

SIX UAS COMPANIES TO CREATE NEARLY 200 NEW REGIONAL JOBS; GENERATE \$40M IN PRIVATE INVESTMENT

Six companies – including two international firms – have committed to creating new jobs and expansion opportunities in Central New York and the Mohawk Valley thanks to new forward-thinking investments from New York State to grow the unmanned aircraft systems (UAS) industry across the regions. Combined, these businesses will invest nearly \$39.5 million in the local drone industry and create 188 jobs.

The bulk of the jobs are supported from the UAS Central Job Fund, which was made possible through a grant to the NUAIR Alliance, supported by New York State Assemblyman AI Stripe. This fund, which is administered by CenterState CEO, is designed to incentivize job creation in Central New York and the Mohawk Valley in the rapidly evolving UAS Industry.

“As we continue to strengthen the UAS industry in the region by attracting new partners and supporting the growth of high-quality startups, it is also important to provide the ongoing resources necessary to retain these companies in the region for the long-term,” said Robert Simpson, president of CenterState CEO. “New York State has been a key partner in this effort, including investment in the 50-mile test corridor, its ongoing support of the GENIUS NY program, and now the UAS Central Job Fund. Collectively, these investments set a new trajectory for this burgeoning industry in our region to make an even stronger global impact.”



AutoModality creates fully-autonomous mobile systems that enhance the effectiveness, efficiency, and safety of infrastructure inspections utilizing its Perceptive Navigation technology platform. It plans to create nearly 60 new jobs.

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Meet the Candidates
October 17

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\$10 Million in Additional
Funding Announced for
GENIUS NY

6



CNY Regional Council
Recommends 30
Projects

18



CenterState CEO Events

Celebrate the region’s outstanding businesses and organizations as Economic Champions!

2018 Economic Champions Luncheon

Tuesday, October 30

Noon to 1:30 p.m.
The Oncenter
800 S. State St., Syracuse, NY 13202

Register at www.centerstateceo.com/events

Member cost: \$60 per person; \$600 per table of 10

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GOVERNMENT RELATIONS

New Defense Manufacturing Communities Program Approved



As part of the Fiscal 2019 Defense Authorization Bill, a new program to cultivate defense manufacturing was created to help communities rebuild their manufacturing capacity. Sponsored by New York’s U. S. Sen. Kirsten Gillibrand and others, this program would provide funding and technical assistance to strengthen the national security innovation base by helping communities rebuild and expand their manufacturing capacity. CenterState CEO will be watching for funding appropriation and regulations to identify opportunities for the region to compete and win designation as a Department of Defense Manufacturing Community.

Under this program a “manufacturing community” could apply for funding for investments in equipment and facility upgrades; workforce training, recruitment and retention; business incubators; advanced research and commercialization; supply chain development; and small business assistance. These investments would need to complement the existing eight Department of Defense Manufacturing USA Institutes. New York state is home to two institutes: AIM Integrated Photonics in Albany and Remade Institute

of Sustainable Manufacturing in Rochester.

The CenterState CEO region has a significant and impressive list of firms that already provide products to the Department of Defense that could benefit from opportunities to expand and upgrade their capabilities. The local, entrepreneurial ecosystem could generate more products and services to serve the Defense Department if provided increased investment and technical assistance. CenterState CEO will continue to watch for opportunities to compete and win the benefits of this program.



Meet the Candidates October 17

Meet one-on-one with the 2018 candidates to discuss issues and concerns at Syracuse Tomorrow’s annual Meet the Candidates Reception, 5 to 7 p.m., Wednesday, October 17 at Upstairs at the Dinosaur Bar-B-Que.

All candidates on the ballot for the U. S. House of Representatives, NY District 24; New York State Senate Districts 50 and 53; Assembly Districts 120, 126, 127, 128 and 129; and the Onondaga County Sheriff are invited as featured guests. Many local, state and federal elected office holders and their staffs will also participate.

Syracuse Tomorrow is the state and local political action committee for CenterState CEO. Find reservation details on page 14. (Note: Political contributions are not tax deductible.)



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200 NEW REGIONAL JOBS continued from front page

The companies include:

AutoModality, Inc. – GENIUS NY round one winner has committed to creating a location in Syracuse targeting infrastructure inspections as it pertains to UAS industry and commercialization of the company’s Perceptive Navigation drone technology.
Jobs: Up to 59 new jobs over the next seven years
Total Project Cost: \$16 million | **Total State Investment:** \$2 million

Northeast Information Discovery, Inc. – The cybersecurity research and development enterprise will construct and equip a new facility in Canastota, Madison County, which will be home to state-of-the-art laboratories.
Jobs: Up to 45 new jobs over the next five years
Total Project Cost: Approx. \$1 million | **Total State Investment:** \$974,000

Thales USA, Inc. – One of Europe’s biggest defense contractors, Thales will establish a UAS center of excellence in Central New York. The company will have a presence in the Mohawk Valley and Central New York.
Jobs: Up to six new jobs in Central New York
Total Project Cost: More than \$4.6 million | **Total State Investment:** \$1.5 million

Microdrones – The company, which provides aircraft, services and solutions for a wide range of drone applications, is taking part in START-UP NY, a program partnership with Mohawk Valley Community College (MVCC), in an effort to have access to facilities and resources and MVCC students gain internships, workforce development and career opportunities.
Jobs: Seven new jobs to date; up to four additional jobs

Assured Information Security, Inc. – A startup company that grew out of the Air Force Research Lab to one of the fastest growing tech firms in Central New York and the Mohawk Valley, AIS will launch a division focused on the cybersecurity of unmanned systems. They have locations in Syracuse and Rome.
Jobs: Up to 12 new jobs
Total Project Cost: \$900,000 | **Total State Investment:** \$240,000

Unifly – Based in Belgium, and in partnership with the NUAIR Alliance and Griffiss International Airport, the company will establish its North American Headquarters in Central New York to deploy its software platform and support traffic management testing. Working with NUAIR it will enable enhancements to test Beyond Visual Line of Site systems with the ultimate goal of safely integrating UAVs into the nation’s airspace.
Jobs: Up to 39 new jobs
Total Project Cost: \$10 million in salaries over five years | **Total State Investment:** \$1.5 million



Microdrones offers UAV solutions for aerial inspection tasks, mapping, unmanned cargo, aerial photography and video. Photo credit: NUAIR Alliance.

In addition, the state has committed to creating a so-called Sky Dome at Griffiss, a \$7 million project help to draw companies to the region that are dedicated to locating operations at the airport facility. The total state investment is a \$1.4 million grant through the Regional Councils’ Consolidated Funding Application process.

All told, the state has invested more than \$40 million since 2015 to establish itself as the nation’s premiere destination for drones and businesses at the forefront of innovation in the UAS industry, which includes \$30 million allocated to support and develop the nation’s first-of-its-kind 50-mile flight traffic management system located between Syracuse and Griffiss International Airport in Rome.

NUAIR ALLIANCE ANNOUNCES PARTNERSHIPS WITH AIRMAP AND UNIFLY

The Northeast UAS Airspace Integration Research Alliance (NUAIR Alliance) and Griffiss International Airport in Rome recently announced partnerships with AirMap, a leading global UAS Traffic Management (UTM) platform, and Unifly, a European company with a unique software application. Both will provide UTM services to visualize, manage and support drone operations at the Griffiss New York UAS Test Site, one of just seven FAA-designated national UAS test sites.

NUAIR is building the nation's first and only UTM 50-mile test corridor between Syracuse and Griffiss for beyond visual line-of-sight testing (BVLOS) with a \$30 million investment from New York state.

The **AirMap** UTM Platform will power NUAIR's core UTM services, allowing traffic controllers management of airspace data, authorizations and real-time air traffic. AirMap brings expertise in low-altitude airspace management, deconfliction and authorization worldwide to advanced UAS concepts such as BVLOS, remote ID and counter-UAS.

AirMap has been first-to-market on four continents, with offices across North America, EMEA and APAC. It will launch a New York office to support NUAIR's mission and efforts to advance UTM technology.

Unifly will also establish a presence in Central New York to deploy its software platform and support traffic management testing. Working with NUAIR, Unifly will enable enhancements to test BVLOS systems with the ultimate goal of safely integrating UAVs into the nation's airspace.

Unifly's unique software applications facilitate UAV traffic in very-low-altitude airspace. Its innovative tools inform operators where it is safe and legal to fly, and enables authorities and other aviation stakeholders to track traffic and manage airspace.

NUAIR is an organizational partner of CenterState CEO. The organizations are strategically aligned in

their efforts to build public and private partnerships to advance leading edge UAS and UTM technologies, and create a hub for the industry that will attract investments and business development.

"These partnerships enable the test corridor to take an important step forward in its capabilities, alongside investments being made by the state that are driving results and attracting new businesses to the region," said Rob Simpson, president, CenterState CEO.



Major General Marke F. "Hoot" Gibson (ret) (second from right), CEO and president, NUAIR Alliance, meets with members of the AirMap team: Matthew Satterley (left), public policy manager; Greg McNeal (second from left), co-founder; and Von Cameron, SVP worldwide sales, at the 2018 New York UAS Symposium.



Major General Marke F. "Hoot" Gibson (ret), chief executive officer of the NUAIR Alliance (left) signs partnership agreement with Marc Kegelaers, CEO of Unifly, providing enhanced unmanned traffic management capabilities for the NY UAS Test Site 50-mile UTM Corridor currently being constructed.

\$10M IN ADDITIONAL FUNDING ANNOUNCED FOR GENIUS NY

Gov. Andrew Cuomo has announced \$10 million in additional funding to support two new rounds of the innovative GENIUS NY business accelerator, the world's largest unmanned aircraft systems (UAS) competition administered by CenterState CEO and located at The Tech Garden. **The program, extended through 2021, will now host rounds four and five.**

In the first two rounds, the program has invested nearly \$6 million in 12 high-quality teams. During round three, five finalists will compete for funding totaling \$3 million, with one grand prize of up to \$1 million and four \$500,000 awards.

In addition to these investments, teams benefit from the region's multi-dimensional ecosystem that combines technology, innovation, standards and certification and public policy; gain access to premier startup programming, business planning, industry specific mentorship, and vetted service providers offering startup friendly terms; and opportunities to connect with investors for follow on funding.

"GENIUS NY continues to grow in popularity and brand

awareness, attracting strong teams that have developed a minimum viable product or already commercialized their product," said Rick Clonan, VP of innovation and entrepreneurship at CenterState CEO. "Adding additional rounds to the program, combined with a new investment structure and a growing portfolio of successful companies from past rounds will attract even more technology startups to the region."

Participants are also integrated into the larger regional effort to grow UAS in Central New York and the Mohawk Valley, and will have access to world-leading infrastructure and testing assets when they come online.

"By supporting these top-quality UAS firms and the GENIUS NY business accelerator competition, we are attracting entrepreneurial energy to the region," said Empire State Development President, CEO & Commissioner Howard Zemsky. "Upstate New York is home to the assets and infrastructure necessary to drive industry growth and innovation."

Learn more at www.geniusny.com.

GENIUS NY 3.0 Deadline Extended to Oct. 14

Prospective teams interested in GENIUS NY's third round now have until **October 14** to submit their applications. Twelve semi-finalists will be selected later this month, then five finalist teams will be announced in December. All finalists will move their drone teams to The Tech Garden in January to begin a year of growth in Central New York. To date, GENIUS NY 3.0 has received more than 250 applications from around the world. An increase in international applications includes submissions from Switzerland, Peru, India and the United Kingdom.



GENIUSNY.COM

GENIUS NY

\$3 MILLION

IN FUNDING FOR UNMANNED SYSTEMS

APPLY TODAY!

APPLICATIONS CLOSE OCTOBER 14, 2018

ONE TEAM FROM CNY GUARANTEED

CNY REGIONAL COUNCIL RECOMMENDS 30 PROJECTS

The Central New York Regional Economic Development Council (CNYREDC) has submitted its eighth progress report and regional revitalization plan to New York state.

To date, the Central New York region has received \$1.15 billion to fund projects through the regional council process, including \$500 million through the Upstate Revitalization Initiative (URI).

This year, the council recommends 30 priority projects to further advance the region's economic resurgence. The committee was pleased to see a significant spike in applications in this most recent round, as well as improved project quality.

These projects, totaling more than \$20.3 million in proposed state investment, plan to leverage an additional \$240.9 million in private and other funding, creating a total investment of about \$262.3 million. This major investment will create a five-year payroll of more than \$140 million, support the creation of 771 jobs, 1,121 indirect jobs, the retention of 1,068 existing jobs, and leverage a return on investment of 12.9 to 1. Among the submissions are nearly \$35 million in projects in or adjacent to distressed communities, with the potential to create 177 direct and indirect jobs within underserved communities.

The report also outlines significant progress that has been made on state priorities through the REDC process, including the published findings of the **Talent Task Force** in which many CenterState CEO members have been actively engaged. The recommended strategies include a deeper focus on talent acquisition from outside New York state, making Central New



**Central New York
Regional Economic
Development Council**

York a national model for the hiring and retention of diverse candidates, and unlocking hidden pools of talent among non-traditional labor pools, among others.

2017-2018 also saw progress in priority areas of the region's URI plan, *CNY Rising*. Highlights include leading the nation in the advancement of unmanned systems, and Round 1 of the Alliance for Economic Inclusion (AEI) awarding \$6.9 million to 22 projects, including support for the expansion of CenterState CEO's Work Train program. AEI supports anti-poverty initiatives in Central New York.

With an active seat on the council, CenterState CEO is positioned to advocate on behalf of its members and projects that align with the region's assets and strategies.

"REDC funding has enabled businesses in Central New York to expand and create thousands of new jobs," said Rob Simpson, president of CenterState CEO and CNYREDC council member. "This year's recommended projects hold significant potential to continue that momentum, while advancing the long-term growth strategies we have set for our region and its communities."

Read the report at <https://regionalcouncils.ny.gov/central-new-york>.

FALL IN LOVE WITH THE NORTHSIDE

The 700 block of North Salina Street, on Syracuse's Northside, was recently ravaged by fire, affecting several residents and businesses. CenterState CEO, through its Northside UP initiative, has been dedicated to helping revitalize this part of the community for more than a decade now. The Northside UP team spends time on the Northside each week working with business owners and community leaders. Their work has helped bring dozens of community and economic development projects to life. In light of the fire on North Salina St., CenterState CEO would like to encourage its members to show a little extra love to this district by patronizing some of its unique businesses.

CenterState CEO is particularly proud of its efforts to help usher in a new generation of business owners to the Northside through its business development program, Up Start, who reflect its diversity, including three businesses that CenterState CEO has supported. For a new culinary experience, try lunch or dinner at With Love at 435 N. Salina St. Through December, the entrepreneur-in-residence, Nujoud Makhoulouf, is leading patrons on a culinary journey through Palestine. Her menu is savory and refreshing. Stop in to enjoy the new menu, noon to 2 p.m. for lunch and 5 to 8 p.m. for dinner, Tuesday through Friday.

A few doors down at 537 N. Salina St., Tboy Shique, a local clothing boutique for women, is open. A short walk further to 400 Butternut St. is Pretty in Pink Event Planning, owned by Jontia Grady. Her space is perfect for an intimate gathering of friends or family. Of course, don't forget to show some love to the long-standing businesses of the Northside as well, including cafes, restaurants and shops. Why not make a day or evening of it on the Northside?

Learn more at www.northsideup.org.



With Love – Onondaga Community College's teaching restaurant located at 435 N. Salina St. – is one of the unique restaurants located on the Northside. It has featured Pakistani, Low-country Georgian and Burmese foods, and is currently serving Palestinian fare.

CenterState CEO's 2018 ECONOMIC CHAMPIONS LUNCHEON

Tuesday, October 30, 2018

11:30 Registration | 12:00 to 1:30 Luncheon & Program
The Oncenter, 800 S. State St., Syracuse

Register by October 22: www.centerstateceo.com/events

Or contact, Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com

Featuring

Keynote Speaker: Jeremy Garelick
Founder and president, American High



**Our Region's
Economic Champions**



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Fall 2018, Winter 2019 Visitors Guide

The official fall/winter visitors guide is hot off the press and now features more user-generated content, thanks to CrowdRiff. CrowdRiff is an AI-powered visual content marketing platform that allows the organization to find high quality photos posted on social media and request permission to use them for marketing purposes. In return for use of the photos, Visit Syracuse gives the owner credit by listing their social media handle. As a result, readers will notice more social media handles on the photos throughout the guide.

In fact, the cover of the latest issue, fall/winter visitors guide was secured by using CrowdRiff.

“By using more user-generated content in our marketing material, we are sharing real and authentic experiences that are happening in our destination,” said Visit Syracuse President Danny Liedka. “We want visitors to know that these aren’t staged photos and they can have just as much fun here.”

The 100-page Syracuse Visitors Guide shares where to stay, eat, shop, play and DO YOUR THING in Syracuse and Central New York. It 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.

More than 240,000 copies are distributed annually to a variety of area businesses, including lodging and attractions. They are also sent throughout the Northeastern United States and Canada.

The Visit Syracuse visitors guide is published in partnership with Advance Media New York.

TBEX

What does a visitors bureau do when one of the largest conferences dedicated to travel media and travel journalism is held within hours of its destination? It takes as many travel writers and bloggers as it can on a familiarization (FAM) tour of the region; which is exactly what Visit Syracuse did after the TBEX Conference in Corning last month.

Visit Syracuse gave two sets of tours to about a dozen conference attendees. The first tour was full of international writers en route to the Adirondacks. They had heard so much about Destiny USA, the massive dining, shopping and entertainment center (that they would pass on the way to the Adirondacks) that they decided to stop and check it out for a few hours.

The second group of TBEX travel bloggers did a Sip Your Way through New York tour. After the conference, they sampled adult beverages from Ithaca, Cooperstown and Utica. Their last stop was Syracuse; where they were introduced to spirits at Beak & Skiff (and its tractor rides through the orchards), sipped on craft beverages at Finger Lakes on Tap and Empire Brewing Company, then ended up sampling the historic and revived Congress Beer, during a tour of the majestic Marriott Syracuse Downtown, where they retired for the night.

The purpose of the FAM tours is to introduce travel writers/bloggers to the region so they can share their experiences with their followers/audiences. To check out some of their experiences on social media, look out for the hashtag #SipOnSyracuse.

TBEX is an annual conference and major networking event for travel bloggers, online travel journalists, new media content creators, travel brands and industry professionals.



To receive copies, contact www.visitsyracuse.com at 315-470-1800 or pick them up at one of the locations below:

- Visit Syracuse, Inc. – 115 W. Fayette St., Syracuse
- Area hotels, motels/inns, campgrounds
- Hospitals
- College and universities
- Regional Visitor Center, including Preble rest stop on I-81 North (south of Syracuse)
- Most large local attractions including: **Destiny USA** (Guest Services, and the I LOVE NEW YORK Welcome Center); **The MOST**; **Erie Canal Museum**; and **Syracuse Hancock International Airport**.



The Tech Garden Welcomes New Members

The Tech Garden recently welcomed five new members. All startups will receive business programming, resources, access to events and mentors to help grow their business in Central New York. Among them are: Moxi – a SaaS company that provides an integrated suite of services to strengthen the relationship between a new car dealership and the associated vehicle purchaser/owner; Iko Systems, Inc. – solves food problems through agriculture, technology and design; DAKBoard – a service allowing users to easily display their photos, calendar, news, weather and more, through a simple web-based interface; CNY Hemp Processing – uses a hemp processor to make heat pellets and animal bedding from hemp fiber; and Cal Analytics – a detect and avoid, and unmanned traffic management (UTM) services business that is expanding into the commercial UTM market and product development. Learn more about these companies at www.thetechgarden.com/members.

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.



UAS ECOSYSTEM ATTRACTS COMPANIES FOR FAM TOUR

CenterState CEO and its partners continue to spread the message of New York's unparalleled unmanned aerial system (UAS) ecosystem—UAS Central—which is driving new business attraction opportunities. The recent Farnborough International Airshow in the United Kingdom resulted in five companies planning visits to the region. This is in addition to an existing backlog of companies that have already expressed an interest in a tour of the region's many UAS assets.

As a result, CenterState CEO is planning a familiarization (FAM) tour for several companies operating in the UAS arena, to include:

- A tour of the New York UAS Test Site at Griffiss Airport in Rome, including an overview of the airport, test site and control center and the planned year-round UAS test facility.
- A presentation by NUAIR to provide updates on its many UAS activities, including the next phase of the \$30 million drone corridor.
- A tour of The Tech Garden and introduction to the GENIUS NY program. The state has committed \$15 million to this program, which continues to bring the best talent and ideas to Central New York.
- An introduction to the Center for Advanced Systems and Engineering (CASE) at Syracuse University. CASE is home to UAS offices for companies like THALES and has its own drone lab.
- In addition, participants would engage in activities that show off the many non-UAS related assets that contribute to the great lifestyle enjoyed in Central New York and the Mohawk Valley.

To learn more, contact Mike Novakowski at 315-470-1887 or mnovakowski@centerstateceo.com.



Participants will visit the New York UAS Test Site at Griffiss Airport, including the control center, as part of a future FAM tour.

Good Morning Downtown Syracuse!

Progress Breakfast • Thursday, November 1

8 a.m., SKY Armory

Theme: Building Connections in Downtown Syracuse

Tickets are on sale now for the next Progress Breakfast. Presented by the Downtown Committee and MOWER, the theme will focus on three endeavors happening in Downtown Syracuse that are bringing people together. David Nutting, chairman and CEO of VIP Structures, will preview VIP Structure's exciting plans for the former Post-Standard building in Clinton Square, which will bring new apartments, offices and commercial space to downtown. At the southern end of Downtown Syracuse, the Allyn Family Foundation's plans for a public market, food hall and mixed-income housing are creating a buzz that resonates throughout the community. Progress Breakfast attendees will hear from Meg O'Connell, executive director of the Allyn Family Foundation. Focused on harnessing the economic power of the minority community, Upstate Minority Economic Alliance Executive Director Rickey Brown will explore the ways his organization better connects and unites Central New York as a whole – starting with Downtown Syracuse and its nearby neighborhoods.

Tickets are available at www.downtownsyracuse.com/progressbreakfast.

How the Downtown Committee Can Help Your Business



The Downtown Committee of Syracuse, Inc. is a private, nonprofit, professional downtown management organization representing all property owners and tenants within the central business district. The Downtown Committee undertakes programs to improve downtown's image, strengthen its economic base, increase its attractiveness and assure it is clean, safe and accessible to all who use Downtown Syracuse.

Economic Development

The Downtown Committee's economic development team is a driver to strengthen downtown's economic base and investments, attracting — and retaining — new residents, retailers and major employers. Economic development staff prioritize buildings and sites for development and new business activity. Staff provide support for downtown businesses and property owners by identifying incentives and grant opportunities for businesses to further grow, as well as tracking and continuously updating all relevant information including downtown demographics, office and retail reports. The department's goal is to deliver a positive Downtown Syracuse experience, while increasing connectivity and accessibility.

Marketing and Communications

The Downtown Committee's marketing and communications department is the connection headquarters when it comes to Downtown Syracuse. Staff ensures information is easily accessible and communicated to all downtown stakeholders, celebrating all things "Downtown Syracuse." Weekly newsletters, social media, brochures and much more stir excitement about all that happens in the center of the city. Staff showcases downtown's vibrancy and promote Downtown Syracuse as a destination through organizing and planning events that support downtown's revitalization. The department regularly collaborates with business owners, cultural institutions, individuals and arts organizations to showcase the diverse array of retail, restaurant and cultural offerings that make Downtown Syracuse a vibrant place to live, work and visit, paving the way for future development and growth.

Safety & Security

The Downtown Committee security staff proactively addresses quality of life concerns to maintain downtown’s status as a safe neighborhood for residents, employees and visitors. A strong partnership between the Downtown Syracuse security staff and the Syracuse Police Department allows for collaboration to address public safety issues throughout the central business district. The security staff acts as a liaison between the business community and the Syracuse Police Department.

Environmental Maintenance

The Downtown Committee’s environmental maintenance crew is the driving force behind efforts to make sure Downtown Syracuse is attractive, clean and accessible. Programs such as mowing, litter patrol, graffiti removal and in colder months, providing snow plowing assistance on sidewalks, helps ensure downtown residents and employees arrive safely to work and that visitors reach their destinations. The environmental maintenance crew undertakes beautification programs, such as installing and maintaining the flower baskets throughout the summer months, to support a vibrant Downtown Syracuse year-round.



The Downtown Security and Information Center, located at 230 Harrison St., is the best source for general information and common-sense safety tips, which are distributed to downtown employers, employees and the general public. Downtown Committee security officers patrol downtown to check in with business and property owners every day.

UNIVERSITY HILL CORPORATION www.university-hill.com



New Website Highlights Reasons To Visit The University Hill Neighborhood

The University Hill Corporation has launched a new website that emphasizes the activities and pursuits of the educational and medical institutions on the Hill, and also highlights shopping, dining and other destinations in the area. Visit the new site at: University-Hill.com

The University Hill website has a contemporary new look. Visitors who haven’t been in the hill neighborhood recently will find this to be a go-to resource for activities, educational opportunities, things to do, restaurants and places to shop.

The main feature of the home page is a list of the Top 10 Reasons to Visit the Hill. These include:

- Experience the excitement of the Carrier Dome
- Celebrate the performing arts
- Expand your mind through higher education
- Stimulate your creative side among great works of art
- Build a rewarding career
- Spend the night in a fabulous hotel
- Shop and dine at fun boutiques and bistros
- Find inspiration in the area’s beautiful parks and public spaces
- Witness nature at the Roosevelt Wildlife Collection
- Give back by volunteering

The extensive website content is broken down into three sections – Delivering Knowledge and High-Quality Care; Fueling Economic Development; and Engaging with the Hill Community. Within these segments, the site provides information on the institutions of higher education and health care, innovation and research being conducted by these institutions, career opportunities and efforts to diversify the Hill.

While the site also includes news about the hill and events happening in the area, a new function allows University Hill Corporation members to submit their own news items and event announcements.

University Hill Corporation is an organizational partner of CenterState CEO. Digital Hyve, a Syracuse-based marketing and advertising firm and CenterState CEO member, designed and developed the site. Digital Hyve was recently named the 52nd fastest growing company in America, and the fifth fastest growing marketing and advertising company in the country by Inc. magazine. CenterState CEO named Digital Hyve Business of the Year in the small business category in 2017.

Discover what's happening on The Hill



Visit the new site at www.university-hill.com.

CABVI

The Central Association for the Blind and Visually Impaired (CABVI) is a nonprofit agency that serves people who are blind or visually impaired, from newborns to the elderly, in an eight-county area of Upstate New York (Oneida, Herkimer, Madison, Fulton, Lewis, Montgomery, Jefferson and northern Otsego counties), generally free of charge. CABVI employs 22 workers,

19 of whom are blind, at CABVI Syracuse Industries in DeWitt, with plans to create 41 new jobs in the future.

CABVI provided services to nearly 1,800 people with vision loss in 2017, the most recent year for complete statistics, and anticipates that, during the next 10 years, the number of individuals with vision loss will exceed 2,700. To meet the needs of these individuals, and to continue growth in community and business development, CABVI broke ground on a new, 23,000-square-foot vision and wellness center in Utica, slated to open in 2019. Programs scheduled for the new facility include physical and occupational therapy designed specifically for people who are blind or visually impaired, aqua therapy, fitness and nutrition, vision rehabilitation therapy, and adaptive technology training. A new research laboratory is also planned.

CABVI's innovative approaches to vision rehabilitation therapy will impact everyone from infants to seniors, and have the potential for national influence. In addition to treating more people with vision loss, this project will create 41 new jobs (20 in Utica and 21 in Syracuse), many of which will be filled by individuals who are blind and visually impaired. CABVI's current menu of services offers low-vision examinations, vision rehabilitation therapy, orientation and mobility, employment training, adaptive sports and recreation and social work.

For more information about CABVI, please visit www.cabvi.org and follow CABVI on Facebook and Instagram to keep up on current news.



CABVI has broken ground on a new, 23,000-square-foot vision and wellness center in Utica, slated to open in 2019.



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

Crouse Health partners with Syracuse Community Health Center to encourage student reading.



Excellus BlueCross BlueShield makes \$100,000 in Community Health Awards available to nonprofits in upstate New York. Apply at www.excellusbchs.com/wps/portal/xl/news/company-information/corporate-giving.

Crouse Health Foundation receives \$2,300 from the Women's Fund of Central New York to continue providing education and support for the parents of infants who are cared for in the Baker Regional Neonatal Intensive Care Center.

Hendricks Chapel at **Syracuse University** receives \$1 million gift to launch new "Student Opportunity Fund." **Syracuse University Whitman School** partners with the National Black MBA Association.

Syracuse University announces multi-year tourism partnership among Syracuse Athletics, Destiny USA and onsite Embassy Suites Hotel. **Upstate Medical University** partners with Apple to give patients easy access to health information.

St. Joseph's Health opens \$32 million cardiovascular center.

Barton & Loguidice opens Buffalo-area office.

Milton J. Rubenstein Museum of Science and Technology receives \$5,000 grant for STEM education programming.

The blind and visually impaired get help shopping at **Wegmans** with a new app.

KeyBank donates \$100,000 to Jubilee Homes to support jobs program.

COR Development Company is working on marketplace concept for Iron Pier at the Inner Harbor.

Hercules Candy opens first retail storefront in 70 years; videos drive online sales.



G&C Foods is expanding again, creating 149 jobs in Van Buren.

JADAK broadens machine vision capabilities for improved speed and mechanical precision.

Berkshire Bank named a top charitable contributor.

Sidearm Sports, which runs 1,100 college websites, announces December expansion and relocation to downtown Syracuse.



Fust Charles Chambers LLP is recognized by Accounting Today as one of the 2018 Best Accounting Firms to Work For.

Syracuse Crunch and Tampa Bay Lightning extend affiliation deal.



CXtec®, North America's largest secondary hardware provider, announces plans to Redefine IT Strategy for its customers by offering a complete IT life cycle management program.



Byrne Dairy proposes \$24 million Ultra Dairy expansion, creating at least 20 new jobs.

Quanterion Solutions wins nearly \$32 million Department of Defense contract.

The Centers for St. Camillus to use \$200,000 state grant for capital improvements.

Pathfinder Bank makes significant gift to Oswego Health.



Share Member News with Us!

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

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NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, chaired by Cory LaDuke, Cushman & Wakefield/Pyramid Brokerage Company, Inc. Danielle Mensing, Alzheimer's Association, CNY Chapter, is vice chair.

Dropcopter

DROPCOPTER

Dropcopter has developed technology that allows farmers to pollinate orchards via drones. It completed its patent-pending prototype, and conducted the first ever UAS pollination of orchard crops, boosting crop set by 10 percent.

Adam Fine
The Tech Garden
Syracuse, NY 13202 415-225-2278
www.dropcopter.com

Hotel @ T5, LLC



The Tru By Hilton Syracuse-Camillus is a vibrant, affordable and young-at-heart hotel. Live it up at Tru By Hilton Syracuse-Camillus that is set amid food, shops and fun entertainment at Township 5, all within walking distance. Tru By Hilton is only minutes from the New York State Fairgrounds and amphitheater. The lobby offers board games and a foosball table and outside on our patio, Jenga. Let your inner athlete run free in the state-of-the-art and only of its kind indoor sport court with basketball, soccer, volleyball, lacrosse and pickleball, just to name a few. Tru is the destination of choice with comfy platform beds, 55-inch TVs and "Top It" morning breakfast bar. The Eat And Sip Market offers 24/7 snacks and soda, beer and wine. Affordable travel now comes with unexpected things. Come join us at Tru By Hilton Syracuse-Camillus!

Michelle Quintana
116 Township Blvd.
Camillus, NY 13031 315-314-8676

Pavia Real Estate Services



Expertise, a proven track record and market knowledge are the cornerstones of Pavia Real Estate Services. With offices in New Hartford and Syracuse, Pavia Real Estate specializes in commercial real estate sales and leasing throughout New York and Pennsylvania. By putting Pavia's talents to work and focusing on the company's core strengths and expertise, clients can rely on a professional organization for the optimum result.

Carole Isenecker
151 Northern Concourse
Syracuse, NY 13221 315-736-1555
www.paviarealestate.com

Dominic Pavia
5 Oxford Road
New Hartford, NY 13413 315-736-1555
www.paviarealestate.com

Prevision



Prevision shows the world in detailed 3D and with live motion over city-sized areas from any angle or perspective. Its patented and copyrighted software shows patterns of behavior such as traffic, crime and suspicious crowds.

Greg Walker
225 Wilkinson St. #202
Syracuse, NY 13204 907-322-4084

Quantifly



Quantifly simplifies and reduces the costs of parking and traffic studies through the unification of unmanned aerial systems, machine vision and analytics by eliminating human error, mitigating safety risks and centralizing harvested data.

Zachary Halberd
The Tech Garden
Syracuse, NY 13202 315 671-1235
www.quantifly.io

Renovus Solar

As the largest solar installation company in Central New York, Renovus has more than 15 years of experience crafting solar solutions that save clients money and enable them to take control of their energy expenses. Solar is simple and affordable, let Renovus share that power with you.

Anthony Escamilla
1520 Trumansburg Road
Ithaca, NY 14850 607-277-1777
www.renovussolar.com

Salt City Coffee

Salt City Coffee exists to be more than a coffee shop. Intentionally near several diverse neighborhoods in Syracuse, Salt City Coffee strives to be the "neighborhood gathering space." Salt City Coffee is focused on its craft of creating excellent coffee, and growing its community presence.

Aaron Metthe
509 W. Onondaga St.
Syracuse, NY 13204 315-888-1138
www.saltcitycoffee.com

SMV Recruiting, LLC

SMV Recruiting LLC is a boutique recruiting firm focused on permanent placements. Stephanie Vavonese, a Syracuse native, launched SMV Recruiting in June 2017 with the goal of becoming strategic partners with companies headquartered locally. Specialties include: accounting, finance, HR, IT and food science.

Stephanie Vavonese
201 E. Jefferson St., Suite 302
Syracuse, NY 13202 315-378-3044
www.smvrecruiting.com

TruWeather Solutions LLC



Truweather is building a service to improve the precision, accuracy and communication of weather intelligence.

Howard Loonan
The Tech Garden
Syracuse, NY 13202 877-878-9847
www.truweathersolutions.com

USPLM



UsPLM is a software company that develops integrated, scalable drone fleet management software for unmanned aerial systems (UAS) operations.

Utpal Roy
The Tech Garden
Syracuse, NY 13202 315-640-9695

Vistex Composites LLC

Casey Hoffman
11 Opus Blvd., Suite B
Schenectady, NY 12306
www.vistexcomposites.com

610-737-8571

Workforce Development Institute (WDI)



The Workforce Development Institute (WDI) is a statewide nonprofit that works to grow and keep good jobs in New York state. WDI uses a range of tools — including ground level information, workforce expertise and funding — to facilitate projects that build skills and strengthen employers' ability to hire and promote workers. WDI's work often fills gaps not covered by other organizations and is accomplished through partnerships and collaborations with businesses, unions, other nonprofits, educational institutions and government.

David Goodness
731 James St., Suite 310
Syracuse, NY 13203

315-426-1383

MEMBER MILESTONES

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

60 YEARS

US Small Business Administration

55 YEARS

Le Moyne College

35 YEARS

Cobblestone Square Apartments LLC
Genesis II Hair Replacement Studio

30 YEARS

Sandler Training

25 YEARS

City Electric Co., Inc.

15 YEARS

AnCor, Inc.

Answer Syracuse - A Division of Finger Lakes
Business Services

Beardsley Architects + Engineers

Cameron Group, LLC

Citizens Bank - NY

Critical Link

Falk Precision, Inc.

Hawthorne Property Services, LLC

Law Office of Bernhard Molldrem

Mullen Industrial Handling Corp.

PADCARE, Inc.

RHS Holdings, LLC

Roma Tile Co., Inc.

Russo Produce Co., Inc.

The Community Preservation Corp.

10 YEARS

Clean Communities of CNY

South Side Innovation Center

5 YEARS

1000 Islands Harbor Hotel

Gaber Marketing Studios, LLC

Geronimo Energy

Highland Patient Transport

National Fire Adjustment Co., Inc.

Saab Defense and Security USA, LLC

Strategic Accounting Outsource Solutions,
CPAs, PLLC

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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.



Elderwood at Liverpool is recognized for renovations to its facility at 4800 Bear Road in Liverpool.



ICHOR Therapeutics Inc. is recognized for its purchase of a new building at 2521 Route 11 in LaFayette to expand its operations and for future hiring.



Edge Strength and Conditioning celebrates its relocation to 225 Wilkinson St. in Syracuse.



Fashion Rescue 911 Boutique, 52 Oswego St. in Baldwinsville, opens its new business.



Dewitt Fit Body Boot Camp holds a grand opening celebration at 3455 Erie Blvd. E. in Dewitt.



Syracuse Kung Fu has recently opened at 344 S. Warren St. in downtown Syracuse.



Nave Law Firm celebrates its grand opening at the Foundry Building, 432 N. Franklin St. in Syracuse.



Tru Hilton, in Township 5, Camillus, celebrates the grand opening of its new hotel.

CENTERSTATE CEO NAMED NO. 12 BEST PLACE TO WORK

CenterState CEO is pleased to announce it recently ranked No. 12 on the 2018 CNY's Best Places to Work among companies with 25-100 employees. The recognition is from BizEventz and The Business Journal News Network in partnership with Research & Marketing Strategies (RMS) Inc.

CenterState CEO was recognized with other top Central New York companies and organizations at a ceremony at Drumlins Country Club.

See the complete list of winners at <https://goo.gl/M4511b>.



Nancy Premo (center), CenterState CEO's vice president of human resources, accepts the CNY's Best Places to Work award from Joe Covertino, Jr., president, CH Insurance, and Sandy Baker, vice president of corporate development, RMS.



A collage of the most widely used words by CenterState CEO employees to describe the organization.

EVENTS

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

2018 Economic Champions Luncheon

Tuesday, October 30

Noon to 1:30 p.m.

The Oncenter

800 S. State St., Syracuse, NY 13202

Register at

www.centerstateceo.com/events

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

Join CenterState CEO to celebrate the region's outstanding businesses and organizations as Economic Champions!

Keynote Speaker:

Jeremy Garelick

Writer, Director, Producer;
Founder and President
American High

Member cost: \$60 per person;
\$600 per table of 10

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How to Drive Better Media Coverage for Your Business, October 4

8:00 a.m. registration & networking; 8:30 to 10 a.m. program

Mower (formerly Eric Mower + Associates), 211 W. Jefferson St., Syracuse

Learn how to drive stronger media coverage for your business and events.

Gain a better understanding of how to connect with local journalists to

increase the quality of your media coverage across traditional and social media platforms. Panelists include: Danielle Gerhart, Bankers Healthcare Group; Stephanie Crockett, Mower; Jeff Kulikowsky, LocalSYR, NewsChannel 9 WSyr; and John Lammers, Advance Media New York. Moderator is Michael Meath, S.I. Newhouse School of Public Communications at Syracuse University.

Cost: \$15 for members; \$20 for non-members.

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Speed Networking, October 17

8 to 10 a.m.

TERACAI, 217 Lawrence Road E., North Syracuse

Bring your business cards and be prepared to engage in small group dialogue

while building relationships with other CenterState CEO members. There is

time for informal networking and sharing your one- to two-minute "pitch."

Continental breakfast provided by Salt City Coffee. Space is limited. Please

pre-register.

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

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Syracuse Tomorrow's 2018 Meet the Candidates Reception, October 17

5 to 7 p.m.

Upstairs at the Dinosaur, 246 W. Willow St., Syracuse

Meet and mingle with business leaders and invited candidates running for

the U.S. House of Representatives, NYS Senate and Assembly, Onondaga

County Sheriff and a Syracuse Common Council at-large seat. Additional

invited guests include representatives from the region at the local, state and federal levels.

Cost: \$25 for members; \$40 for non-members.



CNYIBA Members Luncheon, Exporters' Horror Stories, October 26

Noon to 1:30 p.m.

The Century Club, 480 James St., Syracuse

Seasoned exporters will share horror stories of exporting challenges

and how they overcame them. The many accounts of overcoming

adversity in the export world include: shipments lost at sea, payment

issues, travel issues, paperwork snarls, negotiation surprises, eating / drinking new food on trips, etc.

Do you have an exporting horror story to share? Members can contact Steven King at info@cnyiba.net.

Cost: \$25 per CNYIBA member; includes lunch.



Shifting the Mindset to Build an Inclusive Workplace, November 2

8 to 9:30 a.m.

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

Tupperware CEO Rick Goings will discuss how he helped create an

inclusive workforce for Tupperware. Attendees will learn how to create

workplaces that are more diverse and gender inclusive, how cultivating

confidence for diverse populations can break down barriers to economic

opportunity, and how confidence can impact success, as well as create

better families, communities, and businesses.

Cost: \$50 for members; \$60 for non-members.

IN PARTNERSHIP WITH



How Integrated Population Health Management Strategies Can Save your Business Money, November 8

8:30 to 10 a.m.

The Tech Garden, 235 Harrison St., Syracuse

This roundtable will define Population Health Management and

showcase how a synchronized approach can save money and increase

quality of care.

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

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Save The
Date



November 19

F Shed,
CNY Regional Market

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GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

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

Speed Networking, **November 7**

8:30 to 10 a.m.

Location TBA

Bring your business cards and be prepared to engage in small group dialogue while building relationships with other chamber members. There is time for informal networking and sharing your one- to two-minute "pitch." Please pre-register.

Cost: \$10 for members, \$20 for non-members.

SAVE THE DATE

2018 Holiday Social, **December 11**

5 to 8 p.m.

The Eis House, Mexico

Details TBA.



JOURNEY TO SPECTACULAR SOUTH AFRICA

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



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

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