

MICRON TO MAKE HISTORIC COMMUNITY INVESTMENT IN CENTRAL NEW YORK

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Understanding Micron's Scale & Impact

Micron Technology, Inc. has selected Central New York for its mega-fab facility, which will bring leading-edge semiconductor manufacturing to the region and state and fuel U.S. technology and manufacturing leadership.

Over the course of the last year and a half, CenterState CEO, alongside lead partners Empire State Development and Onondaga County, worked directly on the deal to bring Micron to Central New York. It's anticipated the

facility will create 9,000 new high paying Micron jobs, with up to

\$100 billion invested over the next 20-plus years. This is the largest private investment ever made in New York state history, and one of the largest industrial manufacturing investments in the history of the United States.

On the heels of this extraordinary announcement, Micron and Gov. Kathy Hochul unveiled additional details of a **\$500 million Community Investment Framework** to advance values and priorities shared by Micron and the state for ensuring inclusive growth and benefits to the greater Central New York region. The framework, in accordance with the goals and requirements of the recently passed New York State Green CHIPS legislation, includes the creation of a historic \$500 million investment fund focused on community and workforce development over the duration of the project. Micron will invest \$250 million through this fund, targeting investments in workforce development, education, community assets and organizations, and affordable housing. New York state will invest \$100 million, and \$150 million will come from local, other state and national partners.

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CenterState CEO worked closely with Micron and key stakeholders to ensure extensive community investment commitments were included in this transformative deal. Courtesy: Office of Gov. Kathy Hochul

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2023 Regional Economic Forecast: Share Your Expertise!

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New Investor Focus

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CenterState CEO Events: Economic Champions Celebration is Nov. 9

CenterState CEO Economic Champions Celebration

Wed., Nov. 9 | Noon to 1:30 p.m.
Convention Center at Oncenter

Cost: \$65 per member; \$75 per non-member; \$625 for member table of 10; \$725 per non-member table of 10.

See page 26 for details.

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INVESTMENT IN CENTRAL NEW YORK continued from front page

CenterState CEO played a direct role in working with the company to negotiate and ensure these commitments were included in this transformative deal.

“This is the single largest corporate community investment fund its kind in our nation’s history,” said CenterState CEO President Rob Simpson. “To meet the demands of this remarkable opportunity, we will need to build a workforce training pipeline that is not only sufficient to the scale of Micron’s needs, but also to the scale of our community ambition, which is to lift as many people up as we possibly can with this investment. This significant \$500 million commitment, over the course of the next 20 years, will undoubtedly leave a lasting imprint on life in Central New York.”

The Community Investment Framework supports Micron’s commitment to building effective and creative workforce development solutions at the scale required to meet growing demand. It is also validation of CenterState CEO-led regional strategies and initiatives, advanced over the past 15 years, that will now serve as models to be scaled as Micron works to build the workforce of the future in Central New York. Community tested concepts already underway were key to Micron’s decision to select Central New York.

For example, Micron will work to ensure socially and economically disadvantaged individuals benefit from this unprecedented opportunity, with a goal that 30% of Micron’s eligible construction spend and 20% of its ongoing eligible operating spend is awarded to companies owned by these communities. Priority will be given to New York State Certified Minority/Women Owned Business Enterprises and Service-Disabled Veteran Owned Businesses. To meet those goals, Micron will encourage construction contractors and subcontractors to use Syracuse Build as a first source model to identify candidates for hiring from disadvantaged populations. Syracuse Build is a mayoral initiative dedicated to building a robust construction talent pipeline for major capital projects through programs that connect city residents to career pathways in construction-related fields. CenterState CEO has helped develop the Syracuse Build initiative and its signature program, Pathways to Apprenticeship, and serves as an intermediary that brings together resources and partners for the initiative. Additionally, CenterState CEO is actively working with the City of Syracuse and Onondaga County, with support from JPMorgan Chase Foundation, on programs like the Surge XBE Exchange, a Syracuse Surge procurement pilot program aimed at empowering diverse entrepreneurs and company owners to access business opportunities in smart systems, smart cities, high-tech manufacturing and other tech clusters.

Micron also plans to invest in local education programs and empowering under-resourced youth to pursue careers in STEM, building a more diverse and inclusive technology industry at large. The company will invest \$10 million over 10 years in the first collaborative STEAM



CenterState CEO was proud to be part of the event that welcomed President Joe Biden to Central New York to celebrate Micron. Pictured with President Joe Biden and Gov. Kathy Hochul is Micron Technology CEO Sanjay Mehrotra. Courtesy: Office of Gov. Kathy Hochul

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school and other STEM-related K-12 programs in the region. The STEAM school is an inclusive, regional talent development program integral to educating and building the Central New York workforce. Programs like ERIE 21, led by Le Moyne College in partnership with CenterState CEO and others, are likewise already in place, working to prepare students for success in STEAM fields and the innovation economy of the future.

Additionally, Micron will establish an internship program to prepare students for full-time positions as engineers, scientists and other critical roles in the semiconductor industry. Recruitment will focus heavily on veterans and students from traditionally underrepresented communities. CenterState CEO initiatives like Generation Next Tech and Culture align with this approach, with its focus on supporting diverse young talent by promoting diversity, inclusion and belonging in tech-related fields.

Micron's extensive commitments also include several initiatives to "Engaging the Communities Where it Operates." This includes investing in venture funding in partnership with the regional tech ecosystem to support and attract new business to Central New York; supporting early readiness programs and childcare programming, expanding access to high quality early learning for underserved communities in the region; evaluating opportunities to leverage community and minority financial institutions as it grows in Central New York; and investing and enriching the community through philanthropy and volunteerism, among others. **Read full details of the framework and is investments.**

"The commitments Micron is making through the Community Investment Framework make this historic deal transformative for all in Central New York, and establishes a new standard for economic development nationwide," said Simpson. "Micron's investment ensures that this entire community will have the chance to benefit both now and in the decades to come. We are exceptionally grateful to have Micron as a partner who shares our vision."

UNDERSTANDING MICRON'S SCALE & IMPACT

Micron Technology plans to develop its mega-fab site in Central New York at a scale not seen in the region or state, with an outsized anticipated economic impact.

To put the scale in context, before Micron's announcement, the largest capital investment project in Central New York's history was Amazon's fulfillment center in Clay, which opened earlier this year. Micron's planned investment, up to \$100 billion over the next 20 years, is 250 times that of the Amazon facility.



When complete, the microchip fabs will employ up to 9,000 people at Micron and more than 40,000 indirect jobs among suppliers, construction firms and other businesses. To put these numbers in context, there are 390,000 people employed in the five-county Central New York region. An increase of 49,000 new jobs would represent a 12.5% increase in total employment.

Central New York saw thousands of good jobs disappear when major manufacturers in the region closed their doors; in 1994 and 1995, nearly 4,000 manufacturing jobs were lost in the region. Those lost jobs will effectively be replaced by nearly 3:1 with salaries that are nearly double the region's average wage. As of 2022 Q1, the average wage in the Central New York region is \$58,438. Micron employees make an average salary of \$109,000.

Additionally, the centerpiece of Micron's growth strategy is to bring memory chip manufacturing back to the United States. "Today, only 2% of the world's memory is made here in the U.S. But we are going to change that," said Micron President and CEO Sanjay Mehrotra. "The New York fab is central to Micron's strategy to grow U.S. memory production to 10% of the global supply in the next decade and to even a bigger percentage in the decade beyond."

GOVERNMENT RELATIONS

Schumer Leads Effort to Require the Federal Government to Use Products with American-Made Chips



CenterState CEO member NexGen Power Systems recently hosted U.S. Senate Majority Leader Chuck

Schumer as he announced an initiative to bolster the federal government's use of domestically produced semiconductors and protect against potential vulnerabilities from certain chip manufacturers in China.

During his news conference in East Syracuse, Schumer said he is working to add provisions to the National Defense Authorization Act (NDAA) to limit the use of products or services procured by the federal government, if those products or services use chips from known companies that pose a national security risk. Schumer emphasized that such a move would not only protect the security of U.S. supply chains and equipment used by the military, it would also help boost demand for domestically produced microchips.

"It's simple: if you want the federal government to buy your products or services, you can't use the kind of Chinese-made chips that put our national security at risk," said Schumer. "We need to make sure that the chips our government and economy rely on are built in places like Syracuse and not by companies backed by adversaries like the Chinese Communist Party."

Semiconductor technology is a critical part of our daily lives, with chips being crucial for everything from smartphones to appliances, to cars and even tires. This technology is also crucial to military technology and critical domestic infrastructure. Currently, there are no restrictions on federal procurement of chips produced by companies with direct ties to the Chinese government. The proposed addition to the NDAA, identifies three companies, by name, whose chips would be limited from use in products purchased by the federal government.

This issue takes on added local and regional significance in Central New York as it's home to companies such as NexGen Power Systems, Wolfspeed, and the announcement of Micron Technology's planned \$100 billion mega-fab facility in Clay, New York.



CenterState CEO President Rob Simpson speaks at a news conference at NexGen Power Systems in East Syracuse about the importance of manufacturing chips in Central New York. He is joined by County Executive Ryan McMahon, Senate Majority Leader Chuck Schumer and Shahin Sharifzadeh, NexGen Power Systems.

Candidates Connect with CenterState CEO Members

With a mix of in-person and virtual events, CenterState CEO's Meet the Candidates series has been a great opportunity for members to connect with candidates and hear their positions on the key issues in this fall's contests for public office in Central New York.

Candidates were invited to an informal reception at the Rosamond Gifford Zoo where CEO members maximized the opportunity to connect with each challenger in person. Candidates in the 48th state senate district, featuring Rachel May (D) and Julie Abbott (R), met virtually. As did the candidates in the 50th state senate district, featuring John Mannion (D) and Rebecca Shiroff (R).

Nov. 1 is the last opportunity for members to engage with candidates for New York's new 22nd district for the U.S. House of Representatives — Brandon Williams (R) and Francis Conole (D) — at OneGroup in Syracuse. [Learn more and register.](#)

The 2022 Meet the Candidates series is made possible by Home Builders & Remodelers of Central New York and La Bella Associates. Special thanks to CenterState CEO's Advocacy Sponsors: JMA Wireless, Fotokite, Excellus BlueCross BlueShield and Quadrant Biosciences.



CenterState CEO members mingle with Central New York's candidates. Don't forget to vote Tuesday, Nov. 8.



Muppet — the peanut-eating porcupine — was a big hit and made lots of new friends at the Meet the Candidates reception at the Rosamond Gifford Zoo.

2023 REGIONAL ECONOMIC FORECAST: SHARE YOUR EXPERTISE!

Each year CenterState CEO seeks your expertise to get a clear and comprehensive picture of the region's economic trends as we prepare the Economic Forecast for Central New York. We want to hear your perspectives for this important annual survey, particularly as the region emerges from the unprecedented impacts of the pandemic and enters an era of anticipated opportunity ahead.

CenterState CEO is again partnering with Research & Marketing Strategies, Inc. (RMS), a third-party market research firm, to survey members across industries to provide insights on the current economic climate and the challenges and opportunities they expect to see in the future.

We invite you to participate by taking a brief survey later this month.

The input shared by our members through the survey is key to developing the 2023 Economic Forecast for Central New York, a valuable resource for business and economic planning. This report will be released in conjunction with CenterState CEO's Economic Forecast event, Jan. 25, 2023, presented by M&T Bank and St. Joseph's Health. We invite you to join CenterState CEO members, business leaders and executives for this presentation.

For more information on the 2023 Economic Forecast survey, contact **RMS** and reference the Economic Forecast Survey.

We look forward to your participation.



Coming Soon...
a Link to Take the
2023 Economic
Forecast Survey



Join us in January:
Economic Forecast
Presentation

Check [centerstateceo.com/
events](https://centerstateceo.com/events) for details coming soon.

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EXECUTIVE LEADERSHIP DEVELOPMENT SERIES, REGISTRATION OPEN

CenterState CEO is pleased to offer members an exclusive seven-month comprehensive leadership and professional development series, with curriculum that combines academic expertise from local colleges and universities with real world insight from some of the region's top business leaders, including Onondaga Community College, Syracuse University, Le Moyne College, SUNY Oswego, Wells College and Ahern, Murphy & Associates and Leadership Greater Syracuse.

The Executive Leadership Development Series helps executives and rising managers reach the next level by enhancing critical thinking, communication and empowerment skills. Session topics include:

- Cultivating Professional Relationships
- Empowering Your Workforce
- Diversity and Equity within the Workplace
- Critical Thinking
- Reflective Leadership
- Civic Engagement
- Work Life Balance

Attend an **information session Dec. 1, 2022** to learn more. Application deadline is Jan. 31, 2023, and acceptance decisions will be made by Feb. 10, 2023. For more information on the Executive Leadership Development Series, contact **Lisa Metot, or visit our website to apply.**



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- Empowering Your Workforce
- Equity and Culture Diversity within the Workplace
- Critical Thinking
- Reflective Transformational Leadership
- Civic Engagement
- Work Life Balance

**INFORMATION SESSION
DECEMBER 9
9 am**

**Sign Up
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Reach the next level as an executive or rising manager by enhancing critical thinking, communication and empowerment skills.

CEO CENTERSTATE CORPORATION FOR ECONOMIC OPPORTUNITY

SIGNATURE ACCESS EVENT AT JMA WIRELESS DOME

CenterState CEO members enjoyed a Signature Access Event at the JMA Wireless Dome. The invitation-only event featured an exclusive opportunity for executive-level CenterState CEO members to network and connect at the dome's Club 44. Attendees appreciated the unique setting while partaking in beverages and hors d'oeuvres.

Congratulations to Gail Rizzo-Spilka of AmeriCU, winner of two complimentary tickets on Southwest Airlines.

Signature Access Events, sponsored by Dannible & McKee, LLP, are open exclusively to leadership of CenterState CEO Investors, Executive Partners, Corporate Partners and their guests, providing access to valuable networking with Central New York's business and community leaders.



Gail Rizzo-Spilka (second from right), AmeriCU, celebrates winning Southwest Airlines tickets, with Andrew Fish (left), CenterState CEO; Chris Didio, Dannible & McKee; and Rosanne Didio.

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ESD LAUNCHES FIRST SEED FUNDING GRANT PROGRAM

The New York State Empire State Development Corporation (ESD) recently launched its first-in-the-nation Seed Funding Grant Program. The program will ensure that small businesses that opened shortly before or during the COVID-19 pandemic will have the funds to continue to operate and grow in a still recovering New York state economy.



The new Seed Funding Grant Program provides flexible grants designed to support New York state early stage businesses, small and micro-businesses and for-profit independent arts and cultural organizations that started operations on or after Sept. 1, 2018, and have been operational for at least six months before an application is submitted. Applicants must have between \$5,000 and \$1 million in gross receipts per year as reflected on their most recent federal business tax return.

Awards for eligible businesses are based on their 2020 or 2021 tax returns. Businesses with gross receipts ranging from \$5,000 to \$49,999.99 can receive \$5,000 per business. Businesses with \$50,000 to \$99,999.99 in gross receipts may be awarded \$10,000 per business. Businesses with \$100,000 to \$1 million in gross receipts will be awarded 10% of their gross receipts with a maximum grant amount of \$25,000 per business. Eligible applicants that have not yet filed a federal tax return can receive \$5,000 per business. More detailed guidelines, as well as the application portal, can be found at <https://nyseedgrant.com>.

COVID-19 BUSINESS FUNDING RESOURCES

Programs and resources are still available to support businesses and nonprofit organizations affected by the COVID-19 pandemic. Visit www.centerstateceo.com/covid19resources for more information. New programs and updates include:



STATE

COVID-19 Capital Costs Tax Credit Program - NEW

This state program provides a tax credit to small businesses to cover a range of operational costs stemming from the COVID-19 pandemic, from structural changes and building upgrades to health-related supplies and materials. New York state small businesses with 100 employees or less and gross receipts of less than \$2.5 million are eligible to receive a tax credit covering 50% of qualifying expenses up to \$50,000, for a maximum tax credit of

\$25,000. At least \$2,000 of qualifying expenses must have occurred between Jan. 1, 2021 and Dec. 31, 2022 and all expenses must be paid for on or before Mar. 31, 2023. This program is first-come, first-served and open through Mar. 31, 2023. [More information](#) | [Apply](#).

NYS Seed Funding Grant Program – NEW

See above for details.

WELCOMING AND WORKING WITH NEW AMERICANS/REFUGEES



CenterState CEO's partners at SUNY Oswego recently hosted Welcoming and Working with New Americans/Refugees – a workshop where employers, residents and community partners discussed how to welcome and work with New Americans/refugees using inclusive practices at worksites. CenterState CEO's Work Train looks forward to continuing to work with regional employers to explore how to make Central New York a welcoming place for New Americans to live and work.

LEADERSHIP LESSONS FROM 7 INSPIRATIONAL INFLUENCERS

PRESENTED BY:
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Attendees gathered to hear influential executives and community leaders share leadership lessons that have shaped how they manage, motivate themselves and others, and build success in their lives and careers. Special thanks to Stan Linhorst, weekly leadership columnist, Syracuse.com and The Post-Standard, who moderated the program.

Read excerpts from their remarks below. To watch the full event, sign into [Click](#).

Habiba Boru, owner, Habiba's Ethiopian Kitchen

A former refugee, Boru learned to cook while watching her role model – her mother – cook in a Kenyan refugee camp while raising her family. Boru's mother refused to follow the stereotypical African woman's role. Instead, she modeled strong leadership qualities by cooking at Habiba's Hotel when others were afraid to step outside their comfort zone. Boru's mother demonstrated that leadership is "being each other's role models; that motivating each other provides strength; that listening to each other instills value; and that uplifting each other can make dreams come true." Boru demonstrates these leadership traits and more as she cooks with passion at her restaurant and provides for her children.



Somak Chattopadhyay, managing partner, Armory Square Ventures

An early-stage investor for more than 20 years, the traits Chattopadhyay values in a leader include equanimity – never let the highs get too high and the lows get too low; be persistent; follow your intuition; be creative; inspire people; focus on what you have control over to help manage uncertainty; take asymmetric bets; think independently; and take care of one's health. "I think it's extraordinarily important to take care of one's health. I think that for our entrepreneurs as well as our leaders. I think about how valuable they are to our community and to our companies. We spend millions of dollars taking care of our athletes, but we don't spend enough time doing that with our leaders."



Nancy Kern Eaton, president, United Way of Central New York

Eaton tries to implement daily what she has observed and been inspired by in great leaders. It all started years ago with her father who said, "No matter what job you do, be the best at it that you can possibly be." Eaton believes great leaders learn from mistakes, have passion, love to hear others' dreams and think about how they can work together to make important things happen. "Great leaders value people above all else," says Eaton. "They look for people with diverse life experiences, diverse backgrounds, different points of view and create a space where people feel welcome and able to share their ideas." Eaton shared that great leaders recognize words matter and have tremendous power. When they are authentic, it invites others to be authentic. Great leaders also express genuine gratitude and are specific in their praise. They bring smart people to their team and help them grow. They are always willing to learn and take chances.



John Liddy, interim VP of Innovation & Entrepreneurship, CenterState CEO

Liddy's leading leadership lesson is, know yourself – make sure you are authentic and share that with other people. One of his favorite questions is, "What are you optimizing for?" Whether it's organizationally or as individuals. Make sure to incent employees the way they want to be incented. For manufacturers and retailers, put yourself in the customers' shoes. If there are cultural differences, recognize them and learn to understand them. Internally, he recommends starting staff meetings with, "Who has an issue to bring up?" It helps employees feel valued and heard – it gives them a voice. Liddy doesn't believe in "shoulding" on people, "You should do this; you should do that. Instead, provide staff with advice and coaching on how to make the decision. Don't make it for them, empower them."



Nikita Jankowski, president, Belesai Communications

An alum of Tuskegee University, a historically Black college university, Jankowski was influenced by its founder Dr. Booker T. Washington and her parents who are successful engineers and excellent role models. One of the most valuable lessons she learned was from her mother is how to pivot. “Knowing when to pivot can take you to higher heights.” As Jankowski’s new company grows, she has taken her mother’s advice and is pivoting to capitalize on different directions and new opportunities. She recommends investing in people, daydreaming, and asking for what you want personally. Also ask your team what they want, because you want to invest in them and make sure they have the tools they need to succeed. Jankowski says questions such as, “Where do you see yourself? Where are you going? What do you want to do and how can I help you get there?” are instrumental in providing good leadership. Jankowski’s closing advice, smile! “Smile and the whole world smiles with you. Frown and you frown alone.”



H. Jason Terreri, IAP, A.A.E, executive director, Syracuse Regional Airport Authority

Terreri’s most important leadership lesson is to ask yourself, “Do you want to be happy, or do you want to be right?” Being right is dictating exactly what to do and not being open to other people’s suggestions. Being right will get you the result you wanted, but your team will resent you and you will never know what opportunities you missed. Being happy is setting the expectation and getting out of the way. Being happy is watching your team take ownership of a project and buying into your vision. By empowering your team, you create a space where innovation and creativity can thrive. Most times, your team will come up with a better solution or deliverable than you expected. Being happy is reinforced when you hear your team say, “Look at what we accomplished versus the project you gave me is done.” The hardest part for a leader is the willingness to give up control knowing that you are ultimately responsible for the outcome.



Rich Uhlig, founder & CEO, Quadrant Biosciences

Uhlig’s key leadership lesson revolves around being “long-term greedy – resisting the opportunity to make an outsized profit.” He learned this lesson early in his career and continues to apply it to his work at Quadrant. Additional lessons from Uhlig include being gracious, courteous and respectful, and empowering people to bring their ideas forward to be successful while providing them with the resources they need to do so. Uhlig supports a culture where failures are encouraged. “Failure is a steppingstone to ultimate success and people need to be comfortable in failing. We need to be able to win together and fail together as well.”



Moderator Stan Linhorst introduces the panelists during CenterState CEO’s “Leadership Lessons from 7 Inspirational Influencers” at the Collegian Hotel & Suites in Syracuse.

THE RIPPLE IMPACT OF MICRON'S VALUES AND COMMITMENT TO CNY

It's been an incredible month for Central New York with the announcement that Micron Technology has decided to make this their next home for growth. The announcement has been met with much deserved celebration and excitement, a presidential visit and widespread support from community members and leaders. So many partners worked tirelessly to make this moment of opportunity happen.

Many reasons were shared as to why Micron picked "us." A site. Our workforce. Industry leadership. Educational assets. But what is most heartening is that Micron saw in us a common vision. The Central New York community and Micron are entering into a true partnership to strive for greater economic opportunity for all, with shared values around diversity, equity and inclusion (DEI).

Micron comes to Central New York with an already strong commitment to DEI. We are in a Micron moment and as a leader of color, I've been reflecting on, when did the work for Micron begin? I imagine it began with someone's idea. Or it began with the right collaborations and partnerships coming together in recent years. Either way, I'm certain it started with a ripple.

Similarly, CEO's focus on racial equity and DEI started with a ripple. However, it also started with questions about where we want to be in our journey to create a more equitable community. What would be our role? How could we have an impact? Those questions led to more conversations, intentional reflection and now, we work every day toward shifts in behaviors for ourselves, and as we guide clients in DEI work, that can help us progress toward change.

In addition, that ripple effect is seen across our history. So many leaders from our past chose to stand up for something, something that pushed back on the status quo and turned a tide. We can see this across business and social movements, led by Madam C.J. Walker, Walt Disney, Henry Ford, and Oprah. These individuals were business-minded leaders that economically transformed and empowered diverse populations. As a community, we are the ones who have often been left out, and to think, through the lens of different perspectives or cultures, about how to create inclusive opportunities.

As we welcomed Micron at the end of last month, I had the privilege of pulling together an amazing group of diverse influencers to meet with the Micron team, to learn about their values and their vision. Their genuine interest in coming to the table, opening the door to answer our questions and hear from so many diverse members of our community — from small business to the arts to agents of change in our community — speaks volumes to their intentionality and partnership for the journey ahead.

And so, I leave you with this question, "What ripples are you going to make?" Micron has made it clear that equity and inclusion will be blended into the fabric of what they do. They chose Syracuse because they want to make an impact in this community — not just for some, but for as many diverse individuals as possible. What role does your organization plan in enhancing our community's opportunity? What does your commitment look like today? What has it looked like? And how can the future for your staff, employees and colleagues be enhanced?

CenterState CEO's Racial Equity and Social Impact portfolio stands ready to turn your ripple into a wave of new opportunity, and a more inclusive path forward. Our services and training can help you design and implement these types of opportunities. Let us know how we can support you!



Racial equity and social impact initiatives, DEI training courses and consultation services from CenterState CEO are available. Contact Dr. Juhanna Rogers at jrogers@centerstateceo.com to learn more.

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GENIUS NY, FFVC HOST DRONES & ROBOTICS SUMMIT

GENIUS NY and **ff Venture Capital** recently partnered to host the second **Drones & Robotics Summit** in New York City.

More than 150 attendees comprised of entrepreneurs, investors and thought leaders attended, all with a common interest in sharing knowledge and learning more about how drones and robotics are impacting the construction, agriculture and transportation supply chain, and energy, aeronautics, consumer and defense industries.

More than 40 speakers from around the world provided expert insight into a wide range of topics such as, drone delivery, startup investments, field robotics, public and private sector collaboration and workforce optimization. GENIUS NY was well represented, with 11 companies participating.

Panel speakers from GENIUS NY included Christopher McCall (**Fotokite**), Joerg Schamuhn (**Aerial Robotics**), Or Epstein (**Wonder Robotics**), Zak Niazi (**Circle Optics**), Don Berchoff (**TruWeather Solutions**), Dan Sola (**Archangel Imaging**), Jay Shears (**WindShape**), Liav Muler (**CivRobotics**) and Slawek Potasz (**CarScanner**).

Closing remarks were presented by John Liddy, interim VP of Innovation and Entrepreneurship at CenterState CEO.

GENIUS NY Cohort 6 attendees, **Archangel Imaging**, **Fusion Engineering** and **Wonder Robotics**, found plenty of networking opportunities to practice their pitches in preparation for the **GENIUS NY Pitch Finals**, Nov. 3, at the Marriott Downtown Syracuse, when one of the five teams presenting will be awarded the \$1 million grand prize. [Get free tickets here.](#)



GENIUS NY and ff Venture Capital host the Drones & Robotics Summit in New York City.

GENIUS NY TEAMS GET TO KNOW LOCAL STARTUPS AND CNY TECH ECOSYSTEM

The five GENIUS NY cohort 6 teams have spent the past few months visiting tech startups in downtown Syracuse, as well as getting to know the surrounding Central New York tech ecosystem.



With GENIUS NY's convenient location in downtown Syracuse at The Tech Garden, teams were easily able to stop by neighboring startups **Hidden Level**, **Impel**, **Sidearm Sports** and **TCGplayer**. During these visits, the teams met with company founders and learned about the potential for growth and success in Syracuse. These local startups represent the strength in Syracuse to cultivate and support a robust tech industry.

The teams also took several field trips including visiting **Marquardt**, a GENIUS NY resource partner that welcomed cohort 6 to its Cazenovia location for team meetings, a factory tour and happy hour at the Brewster Inn.

GENIUS NY teams later toured the **Innovare Advancement Center** in Rome, New York, as well as met with partners at **NUAIR** and the **Griffiss Institute**. At Innovare, the teams were able to view quantum computing in action, UAS development — including Skydome — emerging technologies, and team collaboration and innovation areas. The hosts talked with the cohort 6 team members and helped them learn more about the resources available in Central New York.



GENIUS NY teams check out the Skydome at the Innovare Advancement Center in Rome, New York.

\$3M
AWARDED!

GENIUS NY

PITCH FINALS

Nov. 3 | 5PM
Marriott Syracuse Downtown



Thank You Sponsors



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.

Baxter International

www.Baxter.com


Alisa Salibra, Vice President, Global Marketing Front Line Care

4341 State Street Road, Skaneateles Falls, NY 13153

315-727-2322

Every day, millions of patients, caregivers and health care providers rely on Baxter's leading portfolio of diagnostic, critical care, kidney care, nutrition, hospital and surgical products used across patient homes, hospitals, physician offices and other sites of care. For 90 years, Baxter has been operating at the critical intersection where innovations that save and sustain lives meet the health care providers who make it happen. With products, digital health solutions and therapies available in more than 100 countries, Baxter's employees worldwide are now building upon the company's rich heritage of medical breakthroughs to advance the next generation of transformative health care innovations.



ComSource, Inc.

www.comsourceny.com


Mike Fay, President & CEO

500 Plum St., Suite 400, Syracuse, NY 13204

315-682-4115

With more than 30 years of experience servicing mid-market and Global 1000 customers across the U.S., ComSource is redefining what is possible. ComSource is a technology advocate providing collaboration, data center, security and networking solutions complemented by its hands-on expertise in cloud, financial, professional and managed services. Serving the northeast commercial business, education, financial services, government, and health care industries, ComSource unites technology solutions and financial strategies to turn possibility into reality.



Community Bank, N.A.

<https://cbna.com>


Allen Naples, Senior Vice President/Regional Commercial Executive

5790 Widewaters Parkway, DeWitt, NY 13214

315-299-2960

Community Bank is a full-service financial institution, offering all the things much bigger banks offer, including a passion for providing the highest level of customer service in whatever they do. For more than 150 years, Community Bank has put its customers first. It's how they do business and it's what sets them apart. Community Bank's people genuinely care about their neighbors, and that shapes every decision they make, from supporting local causes to helping businesses and families succeed. Its checking and savings accounts, credit cards, mortgages, personal and business loans, and financial planning help people reach their goals and live their dreams. Banking should be personal. Stop in and they'll show you why that makes all the difference.



Novelis

www.novelis.com


Kristen Nelson, Plant Manager

448 County Route 1A, Oswego, NY 13126

315-349-0186

Novelis is the leading producer of flat-rolled aluminum products and the world's largest recycler of aluminum. Novelis' stated purpose is "Shaping a Sustainable World Together" and working each day to create a brighter future for its communities and the world.



PAR Technology

www.partech.com


Savneet Singh, CEO & President

8383 Seneca Turnpike, New Hartford, NY 13413

518-727-6867

PAR Technology helps restaurants do what they do best: turn each and every order into a unique and lasting relationship. PAR believes it will win or lose, through the culture it builds on its four values: Speed – they are the kind of people who don't wait for the elevator; Ownership – they want owners, not renters; Focus – success is built off of focusing on what matters most; and Winning Together – for PAR to win, it needs its customers, employees, suppliers, shareholders, and community to succeed. PAR believes by committing to these values (and more) it can build a cultural moat that, combined with its product moat, will create years of long-term success.





Left to Right: Tony Basile, COO, Ken Stewart, CEO, Emily DeMarche, CFO

SOARING TO NEW HEIGHTS –

“In a world that is *forever changing* one thing that has remained *constant* is the support of our accounting firm. Dermody, Burke & Brown provides proactive advice and guidance throughout these turbulent times that is invaluable to our organization.

Northeast UAS Airspace Integration Research Alliance Inc. (NUAIR) is not your typical not-for-profit and Dermody, Burke & Brown is not your typical accounting firm. They take the time to understand the complexity of our organization and offer sound solutions to help further our mission. DB&B is the *consistency* we need as NUAIR continues to evolve and *soar to new heights*. ”

- Emily DeMarche, Chief Financial Officer of NUAIR



Dermody, Burke & Brown, CPAs, LLC

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Get the full story at

dbllc.com

Small Business Celebrations: Ribbon Cuttings



The Safe Haven Holocaust Refugee Museum, located at 2 E. 7th St., Oswego (Fort Ontario), celebrates its grand re-opening with 32 new, interactive exhibits. The museum keeps alive the stories of the 982 refugees who fled Nazi-occupied Europe and resided at Fort Ontario from 1944-1946. [Learn more.](#)



Oswego PrimeCare, located at 33 E. Schuyler St., Suite 100, Oswego, celebrates its fifth location for Oswego Health with three in Oswego and two in Fulton — all are accepting new patients. Primary care providers at this location are Dr. Douglas Guenter, Dr. Joan Newell and Jill Gilman, FNP. [Learn more.](#)

Member Essentials

The Oswego Opera Theatre will present a live performance of “The Golden Cage,” a true story of Oswego’s Holocaust survivors during WWII, at 7:30 p.m., Nov. 12, and 3 p.m., Nov. 13, at the Waterman Theater in Tyler Hall on the SUNY Oswego Campus. The theater is partnering with local businesses to offer a 10% discount to the opera and the businesses: Bame’s Liquors, Bistro 197, Canale’s, JP Jewelers, Man in the Moon Candies and River’s End Book Store. [Learn more.](#)

OCO Giving Thanks Food & Beverage Pairing Event



The Giving Thanks event will support OCO’s “Giving that Grows” initiative, helping to end hunger and food insecurity locally



GIVING THAT GROWS

Please join us
GIVING THANKS
 Food & Beverage Pairing Event
November 4, 2022
6:00PM-9:00PM

LAKE ONTARIO EVENT & CONFERENCE CENTER
 26 EAST 1ST STREET, OSWEGO NY 13126

Major sponsors



“Giving Thanks” promotes more than a dozen local restaurants that donate a special menu item, which is expertly paired with a beverage and offered at food stations throughout the conference center. There will also be raffles and live music by local legend John McConnell. [Purchase tickets.](#)

GOFCC Celebrates Last Days of the Oswego-Fulton Farmers Markets

A dance performance by the Lake Ontario Broom Riders Club, a bounce house, pumpkin painting and free activities from the Children's Museum, were among the festivities enjoyed at the season's last farmers markets. The GOFCC looks forward to another successful market season next year! Thank you, Oswego Health, the presenting sponsor of the Oswego-Fulton Farmers Markets.



— Oswego Elks Lodge Benefit —

Beer, Cider, Spirit & Wine Tasting

November 5th

4:00 pm - 7:00 pm

3 Bottles of wine will be given away!

Raffles will be held for a chance to win a variety of great prizes to benefit Elks many charities!

Enjoy Live Music

To reserve your spot and pay with cash, please stop at the "Oswego Elks"

Or call

(315) 343-1660

Oswego Elks Lodge #271
132 West 5th St.
Oswego, NY 13126



Scan QR to pay

\$20 per person

Only 21 and over will be admitted



Save the date...

GOFCC Holiday Social, Dec. 6

5 to 7:30 p.m.

Southern Fare, 189 West St., Oswego

Join the Greater Oswego-Fulton Chamber of Commerce for networking, delicious food and beverages, and live music at the 2022 Holiday Social. Presented by National Grid.

GOFCC Annual Meeting, Mar. 1, 2023

Noon to 1:30 p.m.

Lake Ontario Event and Conference Center, 26 E. First St., Oswego

Join the Greater Oswego-Fulton Chamber of Commerce for the premier gathering of business and community leaders at its 2023 Annual Meeting. Learn about exciting progress taking place throughout Oswego County and what's to come in the year ahead. Presented by Constellation.

Look for updates at www.oswegofultonchamber.com.



nationalgrid



CENTERSTATE CEO ECONOMIC CHAMPION

Marquardt

Marquardt of Cazenovia is a local manufacturer that is soaring into new territory. The company has recently expanded into new industries, such as drone technology, as a contract manufacturer.

Marquardt is known as a leading manufacturer of complex systems in the automotive, off-road and home industries; partnering with top corporations like Ford Motor Company, General Motors, John Deere and Stanley Black & Decker — just to name a few. The company makes a wide range of products and solutions, including wireless communication systems, electronic components and e-mobility technology.

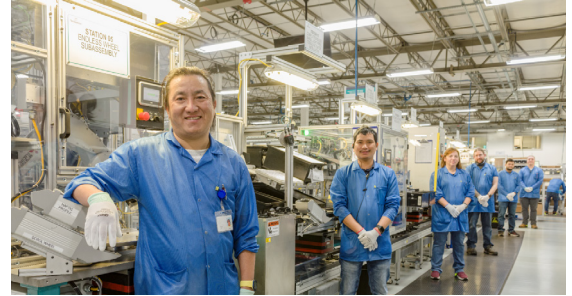
Marquardt has recently expanded into the defense, aerospace, UAV and medical markets. To continue to support new business opportunities along with its other current projects, this year Marquardt hired several new positions including business development roles and engineers.

Furthermore, the company was recognized in October as “Technology Company of the Year” from the Technology Alliance of Central New York.

Marquardt currently has more than 10,200 employees in 20 locations worldwide. Marquardt’s North American Headquarters, which is in Cazenovia, New York, features a state-of-the-art, 115,000 sq. ft. manufacturing facility. The company celebrated its 40th anniversary in Central New York last fall.

As a contract manufacturer, Marquardt offers product development support, product-testing, assembly and testing equipment realization, injection molding, electronic production, assembly production and lifecycle/supply chain support to its partners. The desire to help others and the drive to better the community is at the heart of every project and partnership the Marquardt team takes on.

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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MEMBER ESSENTIALS

Syracuse University plans sign atop JMA Wireless Dome that will change city's skyline.

Oneida Indian Nation announces plans to open maple farm by 2023.

Nascentia Health's clinical operations manager, Andrea MacDonald, was named winner of the 2022 Joan Anne McHugh Award for leadership in long-term services and supports nursing from LeadingAge, a national organization.



M&T Bank has earned designation as the sixth largest Small Business Administration lender in the nation, extending its 14-year streak of ranking as one of the top 10 in the U.S.



Sixth largest Small Business Administration (SBA) lender Nationally for fiscal year 2022.

Equal Housing Lender. ©2022 M&T Bank Member FDIC.

Centers for Medicare and Medicaid Services awarded **Excellus BCBS's** Medicare Advantage HMO plans a 5-star rating.

Oswego Health expands primary care services and opens fifth location in Central New York.

CNY Community Foundation makes \$240,000 in grants to Black-led organizations, including CenterState CEO members: **Nile Dayne Foundation** and **PGR Foundation**.

M.A. Polce Consulting, Inc. is named to list of top 250 managed security service providers.



Cazenovia College professor Scott Jensen earns National Cartoonist Society award.

Haylor, Freyer & Coon is sold to national insurance firm.

Le Moyne College opens Keenan Center for Entrepreneurship, Innovation and Creativity.

Peppino's Restaurant & Catering Group wins first place in World Calzone Championship.

United Way of Central New York celebrates its 100th anniversary, Nov. 5, at the Landmark Theater.

Syracuse Crunch and Tampa Bay Lightning extend affiliation agreement.

Jim Mulder of **syracuse.com** and **The Post-Standard** wins 2022 New York Journalist of the Year in the Journalism Association of New York's annual statewide competition. The group also named The Post-Standard as the Newspaper of Distinction and recognized Syracuse.com for Best Digital Presence among news organizations in their market size.

Helio Health receives more than \$3 million grant to expand services in Utica.

Onondaga Community College has been selected as an education partner for Amazon's Career Choice program.



Share Member News with Us! **Submit your member news** at www.centerstateceo.com/add-member-news

MEMBER MILESTONES

CenterState CEO thanks the following members for reaching membership renewal milestones in November and December and for supporting CenterState CEO for many years to enrich and improve the business community.

45 YEARS

Raulli & Sons, Inc.

40 YEARS

Tartaglia Railroad Services

35 YEARS

Northeast Green Building Consulting LLC

30 YEARS

Syracuse Scenery & Stage Lighting Co., Inc.

CHA, Inc.

MultiMed Billing Service, Inc.

25 YEARS

Home HeadQuarters, Inc.

20 YEARS

Confidata

Coldwell Banker Prime Properties

15 YEARS

McMahon Ryan Child Advocacy Center

Paramount Realty Group, LLC

Eastern Managed Print Network

10 YEARS

Solvay Bank

Citizens Bank - NY

Community Bank, N.A.

KeyBank N.A.

TJMG Properties, LLC

African & Caribbean Central Market

Onondaga Small Business Development Center

Knowles Precision Devices

5 YEARS

Acumen Detection, Inc.

Asbestos & Environmental Consulting Corp (AECC)

Bowers Development, LLC

Currier Plastics, Inc.

ComSource, Inc.

Watkins Glen International

CENTERSTATE CEO AMBASSADORS

CenterState CEO Ambassadors welcome new CEO members and provide recognition to businesses celebrating grand openings, reopenings, company anniversaries, and other important milestones. CEO wants to recognize and celebrate members' special events. Please contact Justin Miller at 315-470-1818 or ambassadors@centerstateceo.com to share your recent milestone or learn how you can join the Ambassador committee.



B&F Consulting & Theapeutic Services, located at 224 Harrison St., Suite 208, Syracuse, celebrates its grand re-opening, in partnership with the Upstate Minority Economic Alliance.



Bodymind Float Center Syracuse, located at 2949 Erie Blvd E., Syracuse, celebrates its new ownership.



The Communion Wine Shop, located at 109 S. Warren St., Syracuse, celebrates its grand opening, in partnership with the Upstate Minority Economic Alliance.



Habiba's Ethiopian Kitchen, located in the Salt City Market at 484 S. Salina St., Syracuse, celebrates its grand opening, in partnership with the Upstate Minority Economic Alliance.



Mamacita's Puerto Rican Kitchen, located at 6059 E. Taft Road, Syracuse, celebrates its grand opening, in partnership with the Upstate Minority Economic Alliance.



COBRA Allies, located at 220 S. Warren St., Syracuse, celebrates the grand opening of its new location.



TSL Kids Crew Daycare, located at 3217 E. Genesee St., Syracuse, celebrates its grand opening.



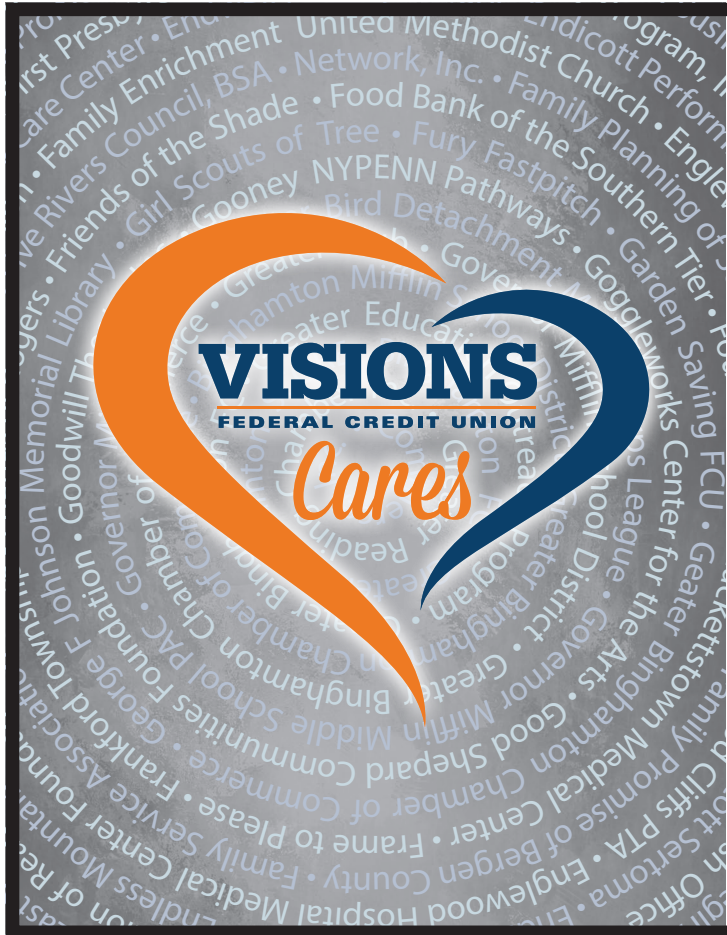
Bounce Party Supply, located at 335 S. Salina St., Syracuse, celebrates its grand opening, in partnership with the Upstate Minority Economic Alliance.



Congruent, located at 401 N. Lowell Ave., Syracuse, celebrates its new location on Tipp Hill.



Syracuse Habitat for Humanity, located at 514 W. Genesee St., Syracuse, celebrates its grand re-opening.



COMMITTED TO COMMUNITY

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

We are proud to support CenterState CEO!

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visionsfcu.org/cares

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BUSINESS JOURNAL



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 Michelle Salvagno, The Garam Group.

Ironhorn Enterprises



Ironhorn Enterprises Inc. is a residential and commercial real estate development company founded in 2014. It got its start by purchasing, renovating and leasing residential rental properties, ultimately building a portfolio of more than 200 properties in six years. In 2021, with the strong residential market, Ironhorn packaged and sold 95% of the residential portfolio, allowing them to accelerate its growth in commercial markets.

Colin Cleghorn
474 E. Brighton Ave.
Syracuse, NY 13210 315-380-5439
<https://ironhornenterprises.com>

Joynt Boss



Struggling to keep up with bookkeeping and/or back office tasks? Ever thought, "WOW! I wish I had an assistant." If so, JOYNT BOSS can help. With more than 25 years experience in bookkeeping and a wide variety of office support services, JOYNT BOSS can assist with the tasks that are slowing the business down, allowing time to focus on more important things.

Tina Joynt
Chittenango, NY 315-952-1584
<https://63160bd62cb59.site123.me>

LaFace Flooring



LaFace Flooring, established in 2016, is led by flooring specialist Domenico LaFace. With an experienced leadership team, LaFace Flooring will manage all your commercial, industrial and residential flooring needs both locally and nationally. LaFace has successfully accomplished many large-scale projects ensuring excellent communication, achieving budget goals and delivering unmatched quality.

Domenico LaFace
971 Spencer St.
Syracuse, NY 13204 585-880-1181
www.lafaceflooring.com

Leverage With Media



Leveragewithmedia is the go-to media coaching source for entrepreneurs looking to gain visibility and leverage their businesses using traditional media. Leveragewithmedia coaches six- to seven-figure business owners who are ready to take their businesses to the next level. Its founder, Lauren Cobello, is a nationally recognized media expert and has been a regular guest on shows such as the TODAY Show, GMA, Fox News, Dr. Oz and the Rachael Ray show for more than a decade.

Lauren Cobello
P.O. Box 3023
Oswego, NY 13126 315-591-2176
www.laurencobello.com

Northeast Green Building Consulting LLC



Northeast Green Building Consulting provides construction management (at risk, as agent) and is a builder of healthy, resilient, high-performance homes. Resilience, healthy, zero carbon and sustainable construction consulting, field QA and verification services under Living Future, ENERGY STAR, LEED RESIDENTIAL BD+C, LEED HOMES Green Rater, PHIUS+ Rater & NGBS Verifier services for diversity of residential project types. Resilience, health and innovation advising for buildings and complex city and community projects.

Josh Stack
5110 Velasco Road, Suite 2000
Syracuse, NY 13215 315-478-6016
www.northeastnaturalhomes.com

TSL Kids Crew



TSL Adventures was established in 2009 by College of Saint Rose alumni and full-time elementary school teachers. Their primary mission was to bring a team of passionate individuals together to host professional and exciting recreational programs rooted in the philosophies of cooperation and interactive play. Play being the key word. TSL focuses its efforts on the simple fun of children engaging in play, which ignites imagination and provides a healthy dividing line between the rigors of school and the pleasures of free time.

Peter Harding
3217 E. Genesee St.
Syracuse, NY 13224 315-802-4480
www.tsladventures.net

CEO OFFERS NEW TRAVEL OPPORTUNITIES FOR 2023

Discover Croatia, Slovenia and the Adriatic Coast, April 20 - May 1, 2023

Highlights include Dubrovnik, choice on tour, Cilipi family-style dinner, Split, Diocletian's Palace, Plitvice Lakes National Park, Opatija, Istrian Peninsula, farm-to-table dinner, Ljubljana, Lake Bled, Pletna boat ride and Zagreb. This 12-day journey includes round trip air from Syracuse Hancock International Airport. Price if booked by Nov. 10, 2022: double \$4,599 and single \$5,199. [View the itinerary.](#)



Dubrovnik Harbor, Croatia

Treasures of Egypt, Nov. 2 - 13, 2023

Highlights include Cairo, Grand Egyptian Museum, Luxor, Temple of Karnak, Valley of the Kings, deluxe 4-night Nile River Cruise, Queen Hatshepsut Temple, Kom Ombo, Aswan, Philae Temple, historic Cairo, Khan el-Khalili Bazaar, Giza, pyramids and Sphinx. This 12-day journey includes round trip air from Syracuse Hancock International Airport and inter-flights from Cairo. Price if booked by May 3, 2023: double \$4,949 and single \$5,749. [View the itinerary.](#)



Egypt

For more information or to register for one of these amazing travel opportunities, contact [Jennine Lombardi](#) at 315-701-2648.

NUAIR Northeast UAS Airspace Integration Research Alliance is an organizational partner of CenterState CEO
www.nuair.org



New York's Uncrewed Aircraft Systems Industry Achieves Key Milestone; State Investment Announced

The New York Uncrewed Aircraft Systems Test Site has secured approval from the Federal Aviation Administration (FAA) to fly uncrewed aircraft systems — commonly referred to as drones — beyond visual line of sight (BVLOS) across the entire 50 miles of airspace within

New York's Drone Corridor. This flight authority gave NUAIR the ability to fly a civilian drone from Syracuse Hancock International Airport to Griffiss International Airport in Rome, New York, without the need of visual observers. The FAA designation helps unlock the full potential and economic advantage of commercial drone and advanced air mobility operations, including cargo and passenger transport via uncrewed aircraft.

Gov. Kathy Hochul recently announced the state will provide NUAIR with an additional \$21 million in CNY Rising Upstate Revitalization Initiative funding to cultivate the world-leading UAS industry hub along the corridor in Central New York and the Mohawk Valley.

The project allows for critical infrastructure to be

tested and deployed to enable advanced industry applications, state agency adoption of UAS and associated workforce development.

NUAIR has also entered into an agreement with Quebec-based VPorts, a world leader in the design, construction, and operation of Advanced Air Mobility infrastructure, to develop the first-in-the-nation international Advanced Air Mobility Corridor between Syracuse Hancock International Airport and Quebec, Canada. The corridor aims to build an ecosystem that will provide a platform for full commercial cargo transport operations using electric vertical takeoff and landing aircraft or large, helicopter-sized drones.



NUAIR Drone Operations Team poses in front of its drone that made the 50-mile BVLOS flight from Syracuse International Airport to Griffiss International Airport.

Downtown Syracuse During the Holidays

Downtown is the place to be for family traditions new and old along with all the holiday shopping activities of the season. The community can expect to see holiday decorations debut during the week of Thanksgiving, promoting the sense of community, tradition and sparkling magic the holiday season evokes throughout downtown Syracuse.

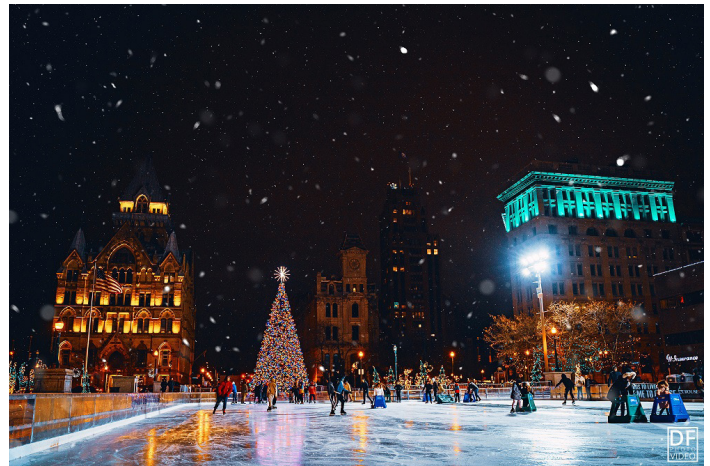
Starting Nov. 22, the Downtown Committee will distribute a special holiday-themed electronic newsletter each Tuesday, highlighting seasonal specials and promotions that downtown Syracuse retailers, restaurants, cultural institutions and other businesses are offering throughout the season. Businesses are encouraged to share their plans with the Downtown Committee. **Sign up for the holiday newsletter.**



Courtesy: Dennis Fernando Photography and Video

Window Wonderland Decorating Contest & Walk

Later this month, dozens of downtown Syracuse businesses will transform their ground-floor windows into engaging winter and holiday scenes to participate in the annual Window Wonderland Contest. This promotion is designed to boost holiday spirits, entertain visitors and attract new customers to experience downtown and all of its offerings. The community is invited to stroll through downtown and check out the businesses identified on a Window Wonderland map that will be posted on DowntownSyracuse.com along with a link to vote for their favorite displays. Voting begins on Friday, Nov. 25 and continues through Sunday, Jan. 1. Winning displays will be announced in the Downtown Committee's newsletter on Tuesday, Jan. 3. The top three displays to earn the most votes will receive prizes: \$500 for First Place, \$250 for Second Place and \$100 for Third Place.



Courtesy: Dennis Fernando Photography and Video

Downtown Syracuse Holiday Activity Guide

To raise awareness about the variety of holiday experiences from food, shopping and fun found in downtown Syracuse, the Downtown Committee will produce the Downtown Syracuse Holiday Activity Guide. This guide will highlight the experiences, gifts, menus and services that downtown businesses are known for. The 2022 edition will live digitally at DowntownSyracuse.com and will be prominently displayed on posters throughout downtown.

The Activity Guide features six themes that showcase downtown Syracuse traditions:

- Holiday Pop-Up Shops
- Experiences the Whole Family Will Enjoy
- Sounds of the Season
- Clinton Square & Ice Skating
- A Holiday Gift Guide, featuring ideas and specials from downtown businesses
- Window Wonderland Walk

The Downtown Syracuse Holiday Activity Guide and Window Wonderland Walk information will be promoted heavily on the Downtown Committee's Social Media platforms, starting Nov. 22. Please visit <https://DowntownSyracuse.com/Explore/Holiday-Traditions> throughout the holiday season for up-to-date information.

EVENTS

CenterState CEO Economic Champions Celebration

Wednesday, Nov. 9

Noon to 1:30 p.m.

Convention Center at Oncenter

800 S. State St., Syracuse

Register by Nov. 7

Celebrate with us as we recognize the region's outstanding businesses and organizations as Economic Champions for driving the economy forward in the past year. The event recognizes contributions to the growth of the Central New York economy, including new jobs, new businesses, DEI commitments, company milestones, business expansions and investments in operations and more.

CenterState CEO's Community Visionary Award, sponsored by Wegmans Food Markets Inc., will be presented to Le Moyne College for its work to create a significant positive impact on economic opportunity community prosperity.

Cost: \$65 per member;
\$625 per member table of 10.

\$75 per non-member;
\$725 per non-member table of 10.

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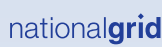
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Register at www.centerstateceo.com/events or call 315-470-1800.

Good Morning Downtown Syracuse Fall Progress Breakfast, Nov. 1

8:15 to 9:15 a.m.

Sky Armory, 351 S. Clinton St., Syracuse

Join us and learn The Story Behind the Project of three highly visible redevelopment projects in downtown Syracuse. Speakers: Meg Tidd, CEO of VIP Structures - will update guests on The Post; Jeremy Thurston, president of The Hayner Hoyt Corporation - will share the latest on the City Center project; and Mike Intaglietta, executive director of The Landmark Theatre will discuss the what's new at the theatre. Presented by the Downtown Committee of Syracuse, Inc. and Mower. Cost: \$35 per person. **Register.**



Eyes on the Future Series, through Nov. 29

9 to 10 a.m. | Virtual

This six-week series provides professionals with strategies and knowledge to further their career. Leaders across diverse backgrounds and industries will share how they've used their experiences, successes and lessons learned to grow themselves and their companies. Sponsored by CPS Recruitment, Inc.



Sessions include ([click for seminar details](#)):

Nov. 1 - Being an Effective Team Member

Nov. 8 - Disagreeing with a Senior Level Colleague

Nov. 15 - LinkedIn: How to Best Utilize This Business-Focused Social Medium

Nov. 21 - Managing Multiple Priorities, Projects and Deadlines

Nov. 29 - Maximizing Personal Productivity: How to Become an Efficient Employee

Cost: \$20 per member for all sessions; \$30 per non-member for all sessions. **Register.**

Meet the Candidates Forum, Nov. 1

4:30 to 6:30 p.m.

ONEGROUP, 706 N. Clinton St., Syracuse

This event is an opportunity for members to connect with candidates and hear their positions on the key issues in this fall's contests for public office in Central New York. Hear from candidates for New York's new 22nd U.S. House of Representatives district: Brandon Williams (R) and Francis Conole (D). Candidates will individually answer the same questions during the forum. A reception will follow the forum so members can engage with the candidates further. Sponsored by Home Builders and Remodelers of CNY and LaBella. Cost: \$25 per member (includes two drinks and hors d'oeuvres). **Register.**



GENIUS NY Pitch Finals, Nov. 3

5 to 8 p.m.

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

Join us as we award \$3 million to the five startups in the 2022 GENIUS NY accelerator cohort; the grand prize is \$1 million while the four remaining startups each receive \$500,000. Each team gets five minutes to tell their story — who they are, what problem they're solving, how they plan to scale, and why they want to do it in Central New York! There will be a Q/A from the judges. Cost: Free. **Register.**

Executive Leadership Development Series - Information Session, Dec. 9

9 to 10 a.m. | Virtual

Engage in a seven-month comprehensive leadership series with curriculum that combines academic expertise from local colleges and universities with real world insight from some of the region's top business leaders. The series helps executives and rising managers reach the next level by enhancing critical thinking, communication and empowerment skills.

Sessions: Cultivating Professional Relationships; Empowering Your Workforce; Equity and Cultural Diversity within the Workplace; Critical Thinking; Reflective Transformational Leadership; Civic Engagement; and Work Life Balance.

Cost: Information session is free. **Register.**

Save the date...

Economic Forecast Breakfast, Jan. 25, 2023

Join CenterState CEO members, business leaders and executives for a presentation of the region's 2023 Economic Forecast. The event will include an overview of trends in the national and state economies, and their impact on the Central New York region. Presented by M&T Bank and St. Joseph's Health.



A Member of Trinity Health

GREATER OSWEGO-FULTON CHAMBER OF COMMERCE EVENTS



Save the date...

GOFCC Holiday Social, Dec. 6

5 to 7:30 p.m.

Southern Fare, 189 West St., Oswego

Join the Greater Oswego-Fulton Chamber of Commerce for networking, delicious food and beverages, and live music at the 2022 Holiday Social. Presented by National Grid.



GOFCC Annual Meeting, Mar. 1, 2023

Noon to 1:30 p.m.

Lake Ontario Event and Conference Center, 26 E. First St., Oswego

Join the Greater Oswego-Fulton Chamber of Commerce for the premier gathering of business and community leaders at its 2023 Annual Meeting. Learn about exciting progress taking place throughout Oswego County and what's to come in the year ahead. Presented by Constellation.



Look for updates at www.oswegofultonchamber.com.

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