterState CEO Civic Leadership Award

The CenterState CEO Civic Leadership Award was presented to Charlotte "Chuckie" Holstein, upon her retirement as executive director of F.O.C.U.S. Greater Syracuse and in recognition of decades of service to the Central New York community. Holstein's leadership epitomizes the ability to work toward a common goal of transforming the community with vision, determination, collaboration and passion. Through her efforts, F.O.C.U.S. Greater Syracuse has given Central New York an important citizen-driven forum to address key opportunities in the community.



TCGplayer.com

Companies with More than 50 Employees

TCGplayer.com is an online collectible gaming marketplace that brings together more than 800 brick and mortar retailers and thousands of individual sellers and connects them with a global audience of buyers in the \$1 billion trading card industry distributing from its offices in downtown Syracuse. It boasts a higher customer satisfaction score than Apple and Amazon. The company has expanded its offices, grown revenue 50 percent year-over-year on average, doubled its workforce each year for the past four years and is on track to double it again in 2017—often attracting employees from out of the area. It employs 200 employees, up from 12 when it started in 2013. The company anticipates further expansion of its offices to accommodate the ongoing growth of its workforce and operations. TCGplayer was named for the second year in a row one of the best companies to work for in New York. It attributes this success to its core culture by employing people that are skillful in their field AND passionate about the collectible gaming industry, enhancing customer service as employees are also consumers. Employees also love TCGplayer’s innovative benefits program, which includes stock options, hosting Café Kubal in-house and providing gaming events for at-risk youth.

www.tcgplayer.com



Interior Innovations

Minority-owned Business

Interior Innovations helps businesses and educational and medical facilities enhance employee productivity through creative space planning and cost-effective furniture solutions designed to promote employee well-being in the workplace. Interior Innovations uses strategically located local subcontractors to minimize brick and mortar. It also hires minority and women-owned businesses and nontraditional workers (e.g., a parent with a design degree who wants to work from home). Interior Innovations has been selected as a SBDC Entrepreneur of the Year for the State of New York, and was also selected by DASNY, among just 26 participates statewide, to participate in a select Bond Readiness Program to help MWBEs grow their businesses. To assist the Spanish community, Interior Innovations translated, “Your Guide to Starting a Business.” It has also been involved with The Ride for Missing & Exploited Children for 10 years.

www.iicontractfurniture.com



M&T Bank

Community Involvement

M&T Bank Corporation is one of the 20 largest U.S. headquartered commercial bank holding companies with assets of \$123.4 billion, more than 775 branches and over 16,000 employees throughout the Northeast. Locally, M&T Bank has the No. 1 market share of lead banking relationships among mid-sized companies, is the top U.S. Small Business Administration (SBA) lender in the 34-county Syracuse district and is ranked the No. 7 SBA lender in the nation. Headquartered in Upstate New York for 160 years, M&T understands the need to support projects driving economic growth. It is a committed community partner, proud to have financed the Pike Block, Marriott Syracuse Downtown (Hotel Syracuse) and Barclay Damon Tower renovations. M&T also supports numerous community initiatives through corporate sponsorships and champions employee volunteerism.

www.mtb.com



Watch the Business of the Year Winner videos at <https://goo.gl/3GIRyp>



Visit CenterState CEO on Facebook at for more photos from the event.



CENTERSTATE CEO

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Leadership is not defined by a title – it's defined by behaviors. At Disney, our leaders consistently align their behaviors with the Company's values and vision, resulting in a motivated, productive workforce. This program provides insights into the leadership development strategies necessary to create an effective and aligned leadership vision. Think of this opportunity as the start of your personal leadership journey. Are you ready?

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- Align your personal and organizational values.
 - Immerse yourself in your leadership vision.
- Understand the importance of a leadership legacy that inspires others.



Register Today! Space is Limited.

www.CenterStateCEO.com/DisneyLeadership

CenterState CEO is proud to be a selected sponsor of Disney's Approach to Leadership Excellence and wishes to thank its marketing participants:

- GHD
- Syracuse University • SUNY Cortland

As to Disney artwork/properties: © Disney

NUAIR EXPERTISE AN ASSET TO GROWING MARKET OF UAS CUSTOMERS

The Northeast UAS Airspace Integration Research Alliance (NUAIR) is a recognized industry leader in unmanned aircraft system (UAS) technology, applications development and safety. The NUAIR Flight Operations Staff and its partners have the resources to meet a wide variety of customer requests. The staff includes experienced aviation professionals skilled in providing customers with a wide range of services from measuring a drone's suitability for a safe flight (airworthiness), testing platforms and payloads, or helping research and development of UAS by working with NASA and the FAA.

NUAIR Flight Operations Staff can assist with small to large operations with different drone applications. Some customers need access to airspace and facilities while others need trained pilots for testing. NUAIR pilots are certified in quadcopters, fix winged and multi-rotor small unmanned aircraft systems (sUAS) and have tested multiple platforms, radar, traffic management and search-and-rescue operations.

UAS software and hardware developers are seeking new ways to safely meet the customers' drone needs by testing and conducting research. To continue the advancement of the UAS industry, the NUAIR Alliance is built on the strength of coalition partners that provide world-class resources and trained professionals.

Companies interested in growing within the UAS or related sectors should contact Mike Novakowski, director of business development for CenterState CEO, at mnovakowski@centerstateceo.com. For more information on UAS testing being conducted in New York, Massachusetts and Michigan, visit www.nuairalliance.org.



NUAIR Alliance Flight Operation Program pilots Cady Kepler, Philip Hofmann, Chuck Hereth and Eric Haines, fly a Lockheed Martin Indago II UAS to train on the newly acquired aircraft.

WORK TRAIN LAUNCHES MANUFACTURING PROGRAM WITH SYRACUSE SUNY EOC

Manufacturers across Central New York are growing, but as business picks up many struggle to hire qualified workers. Workforce solutions are often challenging given the diversity in size, function and talent needs of manufacturers in the region.

There is, however, one common refrain across the industry: the need for motivated, reliable entry-level workers with some basic mechanical and technical aptitude and basic manufacturing knowledge. Most employers suggest that once they find these candidates, they can train them in-house.

Work Train, a workforce collaborative led by CenterState CEO, is working with a diverse group of manufacturing employers to develop a program that will produce these kinds of candidates. On May 22, Work Train will launch proTRAIN with the Syracuse SUNY Educational Opportunity Center (SUNY EOC). proTRAIN will identify

and recruit tinkerers, gamers and others with mechanical aptitudes and present them with opportunities for career pathways in manufacturing. proTRAIN will provide an intensive five- to six-week program that will give students baseline competencies in manufacturing, as well as general career readiness skills. The program is modeled on a highly successful approach to a manufacturing career training program developed in Chicago.

Graduates of the program can move directly into entry-level placement in production and assembly jobs, with the potential to pursue longer-term career pathways and apprenticeship opportunities. Graduates can also be directly placed into more rigorous training and certification programs within a specific field, for example, Onondaga Community College's Machine Operator program. Regardless of the path they choose, proTRAIN will provide ongoing supports to students after graduation with On Point for College and other partners. Work Train is also working with MACNY to align proTRAIN with its efforts to establish apprenticeships in manufacturing.

Employers interested in the manufacturing partnership should contact Kira Crawford at kcrawford@centerstateceo.com. Program applicants can contact Chris Montgomery at 315-472-0130 x179 or montgoca@morrisville.edu.



Luis Ruiz, former Work Train graduate, putting his skills to work.

TAKE THE SURVEY: SHARE YOUR INPUT ON HOW PUBLIC TRANSIT IMPACTS YOUR BUSINESS

Public transportation and transit services are often critically important to helping businesses serve their customers and employees. Additionally, transportation is often a barrier to employment for job seekers without access to a vehicle or not in close proximity to jobs.

CenterState CEO is asking business leaders in the community to share their valuable input on these issues by completing a short survey being conducted by the Syracuse Metropolitan Transportation Council (SMTC) on behalf of Centro, the area's provider of public transportation. The survey should take less than five minutes to complete, and seeks to ascertain the business community's insights relative to transit service in Onondaga County, including input on:

- Your employees' use of existing transportation system;
- The importance of transit service for your business and its employees; and
- Interest in transportation programs, such as carpool matching, discounted transit passes, pre-tax commuter benefit programs, and emergency ride home programs.

Take the survey here: www.smtcmpo.org/transit. If you have any questions about the survey, please contact Mario Colone, program manager, SMTC, at 315-422-5716 or mcolone@smtcmpo.org.



GENIUS NY Teams are Growing, Seek New Hires

The six teams participating in the GENIUS NY program that were awarded a total of \$2.75 million in investments in March have begun to grow their companies, hire talent and expand their presence in Central New York.

AutoModality, which won the \$1 million grand prize investment, is looking to hire two full-time engineers. The company, originally from California, is creating autonomous mobile systems that sense, explore and analyze surroundings. Additionally, Ascent Aerosystems, awarded the second place prize of \$600,000, recently began working with a local company to manufacture its devices. The company is hiring two new team members by this summer. OmniMesh, which was awarded \$400,000, is working with the NUAIR-managed UAS test site to advance its technology. EZ3D has already significantly grown its customer base in the region and is seeking technical talent. Likewise Akrobotix and SkyOp also have open positions as they gain new customers.

As the first round of GENIUS NY teams advanced their businesses in the region, the program is already preparing to launch GENIUS NY II.

[Learn more about the GENIUS NY job opportunities at www.geniusny.com/careers.](http://www.geniusny.com/careers)

TTG Resident Solon Quinn Studios Expands Services with Professional Photography

Solon Quinn Studios has added professional photography to the company's video consulting, content branding, social media advertising and digital marketing services.

This new service required expanding its space at The Tech Garden to include a photo studio and gallery—allowing owner and director Solon Quinn to do most of his filming, photography and editing in-house—as well as office space for private meetings.

As a Tech Garden startup and entrepreneur, Quinn takes advantage of NYS Innovation Hot Spot incentives and many networking opportunities.

Quinn is a member of the CNY Business Journal 40 Under Forty, Class of 2016. The studio has also won numerous honors, including several Addy awards at the American Advertising Awards and Rochester Advertising Awards. This year's highlight, the 2017 GOLD District 2 Addy for "To Be a Man" in the Film, Video & Sound - Public Service Non-Broadcast Audio/Visual category, automatically enters the studio in the National AAA Competition.

To learn more visit www.SolonQuinnStudios.com and www.SolonQuinnPhotography.com.



A variety of professional photos taken by Solon Quinn.



GENIUS NY II Now Accepting Applications

GENIUS NY is a year-long business accelerator that awards six teams a total of \$2.75 million in investments. In addition, the program offers company stipends, housing, resources, programming and connections, making it among the largest competitions of its kind across the globe. GENIUS NY focuses on the categories of Unmanned Systems, Data-to-Decision Applications, and Internet of Things (IoT).

Apply now at www.geniusny.com

Book The Tech Garden Theater for Your Next Event

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



CEO/COE PARTNERSHIP: GREEN DEVELOPMENT

Expert Brings the “General Theory of Walkability” to Downtown Syracuse at the 2017 New York State Green Building Conference

CenterState CEO partner SyracuseCoE hosted author, city planner and urban designer Jeff Speck for meetings with students and faculty members at Syracuse University. Speck was also the keynote speaker for the 15th annual New York State Green Building Conference (NYGBC). SUNY-ESF organized the conference in partnership with SyracuseCoE and the U.S. Green Building Council New York Upstate at the Marriott Syracuse Downtown. Every year, the NYGBC brings together top green building researchers, educators and practitioners.

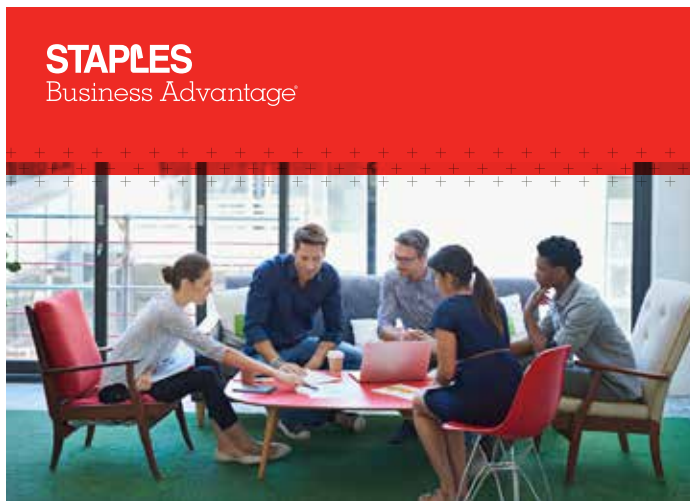
Speck’s keynote talk centered on the four-step process of creating cities and neighborhoods that encourage walking. The General Theory of Walkability states that in order for people to walk, the path must be “useful, safe, comfortable and interesting.” Speck offered a variety of suggestions for applying the four steps to spaces in downtown Syracuse.

Separately, Speck met with local experts who are serving as advisors to a year-long study, the Feasibility Assessment of Sustainable Transportation (FAST Syracuse), which is led by Tarek Rakha, an assistant professor in the Syracuse University School of Architecture. Rakha, a SyracuseCoE Faculty Fellow and his team, including SyracuseCoE executive director Ed Bogucz, are particularly interested in improving peoples’ commutes, including through walking and biking. By enhancing walkability features like sidewalks as Speck suggests, Syracuse has the potential to become an even more sustainable metropolitan area. Partners of the FAST: Syracuse project include Barton & Loguidice, Downtown Committee of Syracuse, Hitachi Consulting, Clean Communities of CNY and the Syracuse Metropolitan Transportation Council. The study is funded by NYSERDA and the NYSDOT.

Speck’s ideas can be further discovered in his TED Talk, “The Walkable City.”



SyracuseCoE brings city planner and urban designer Jeff Speck to Syracuse for the NYS Green Building Conference.



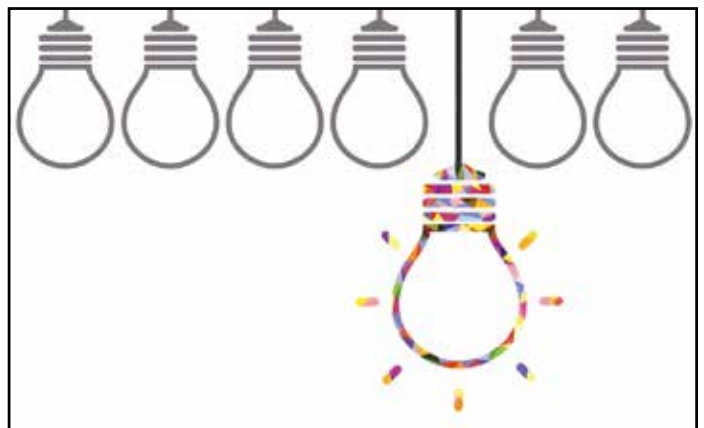
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For more information, please contact CenterState CEO’s Account Manager, Chris Murphy, at chris.murphy@staples.com or 315-741-3779.



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Downtown Living Tour, Saturday, May 20

11 a.m. to 4 p.m.

Tickets to the 2017 Downtown Living Tour are available through May 18 at the advance-sale price of \$12. After that, tickets may be purchased the day of the event for \$15 at Icon Tower, the 2017 tour headquarters. To reserve tickets, visit www.downtownsyracuse.com/downtownlivingtour or call 315-422-8284.

From luxury condos and beautiful apartments carved from the city's most iconic historic and commercial spaces, to never-before-seen additions to downtown's residential neighborhood and beyond, the 2017 Downtown Living Tour will provide inside access to nine of the most talked-about residential addresses in and around downtown Syracuse:

Tour Headquarters: Icon Tower, 344 S. Warren St.

Official Tour Rest Stop: Herald Commons, 220 Herald Place

*Rest your legs and enjoy a snack! P.S.: Don't miss spectacular interior design by Morgan at China Towne in the exclusive top-floor penthouse suite!



Additional Tour Stops:

- 235 E. Water St.
- The Chimes Building, 500 S. Salina St.
- The DIETZ, 225 Wilkinson St.
- The State Tower Building, 109 S. Warren St.
- Jefferson Clinton Commons, 211 W. Jefferson St.
- Regency Tower, 770 James St.

Open Houses:

The Downtown Committee is showcasing Washington Street Partners' D-Train Doggie Day Care project and Ashley McGraw Architects. The D-Train Doggie Daycare facility is expected to be complete this summer at 530 S. Clinton St. Ashley McGraw Architects, located on the 15th floor of the Barclay Damon Tower, boasts a collaborative workplace filled with character.

For more information about the Downtown Living Tour visit www.downtownsyracuse.com/downtownlivingtour.



Icon Tower, 344 S. Warren St., Syracuse

Downtown Blossoms

Later this month, downtown Syracuse will bloom in purple and pink as 335 hanging flower baskets, adorned with petunias from Downtown Farmers Market vendor Oliver B. Paine Greenhouses, will dress the city's streets. Support the beautification work of the Downtown Syracuse Foundation by sponsoring a hanging flower basket (or several!). Each \$50 tax-deductible donation sponsors one flower basket for the 2017 season. Mail checks to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or pay by credit card at <http://downtownsyracuse.com/flowers>.



Downtown Farmers Market Returns Next Month!

The Downtown Farmers Market returns for its 45th season on Tuesday, June 13. Every Tuesday, rain or shine, through October 10, dozens of the region's best farmers and produce dealers converge 7 a.m. to 3 p.m. in Clinton Square. The Food Bank of Central New York will offer cooking demonstrations to show visitors how to prepare fresh market purchases. Get involved and keep up with the latest market happenings by subscribing to the electronic Farmers Market newsletter. Email mail@downtownsyracuse.com to sign up.



Like the Downtown Committee on Facebook (**Downtown Syracuse**), follow them on Twitter (**@downtownSYR**) or like them on Instagram (**@downtownsyracuse**). Join the conversation with the hashtag, #MyDowntownSYRstory.



NOT WINTER Visitors Guide

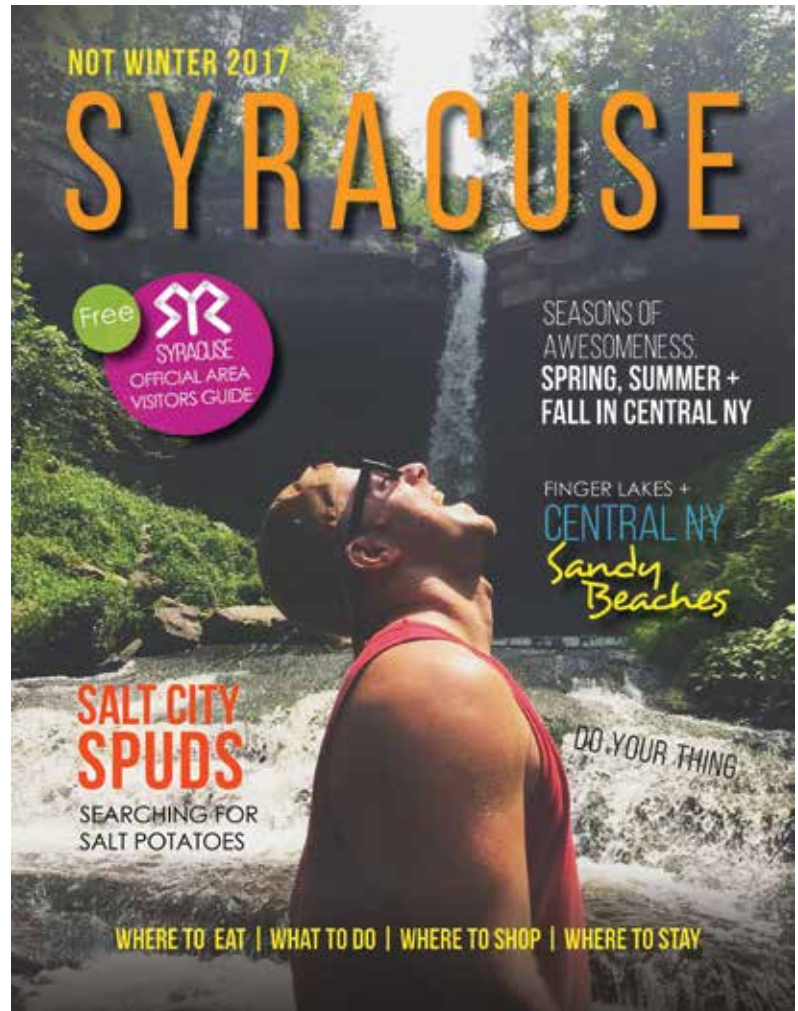
What do you call the Syracuse seasons outside of winter? NOT WINTER. The joke around town has always been that Syracuse has two distinct seasons: WINTER and NOT WINTER. Now, the destination marketing organization (DMO) is marketing it that way in the seasonal visitors guide, which is hot off the press.

The first edition of the NOT WINTER visitors guide combines spring, summer and fall; sharing where to stay, eat, shop, play and DO YOUR THING in Syracuse and Central New York. Visit Syracuse implemented new changes in the guide that make it more effective as a marketing tool including:

- ✦ **TWO ANNUAL GUIDES:** Previously, Visit Syracuse produced a guide four times a year, for all four seasons. Starting this year, it will be printed twice a year, with two seasonal editions: NOT WINTER (April through October) and WINTER (November through March).
- ✦ **COVER - REAL STORIES:** The covers feature people living the DO YOUR THING brand in Syracuse and Central New York chosen from social media. Those interested in having their photos considered as a future cover need to tag Visit Syracuse on social media posts or include the hashtag: #sharecuse.
- ✦ **LESS LISTINGS:** It now highlights more of the top festivals the destination is known for, including (but not limited to) the New York State Fair, Syracuse Jazz Fest and Festa Italiano. Some unique listings will remain, but the guide will refer readers to www.visitsyracuse.com for complete listings.

✦ **FEATURES:** We know our local stories. It's time to share them with guests, including food features and unique historical information. Published in partnership with The Post-Standard, the 100-page Syracuse Visitors Guide is shared with thousands of meeting/event planners and their attendees, tour operators, travel journalists and potential travelers around the world, via international travel shows, media marketplaces and sales missions, attended by Visit Syracuse staff and ambassadors. Travel journalists use the guide as a reference tool for story ideas, and thousands of leisure travelers request to have a copy mailed to them across the country. In fact, the requests for Visitors Guides in 2016 increased by almost 50 percent.

Where can you find them? More than 240,000 copies are distributed locally and throughout the Northeastern United States and Canada. You can request copies at www.visitsyracuse.com, 315-470-1800 or pick them up at area hotels, motels and inns, campgrounds, hospitals, colleges and universities, Syracuse Hancock International Airport, the Visit Syracuse office, the Regional Visitor Center, the Preble rest stop on I-81 North and most large local attractions.



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.

CENTERSTATE CEO ECONOMIC CHAMPION

Central New York Produced LEDs Are Lighting Choice Nationwide

Founded in 2013 and based in Camillus, Aquarii, Inc. (aquariitech.com) designs and assembles custom LED fixtures for churches, auditoriums, theaters and public gathering spaces throughout the United States. Ray Carrock, co-owner and president, leads the Aquarii staff that includes founding engineers and co-owners Jason Kantak, P.E. and Tom Trytek, P.E. All are Central New York natives with decades of experience in other firms that eventually led them to Aquarii.

As the company approaches its fourth year, Aquarii's growing success has contributed to the Syracuse economy by sourcing about 60 percent of the components for its flagship fixture, the Axceleron, within the local upstate region. The company has manufactured and sold more than 5,000 fixtures, achieving 30 percent growth per year. To meet growing demand, expansion to a larger, local facility is anticipated within the next 12 months. This expansion will require the company to hire five to 10 new employees in procurement and assembly operations.

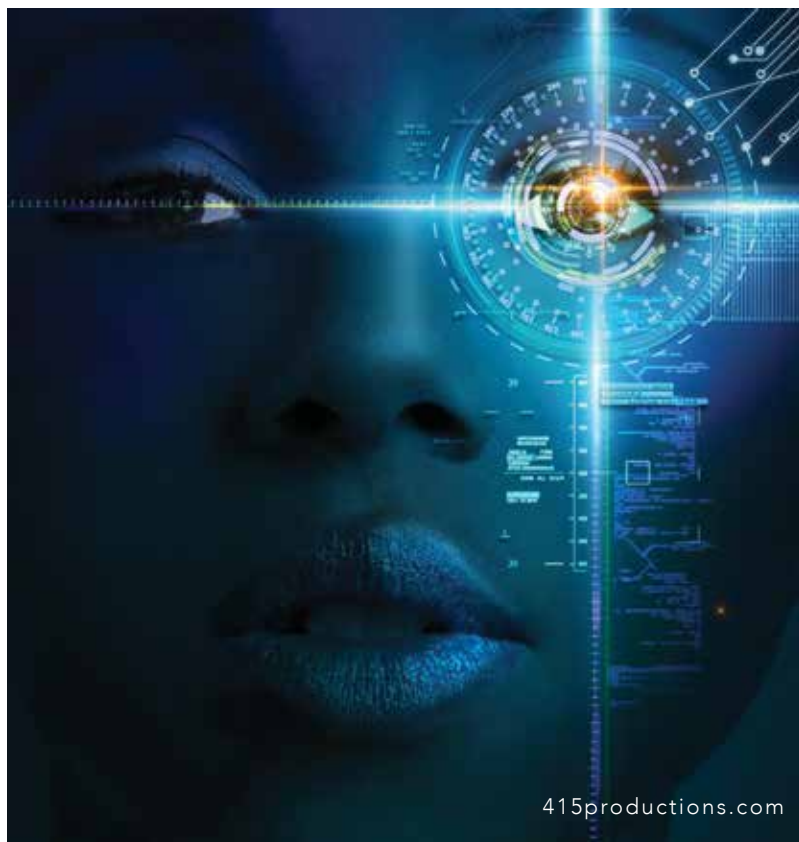
Besides the Axceleron, Aquarii has two additional LED fixtures, Myst and Zino, and has multiple new features coming this year to enhance its product line. The most anticipated new feature is RGBW.

"Until now, we've only been selling fixtures with white light," says Carrock. "Although it's been successful for us, we've been missing out on a key part of the marketplace for performance lighting. With a RGBW option, we can be a one-stop shop for venues that require both white- and color-producing light fixtures." Adding RGBW capabilities to the Aquarii line of fixtures is anticipated to increase sales by more than 20 percent.

This feature of CEO Essentials spotlights local companies who 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.



Aquarii tests 100 percent of its Axceleron LED fixtures before sending to clients across the nation.



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Crouse Marshall BID Receives Keep America Beautiful Grant

Keep America Beautiful, the national nonprofit that envisions a country in which every community is a clean, green and beautiful place to live, announced that the Crouse Marshall Business Improvement District (CMBID) will receive a 2017 Cigarette Litter Prevention Program Grant of \$10,000 to combat cigarette litter in the Crouse/Marshall street area of University Hill.

The CMBID is one of 37 organizations to receive grant funding for 2017, totaling \$297,500, through the 2017 Cigarette Litter Prevention Program, the nation's largest program aimed at reducing cigarette litter.

The grant will be used to conduct a public education campaign about cigarette litter to influence the behavior of students and establish a pattern of responsible conduct. The grant will also support the distribution of pocket ash trays as well as the purchase of additional cigarette receptacles and an outdoor commercial vacuum to keep the area clean and free of cigarette litter. The

16-member CMBID board of directors, which includes property owners, campus public safety officers, retail and restaurant owners and representatives from the medical and educational institutions on the Hill, will serve as the task force for the program.

The CMBID, a member of the University Hill Corporation, carries out activities to promote and support the district's commerce, undertake efforts to improve properties, provide enhanced maintenance and security efforts to ensure a clean and safe neighborhood and provide a forum for owners and tenants of properties to address issues affecting their interests.



Look for a cleaner Marshall Street on University Hill this summer.

National Grid "Creation Garage" Opens at the CNY Biotech Accelerator

The new Creation Garage at the CNY Biotech Accelerator offers entrepreneurs space and equipment to develop ideas for startup biotech businesses. A grant from National Grid provided funds to build and equip the Creation Garage to support collaboration, early stage innovation, mentorship, prototype development and usability testing.

CenterState CEO partners with the CNY Biotech Accelerator to promote the center and brought the parties together for this project.



Pictured at the National Grid Creation Garage ribbon cutting ceremony (from left to right) are: Amy Dobrovech, corporate accounting analyst for National Grid; Dr. Robert Corona, vice president of innovation and business development for the CNY Biotech Accelerator; Brian Anderson, lead economic developer for National Grid; Eric Smith, senior vice president for finance and administration at SUNY Upstate Medical University; and David Mankiewicz, senior vice president at CenterState CEO.

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MEMBER ESSENTIALS

Cornell University will offer a new environment and sustainability major starting in the fall of 2018. USDA awards **Cornell University** \$281,000 to fund agricultural programs.

St. Joseph's Hospital Health Center opens a heartburn center.

The **Central Association for the Blind and Visually Impaired (CABVI)** was honored with the 2016 Employment Growth Award by the National Industries for the Blind.

The **Syracuse University** School of Information Studies announces new master's degree program in Enterprise Data Systems. **Syracuse University and Le Moyne College** announce new academic agreements to benefit students. **Syracuse University** announces tuition increase of 4 percent meaning the tuition rate in 2017-2018 will be \$45,000 per year.

National Science Foundation awards \$1.1 million grant to **Le Moyne College** to train STEM educators.

The **U.S. Small Business Administration** announces award of \$135,000 for the Veteran Women Igniting the Spirit of Entrepreneurship (V-WISE) at the Institute for Veterans and Military Families at Syracuse University.

Wegmans names Colleen Wegman, Danny Wegman's daughter, as president and CEO of the supermarket chain.

Syracuse Real Food Co-op plans to change its name this summer in a rebranding effort to attract new customers.



Lockheed Martin lands two Navy contracts valued at \$114 million to produce electronic warfare defenses for aircraft carriers, cruisers, destroyers and other Navy ships. U.S. Army awards **Lockheed Martin** the largest contract in history, in a deal worth up to \$1.58 billion for radar.



UnitedHealthcare Group completes its acquisition of Pomco, the insurance administrator based in Eastwood.

Christine Tanchak, program director of **Loretto's** Daybreak Adult Medical Day Program, awarded the Christine M. Fitzpatrick Advocacy Award by The Adult Day Health Care Council.



SRC lands \$95.7 million contract from the United States Air Force to continue to develop and support four electronic warfare databases.

Destiny USA announces the opening of Windsor, a specialty retailer offering apparel, accessories and shoes.

Charter Communications announces it will combine its **Spectrum** Sports group with its news team to enhance local sports coverage.

Mohawk Valley Community College signs agreement with Cazenovia College to more easily allow transfers.

Rapid Response Monitoring Services announces it is adding 125 new jobs.

TCGplayer launches new e-commerce service for comic book and collectibles stores.



The Oneida Indian Nation, which owns and operates the **Turning Stone Resort and Casino**, announces plans to construct a new casino in Bridgeport, just over the Onondaga County-Madison County line.



Estate Planning Law Center makes \$19,500 donation to Charity for Children; moves to new Fayetteville location.

CENTERSTATE CEO WELCOMES *DISNEY INSTITUTE*, SEPTEMBER 20

CenterState CEO is pleased to offer its members an exciting professional development and leadership training opportunity.


Disney Institute offers leadership development through a time-tested approach that demonstrates the values and behaviors of exemplary leaders. Leaders who intentionally nurture an environment of mutual trust and respect find that they create stronger employee performance, exceptional customer service and ultimately greater business results. Connecting great leadership to improved performance is just one of the ways that *Disney Institute* helps you think differently about your business.

The program takes place 9 a.m. to 5 p.m., September 20, at the Holiday Inn Syracuse Liverpool and is open to members, their employees and the public.

In this look at the Disney approach to Leadership, attendees can:

- Learn how to identify the personal and organizational values that drive leaders to carry out their vision and the organization's.
- Examine how to establish an alignment of personal values and organizational values to enthusiastically support the vision.
- Understand a leader's values-infused role in operationalizing culture-building and team support.
- Explore ways to develop strategies to sustain an organization's values and vision during turbulent times as well as good times.
- Discover how to begin building a personal legacy as a leader.

The first 50 people to register at www.CenterStateCEO.com/DisneyLeadership will receive a special rate of \$299! To learn more, contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.

CenterState CEO is proud to be a selected sponsor of Disney's Approach to Leadership Excellence and thanks its lead marketing participant  and marketing participants Syracuse University and SUNY Cortland.



CENTERSTATE CORPORATION FOR ECONOMIC OPPORTUNITY



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 Colette Powers, UBS Financial Services, Inc., The Austin & Alesandro Group. Stephanie Powers, Jefferson Clinton Hotel, is vice chair.

Breakout Games - Syracuse

This isn't your average outing or everyday experience—Breakout is for those who would rather solve mysteries than watch someone else have all the fun. You have 60 minutes to escape. Part problem solving, part adrenaline end-to-end fun.

Jillian Kerekes
6501C Basile Row
East Syracuse, NY 13057
www.breakoutgames.com/syracuse

315-948-8454

Cypress Creek Renewables

Cypress Creek Renewables partners with local communities and utilities to provide widespread access to affordable, clean energy. Cypress Creek Renewables' solar solutions produce energy at or below market costs, while its locally based development strategy allows the company to deploy solar where the power is needed most.

Bryan Stumpf
601 W. Main St., Suite A
Carrboro, NC 27510
www.ccrenew.com

919-240-4815

Grand Canyon University

Founded in 1949, Grand Canyon University GCU-is a regionally accredited, private Christian university with more than 160 academic programs available to engage students both online and in person. GCU offers a variety of undergraduate and graduate programs such as counseling, psychology, sociology, education, business, communications, justice studies, nursing and more. Although GCU's campus is located

in Phoenix, Arizona, local University Development Counselor Cara Golbourne, is available to assist individuals who are interested in furthering their education online in the state of New York.

Cara Golbourne
3300 W. Camelback Road
Phoenix, AZ 85017
www.gcu.edu/ec/Cara.Golbourne

315-283-2957

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MEMBER MILESTONES

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

45 YEARS

Syracuse Label & Surround Printing

40 YEARS

Sonitrol Services of NY DBA Eastern Security Services

35 YEARS

IBEW Local Union Electrical #43

20 YEARS

The Floral Gardens

10 YEARS

Erie Materials, Inc.
Gastroenterology & Hepatology of CNY
Smartech Systems, Inc.

5 YEARS

Modern Air Mechanical
SKY Armory
Tompkins Cortland Community College
Carhartt Retail LLC

NEW INVESTOR FOCUS

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.

Colgate University

www.colgate.edu


Brian W. Casey, President

13 Oak Drive, Hamilton, NY 13346

315-228-7444

Colgate University is a highly selective liberal arts institution distinguished by the dedication of its 295 full-time faculty-scholars, and its commitment to undergraduate research, off-campus study programs, and residential education. Colgate offers 55 majors to a diverse student body of 2,900 undergraduate students and supports 25 Division I athletic teams. The university's 575-acre campus in rural Central New York is renowned for its beauty and for the important role it plays in the student experience.



Dannible & McKee, LLP

www.dmcps.com


Thomas Fiscoe, Managing Partner

Financial Plaza 221 S. Warren St. Syracuse, New York 13202

315-472-9127

The firm was established as a partnership in May 1978 by Anthony F. Dannible and Lance K. McKee. It provides the business community with the highest quality accounting, auditing, tax and management consulting services; which include valuation services, forensic accounting services, expert witness and ownership transition services. The firm has grown during the past 39 years to its present size of 90 professional and support personnel. The firm has offices in downtown Syracuse and Binghamton.



Noodle, Inc. dba Pastabilities & Pasta's Daily Bread

www.pastabilities.com


Karyn Korteling, President and Primary Share Holder

311 South Franklin St., Syracuse, NY 13202

315-474-1153

Pastabilities has been happily serving guests in Syracuse, NY for more than 30 years. From housemade pastas, to sauces, salads and famous Italian stretch bread, Pastabilities makes it all from scratch and puts its heart and soul into every menu item. Pastabilities began making artisan bread for the restaurant in 1997. As demand for bread outgrew the baking space, Pastabilities opened Pasta's Daily Bread in 2001.

In addition to its fresh, handmade breads, Pasta's Daily Bread offers salads, soup, sandwiches, pizzas, Pastabilities' sauces (including its famous Spicy Hot Tomato Oil™), cookies and assorted baked goods.



Pioneer Companies

www.pioneercos.com


Michael P. Falcone, Chairman and CEO

333 W. Washington St., Suite 600, Syracuse, NY 13202

315-200-1840

The Pioneer Companies is a full-service real estate organization with a 50-year history of success through many economic and business cycles. Pioneer has developed and managed real estate throughout the United States for their own portfolio and for third-party clients with an uncompromising commitment to the highest standards.



Universal Metal Works/ Universal Properties

www.universalmw.com


John F. Sharkey III, President

159 Hubbard St., Fulton, NY 13069

315-598-7607

Universal Metal Works is a leading custom metal fabrication facility based in Fulton, NY. UMW specializes in the design, engineering and complete assembly and pre-assembly of a range of custom metal products. The company offers a diverse knowledge base and professional team with more than 300 years of combined fabrication experience. Products made by UMW are recognized industry-wide for quality, strength and reliability. Universal Properties is a commercial real estate LLC with locations in NY and PA.



“Early on we recognized we needed a strong, reputable firm with a regional presence.

Dermody, Burke & Brown took the time to understand our business challenges and offered us valuable advice that was critical to our long-term growth and success.”

- John F. Currier
President, Currier Plastics, Inc.



“Our accounting firm through multiple expansions”



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CENTERSTATE CEO MEMBER DISCOUNTS

One of the benefits of CenterState CEO membership is being listed on the CenterState CEO website at www.centerstateceo.com. Your company can gain additional exposure by offering discounts and incentives to fellow CenterState CEO members. **New this month:**

Catering at the Zoo

1 Conservation Place
Syracuse, NY 13204
315-435-8511

www.cateringatthetoo.org

The Rosamond Gifford Zoo is a terrific place to hold corporate events. Book your event on a Tuesday, Wednesday or Thursday to take advantage of a new corporate catering package. The Rosamond Gifford Zoo offers plenty of convenient parking, free WiFi and flexible room options.

Discount: CenterState CEO members may book a banquet room rental with audio visual equipment for \$250 (an \$800 value). Offer expires September 1.

Breakout Games

6501C Basile Row
East Syracuse, NY 13057
315-948-8454

www.breakoutgames.com/syracuse

Not your average outing or everyday experience, Breakout Games is an experience for those who would rather solve mysteries than watch someone else have all the fun. You have 60 minutes to escape. Part problem-solving, part adrenaline boost – end to end fun!

Discount: CenterState CEO members may use promo code 8454 to receive 50 percent off the cost of a booking Monday through Friday at: <https://goo.gl/1uNh4K>. Offer expires July 4.

Tiffany's Catering Company

101 Oak St.
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www.tiffanyscatering.com

In business since 1983, Tiffany's Catering Company is the best off-premise caterer whose expertise is in breakfasts, picnics, barbecues, clambakes, pig roasts, Hors d'oeuvres, buffets, cold lunches, stations, cocktail parties, dinners and formal parties/events. Tiffany's competitive pricing includes excellent food and great service.

Discount: CenterState CEO members receive 10 percent off all new catering orders. Offer expires December 31.

Increase Your Company's Visibility...Offer a Member Discount! Contact Sharon Abert at sabert@centerstateceo.com or 315-470-1810 today!

CENTERSTATE CEO AMBASSADORS

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



CenterState CEO Ambassadors visit **Charles Signs, Inc.** at 7856 Goguen Drive in Liverpool to congratulate the company on its new division, Ceiling Views.



Salt City Grille gets lots of attention as it celebrates its grand opening at 1333 Buckley Road in Liverpool.



Teriyaki Madness held a grand opening celebration at the new restaurant located at 200 Township Blvd. in Camillus.



Trillium Sport & Fitness celebrates its new location at 2815 Erie Blvd. E. in Syracuse.

ICELAND'S MAGICAL NORTHERN LIGHTS

Discover Iceland's Magical Northern Lights with CenterState CEO, February 20 to 26, 2018. Highlights include Reykjavik, Northern Lights Cruise, Golden Circle, Thingvellir National Park, Geysir, Gullfoss, Seljalandsfoss, Vik, Eyjafjallajokull Volcano Visitor Center, Skogar Museum, Skogafoss, Jokulsarlon Glacial Lagoon, Skaftafell National Park, Vatnajokull Glacier and Blue Lagoon. Per person rates: \$3,429 (double) and \$3,929 (single). Price includes a \$200 air booking discount if booked by August 20, 2017, round-trip airfare from Syracuse Hancock International Airport, air taxes, airport-hotel transfers, tour manager and 10 meals.

For more information, contact Shannon Fults at sfults@centerstateceo.com or 315-470-1800.



Rainbow at Gullfoss Waterfall, Iceland.

DELTA HIGH ALTITUDE BUSINESS AFTER HOURS

More than 125 guests attended the Delta High Altitude Business After Hours at Syracuse University. The event included a tour of the 54,000-square-foot Carmelo K. Anthony Center near Manley Field House. The "Melo Center" as it's more casually known, is home to the men's and women's basketball programs at SU and was funded in part by former S.U. standout Carmelo Anthony who led the team to the NCAA Championship in 2003. Syracuse University also catered the event.

Congratulations to Mary LaMacchia of the CNY Business Journal News Network (BJNN), winner of two roundtrip tickets on Delta Air Lines.



Delta High Altitude Business After Hours attendees at the Melo Center, from left to right: Bassel Sakkab, Delta Air Lines; John Wildhack, Syracuse University athletic director; Mary LaMacchia, CNY BJNN; Katie Carroll, Delta Air Lines; and Kevin Schwab, CenterState CEO.

GREATER OSWEGO-FULTON CHAMBER OF COMMERCE ROUNDTABLE HOSTS ASSEMBLYMAN WILLIAM BARCLAY

The Greater-Oswego Fulton Chamber of Commerce recently held its first "Meet the Officials" roundtable. More than 30 community leaders gathered at Blue Moon Grill in Fulton to meet and discuss various topics with Assemblyman William Barclay.

The roundtable series is part of the GOFCC's commitment to forming strong relationships with elected officials and community leaders, to develop a shared understanding of how the Chamber can continue to support business and economic growth in Oswego and Fulton counties.





NEW DATE! June 8, 2017

8-9:30 am | Holiday Inn Liverpool
BIANNUAL SPEAKER SERIES

RAY HALBRITTER

Oneida Indian Nation
Representative &
CEO of Oneida Nation Enterprises



Halbritter will share his insights on how vision, collaboration and cultural investment are critical to driving new opportunities in business, and in a community.

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UAS PARTNERS TO SHOWCASE REGION AT AUVSI'S UNMANNED SYSTEMS 2017 TRADESHOW & CONFERENCE

Central New York and the Mohawk Valley will have a significant presence this month at AUVSI's XPotential Convention, where the largest global community of leaders in drones, intelligent robotics and unmanned systems gather to shape the future of the Unmanned Ariel Systems (UAS) industry.

CenterState CEO, Empire State Development, the NUAIR Alliance, Griffiss International Airport, GENIUS NY, Mohawk Valley Edge, United Radio, AX Enterprises and AIS are partnering at the convention to deliver the message that New York state is primed to revolutionize this industry. The region's unparalleled assets and capabilities will be showcased, including public/private sector collaborative efforts, including the state's significant \$250 million commitment to UAS; GENIUS NY, the world's largest in-resident business competition accelerator for the UAS industry; Griffiss International Airport, home of one of the seven FAA UAS test sites; a network of more than 90 NUAIR Alliance partners, and significant private investment made by local companies, like Gryphon Sensors.

Collectively, these assets provide a strong platform to attract companies to expand or relocate their business in Central New York and the Mohawk Valley.

Highlights include:

- GENIUS NY is the presenting sponsor of the Startup Showdown, where three unmanned systems entrepreneurs and technology innovators will compete for a \$15,000 grand prize. CenterState CEO Vice President of Innovation and Entrepreneurship Rick Clonan is one of five judges and the GENIUS NY team will be on hand to recruit companies for the second round of the business competition.
- The NYS Pavilion is sponsoring a reception to showcase regional assets and build connections to attract businesses and jobs to the region.

To learn more, visit www.aavsishow.org.

2017 AUVSI xPotential Participants

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EVENTS

CenterState CEO Clambake

Thursday, August 3, 2017

4 to 8 p.m.
Hinerwadel's Grove
5300 W. Taft Road, North Syracuse

Register by July 26

at www.centerstateceo.com/events

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

Join CenterState CEO for great food,
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Make it your company picnic!

Cost: \$69/person for members;
\$79/person for non-members **

Group packages available: 5 tickets
for \$325, 10 tickets for \$650,
15 tickets for \$975.

Tabletop displays are available for
members only. \$500 includes two tickets
and a 6-ft. table.

Contact Beth Savicki at 315-470-1833 or
bsavicki@centerstateceo.com.

**After July 26 and at the door, tickets are \$75
for members; \$85 for non-members.
Cancellations after this date will be billed.

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Register online at www.centerstateceo.com/events

Business After Hours and Member Showcase at the Chiefs, May 4

5 to 7 p.m.

POSTPONED

NBT Bank Stadium, Hank Sauer Room, One Tex Simone Drive, Syracuse

Network with business leaders at NBT Bank Stadium's Hank Sauer Room, then stay for the Syracuse Chiefs game! Member tickets to this Business After Hours include a free Syracuse Chiefs Baseball cap and admission to the ballgame, starting at 6:35 p.m. against the Pawtucket Red Sox. Can't make it to the networking event but would like to attend the game? Use promo code: CENTERSTATE to receive \$2 off per game ticket and a free Syracuse Chiefs baseball cap.

Cost: \$15 for members; \$25 for non-members. For information on displaying your business at this event, contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com.



CEO Talks Consensus – Now it's Up to You, May 10

8:30 to 9:30 a.m.

The Tech Garden, 235 Harrison St., Syracuse

Better local governance, economic growth, and more responsive, inclusive representation. CenterState CEO's Kevin Schwab leads a robust discussion of how the community achieves these goals with a presentation of 50 transformative recommendations from Consensus, the commission on local government modernization. CEO Talks is a CenterState CEO member-only series focused on strategic initiatives that impact regional businesses.

Cost: Free for members. Seating is limited to 20 attendees. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



CNYIBA – NY/NJ Port Tour, June 7

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

Maher Terminal, 1210 Corbin St., Elizabeth, 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. Contact Kathleen Hallahan at 315-470-1948 or khalahan@centerstateceo.com.



CEO Presents Ray Halbritter of the Oneida Nation, June 8

8 to 9:30 a.m.

Holiday Inn Liverpool, 441 Electronics Parkway, Liverpool

Ray Halbritter, CEO of Oneida Nation Enterprises, will share how vision, collaboration and cultural investment have shaped the growth of Oneida Nation Enterprises and its plans for future development in the region. The series is presented by VIP Structures and sponsored by News Radio 570 WSYR, Now on 106.9 FM.

Cost: \$30 for members; \$45 for non-members. Contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.



Speed Networking, June 14

7:30 a.m. registration; 8 to 10 a.m. program

TERACAI, 217 Lawrence Road, East, North Syracuse

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

Cost is \$15 for members; \$25 for non-members. Please pre-register. Contact Karen DeJoseph, 315-470-1997 or kdejoseph@centerstateceo.com.



Greater Oswego-Fulton Chamber of Commerce Calendar of Events

May 3 **National Small Business Week Breakfast presented by Pathfinder Bank**, 8 to 9:30 a.m., River Vista Center

TBA **Business After Hours with Showcase**, 5 to 6:30 p.m., Oswego YMCA

June 12 **Greater Oswego-Fulton Chamber of Commerce Golf Social**, full day, Oswego Country Club

Register at www.OswegoFultonChamber.com





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OUR
NEXT 100 YEARS

We have so much to be grateful for—starting with the **tremendous support our customers have given us throughout our first century.** Our mission to help you live a healthier, better life through food keeps on going strong into our next 100 years!

It's truly an **honor and privilege to be able to serve you** and we look forward to many more years of helping you bring great meals to your family table. Thank you for choosing us and for inspiring everyone in our company **to always give you our best.**

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