

CNY REGIONAL COUNCIL RECOMMENDS 37 PROJECTS

2



FAA Extension, Safety and Security Act of 2016 is Good News for Central New York

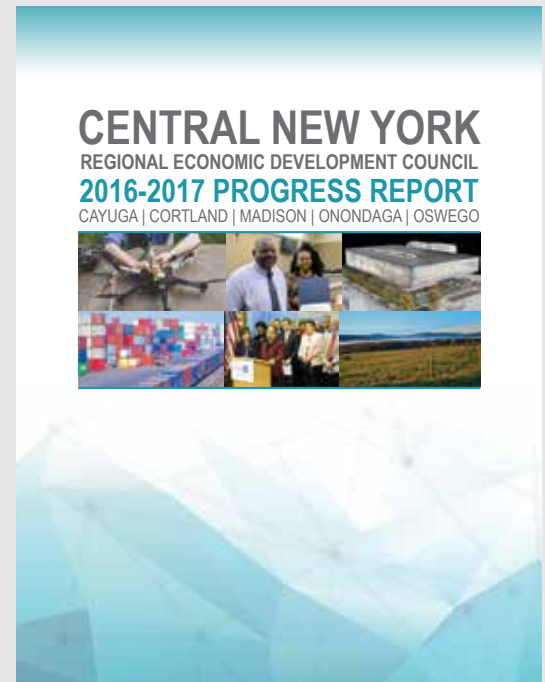
The Central New York Regional Economic Development Council (CNYREDC) has submitted its sixth progress report and regional revitalization plan update to New York state.

The progress report outlines the success that the CNYREDC has created during the past five years, which laid the groundwork for a successful Upstate Revitalization Initiative (URI) proposal last year. The CNYREDC's plan, "CNY Rising" was awarded \$500 million as part of the state's URI competition, creating a significant opportunity to alter the region's economic trajectory.

In this sixth round of the Regional Economic Development Council competition, the CNYREDC has recommended 37 priority projects to advance the region's growth objectives. These projects represent a total proposed state investment of more than \$24 million, leveraging \$191.5 million in private and other funding for total project expenses of more than \$215.7 million, and a five-year total payroll of more than \$59 million. Collectively, they support the creation of 408 new jobs, 1,638 indirect jobs, the retention of 352 existing jobs and leverage a return on invest of 10.73 to 1.

These priority projects build on the impact already created in past rounds. **Over the past five rounds and URI process, Central New York has been awarded \$844 million in state support and investment, more than any other region in the state.** The council has a track record of collaborating with local economic development organizations and partnership with the business community to leverage those dollars to implement projects and strategies for regional growth. Since year one, 126 projects have leveraged more than \$1.5 billion in private investment.

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GENIUS NY Deadline is October 16

13



Travel to Canada or Peru or Both!

14



CenterState CEO Events

Economic Champions Luncheon

Thursday, October 20

Nicholas J. Pirro Convention Center at Oncenter
800 S. State St., Syracuse



Keynote Speaker:

Wiley Cerilli

Co-founder & Co-CEO of Good Uncle

Community Visionary Award, sponsored by Wegmans, presented to St. Joseph's Hospital Health Center. See pages 3 and 14 for details.

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GOVERNMENT RELATIONS



FAA Extension, Safety and Security Act of 2016 is Good News for Central New York

President Barack Obama recently signed into law Federal Aviation Administration reauthorization legislation, which extends the authorization of the UAS Test Sites, including the New York/Massachusetts/Michigan site at Griffiss International Airport, through September 30,

2019. The future role of the test sites is mentioned in the act and will be a part of the new required annual updates in the five-year unmanned systems road map the FAA must create.

The bill also included provisions related to Unmanned Traffic Management (UTM), which directly ties to one of the key strategies contained in the Central New York Upstate Revitalization Initiative (URI).

Elements important to the region include:

- UTM is now officially a program of record.
- The FAA is directed to come up with a plan to integrate UTM into the nation’s air traffic management systems.
- The agency must publish a UTM plan by January 15, 2017.
- The FAA must coordinate with NASA to continue development

of a research plan for UTM development and deployment.

- The plan must assess interoperability of a UTM system with existing and potential future ATM systems and processes.

UTM is a critical element of unmanned aerial systems, the next wave of aviation technology. The 2016 UTM Convention is being held in Syracuse, November 8 to 10. For information on the conference, visit www.utm2016.com. For more information on the unmanned systems portion of the Central New York URI plan “CNY Rising,” visit <http://tinyurl.com/jk9y8c6>

Another potential opportunity for the NUAIR Alliance is the \$6 million appropriated from the Airport and Airway Trust fund to establish a pilot program for airspace hazard mitigation at airports and other critical infrastructure using UAS detection systems. This is in close alignment with the New York state funded range instrumentation and data management center now operational at Griffiss. These installations feature technology from local firms including SRC, Inc., Saab-Sensis Corp., Gryphon Sensors and AX Enterprize, Inc.

CNY REGIONAL COUNCIL RECOMMENDS 37 PROJECTS continued from front page

The submitted report also highlights progress that has been made on state and regional priorities and investments in key initiatives:

- Significant steps taken to establish a hub for unmanned aerial systems firms and innovation;
- Continued development of Syracuse University’s National Veteran’s Resource Center;
- Funding of the Syracuse Promise College Collaborative, a one-of-a-kind partnership with the Say Yes to Education effort;
- Vast public engagement and discussion around Consensus, the Commission to modernize local government;
- The selection of the city of Oswego as Central New York’s Recipient for the downtown revitalization initiative.

“Central New York is truly a community on the rise. The investment prospectus put forth to the state with CNY Rising is

fundamentally engrained in Central New York’s core strengths, and challenges the status quo that has hindered progress in the past,” said Robert Simpson, president of CenterState CEO and co-chair of the CNYREDC. “We believe our success to date in this process is rooted in identifying strong and realistic projects and offering the state a compelling return on investment in terms of jobs created and capital invested. More importantly, the region’s strategies tackle head-on the most pernicious economic challenges it faces – unsustainable levels of urban and rural poverty and a level of economic segregation that threatens the very fabric of our community. As we continue to implement this plan, the data-driven process and community-created vision will ensure that our bold aspirations for an even more prosperous future can be realized by all of our region’s residents.”

FEATURED STORIES:

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Nationally Recognized Search and Rescue Competition at Griffiss Awards \$100,000	4
GENIUS NY Deadline is October 16.	5
Canada’s Winter Wonderland, 10 to 16	13
Peru: Ancient Land of Mysteries, February 11 to 20	13

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CenterState CEO's 2016 ECONOMIC CHAMPIONS LUNCHEON

Celebrating Business Beginnings

Thursday, October 20, 2016

11:30 Registration | 12:00 to 1:30 Luncheon & Program
Nicholas J. Pirro Convention Center at Oncenter, 800 S. State St., Syracuse

Register by October 13, 2016: www.centerstateceo.com/events

Or contact, Lisa Metot at (315) 470-1870 or lmotot@centerstateceo.com



KEYNOTE SPEAKER:

Wiley Cerilli

Co-founder & Co-CEO of Good Uncle

Wiley has been named a "Top 10 People to Watch" by Crain's. His latest venture, Good Uncle, seeks "to give people access to crave-worthy food no matter where they live." Through local kitchens and delivery fleets, Good Uncle links smaller communities (like Syracuse) to carefully curated menu items from some of the world's most iconic restaurants and acclaimed chefs. He is the former CEO and founder of Single Platform, which sold to Constant Contact for more than \$100M.



ANNUAL RECOGNITION OF COMPANIES THAT:

- Started a Business
- Added employees
- Expanded or relocated due to growth
- Invested capital expenditures
- Were awarded state or national recognition



COMMUNITY VISIONARY AWARD:

Presented to St. Joseph's Hospital Health Center

CenterState CEO's Community Visionary award is given to a person, company or association which embodies the vision of economic opportunity, and which has had a significant impact on community prosperity.

Sponsored by *Wegmans*

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570 WSYR
Now on 106.9FM

NATIONALLY RECOGNIZED SEARCH AND RESCUE COMPETITION AT GRIFFISS AWARDS \$100,000

Two industry-leading companies, Ford and DJI, joined the United Nations Development Program to host a competition at Griffiss International Airport in Rome to develop groundbreaking search-and-rescue technology. Ten teams from universities and research groups came to Central New York and the Mohawk Valley to compete in a simulated disaster scenario using technology that could someday save lives.

The competition placed some of the world's smartest groups of developers against each other using a DJI Software Development Kit (SDK). DJI, the largest manufacturer of unmanned aerial vehicles, chose Griffiss International Airport to host the finals of its annual software development challenge. In the final stages of the competition, teams wrote programs to autonomously launch unmanned vehicles from a moving Ford pickup truck and guide them through a simulated disaster site to identify victims and then return back to the vehicle. The winning team, Autero from San Rafael, California, beat nine other finalists to claim the \$100,000 prize.



A DJI Matrice 100 autonomously launches from the bed of a moving Ford pickup truck on its way to a simulated disaster site during the 2016 Developer Challenge at Griffiss International Airport in Rome.

Special thanks to Novelis, Inc. for sponsoring a networking reception during the event.

This lifesaving competition adds to a growing number of nationally recognized unmanned aircraft events happening in Central New York. The 2016 UTM Convention being held in November at the Oncenter in Syracuse will bring UTM leaders together from the Federal Aviation Administration (FAA), NASA and international air navigation service providers (ANSPs) to explain how they are collaborating to rework the global airspace.

The NUAIR Alliance is a New York-based nonprofit coalition of more than 100 partners and manages the Griffiss International Airport, FAA-authorized, Unmanned Aircraft Systems Test Site in New York, Massachusetts and Michigan. Visit www.nuairalliance.org to learn how it is leading the next generation of aviation.

Be part of the next era of aviation.
Join us at UTM Convention 2016!
 Syracuse, November 8-10, the only event focusing on UAS Traffic Management (UTM).

- Exclusive NASA briefings on the results of UTM technical capabilities level (TCL) 2 demonstrations
- Discussions on best practices regarding local, regional and international UTM strategies
- Latest updates from the community on NUSTAR (National UAS Standardized Testing & Rating)
- Participate in the UTM 2016 Sense & Avoid Challenge
- FREE Registration for government employees

Hear the latest from leaders at NASA, FAA, government agencies, ANSPs, academia, and industry.



Dr. Parimal Kopardekar, NASA



Marke "Hoot" Gibson, FAA



Lisa Ellman, Hogan Lovells LLP



For more information, visit UTM2016.com
[#UTMConvention](https://twitter.com/UTMConvention)



Born at The Tech Garden, Density Continues to Expand

With roots at CenterState CEO's Tech Garden (TTG) in downtown Syracuse, Density, Inc., a company that helps businesses count and track customers, now has a business presence in San Francisco, New York City and Washington, D.C. Part of the original team remains at The Tech Garden but the company's recent success has allowed it to expand to cities across the country.

Density incorporated in 2014 and is now 18 employees strong. It boasts \$4 million in Series A funding led by UpFront Ventures, of Los Angeles, and continues to be a strong Tech Garden partner. The team is active in TTG events and takes advantage of TTG's involvement in the New York State Hot Spot program.

Founded in 2011 in TTG's Student Sandbox program as Rounded, the company experimented with its product and business plan several times. Rounded was originally focused on the design and development of custom software systems for B2B customers. As it developed its product, founders Andrew Farah, Ben Redfield, Brian Weinreich, Rob Grazioli and Steven VonDeak regularly took advantage of events, discussions, programs and investment-seeking opportunities offered by TTG staff and speakers.

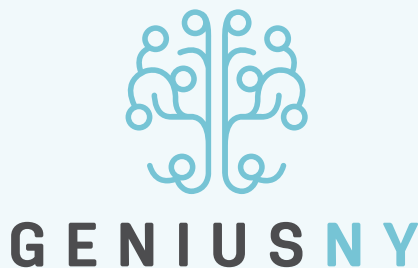
With the aid of these resources and through tinkering and innovation, the founders identified an idea that held the most promise: a device and software that allows businesses to count people and collect data. The data can be used in web-based applications for analysis and an API (Application Programming Interface) to distribute the resulting intelligence. The technology offers a myriad potential applications, from allowing merchants to track customer traffic to creating efficiencies in emergency rooms.

Learn more at www.density.io.



Density, the invention, is a people counter and API product developed by Density, the company.

Deadline to Apply is October 16!



The world's largest accelerator of unmanned systems. GENIUS NY will award three grand prizes of \$1 million, \$600,000 and \$400,000 to companies focused on unmanned systems, data-to-decision applications and IoT with opportunities for follow-on funding. The program also provides a \$10,000 per month company stipend, housing allowances and a powerful mentorship network to each competitor.

EXPRESS APPLICATION: Apply now at bit.ly/geniusny
OPPORTUNITIES TO APPLY:

Welcoming competitors within the unmanned systems, data-to-decisions and the Internet of Things (IoT) industries.

Questions about applying? Contact Jon Parry at jparry@thetechgarden.com. Want to get involved as a mentor or speaker? Reach out to Traci Geisler at tgeisler@thetechgarden.com.

BUY LOCAL BASH

NOVEMBER 21 | 5–9 p.m.
F-Shed @ CNY Regional Market

Take part in SyracuseFirst's 7th Annual Buy Local Bash! Purchase your tickets, become a vendor or a sponsor at: buylocalbash.syracusefirst.org

#BuyLocalBash



BLB_ADV_2016CCEO

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.



The Brae Loch Inn, 5 Albany St. in Cazenovia, celebrates its 70th anniversary.



Kris-Tech Wire celebrates a move to its new facility located at 80 Otis St. in Rome.

Grand Openings

Davidson Ford, of Clay, 3690 Route 31, Liverpool
Cell Phones for Less, Destiny USA

Tompkins Trust Company, 6872 E. Genesee St., Fayetteville
Painting With a Twist Syracuse, NY – DeWitt, DeWitt Town Center, 3179 Erie Blvd. E.

Showcasing Downtown as a Retail Destination

Walton Street in Armory Square was transformed into an 80-foot runway last month for the seventh annual presentation of Syracuse Style – a showcase of the latest in fashion and accessories for men, women and children. The Downtown Committee partners with Syracuse Fashion Week to organize the event, which features fashions from dozens of dazzling downtown retailers and attracts more than 1,000 attendees.

Thank you participating retailers and salons!

Accents of Armory Square	Modern Pop Culture
Bounce	New York Optometric
DressCode 202	Projex214
Eureka Crafts	Showoff's Boutique
Indie Kids	The Changing Room
Ish Guitars	Vintage Love
Kenn Kushner Designs	Ashley Hansen's Beauty Nation
Koolakian's Menswear	Industry
Midnight Sun	Marisa's Fortress of Beauty



Dressed to the K-9's Fashion Show

For the first time in the history of Syracuse Fall Fashion Week, paws hit the runway. Dozens of dogs walked the catwalk in Perseverance Park, showing off the latest styles in the pet world. In some cases, owners and handlers matched their attire.



Great Stories Begin Downtown

Look out for the Downtown Committee's new TV commercials! The "Great Stories Begin Downtown" campaign continues with a glimpse into the lives of downtown's residents, business owners, employees and friends of downtown. Visit: <http://tinyurl.com/znl2fz>

Syracuse Selected as One of 50 Invest Health Cities

A team of Syracuse community organizations, led by the Downtown Committee of Syracuse, has been selected as one of 50 teams out of 170 applicants to join an innovative, national program to improve health in low-income neighborhoods. It's part of the new Invest Health initiative, by the Reinvestment Fund and the Robert Wood Johnson Foundation. Invest Health gives leaders from mid-size American cities the opportunity to work together to develop strategies that help low-income communities thrive.

The award includes a \$60,000 grant and the opportunity to participate in a vibrant learning community of cities carrying out efforts toward improved health. Syracuse's team will explore a broad range of ideas, incorporating additional community partners to catalog existing resources and investigate opportunities to increase access to healthy food within downtown.

The Syracuse Invest Health team includes representatives from the grant applicant, the Downtown Committee; the City of Syracuse Department of Neighborhood and Business Development; Upstate Medical University; Onondaga County Health Department's Bureau of Health Promotion & Disease Prevention; and Cooperative Federal, a certified community development credit union.

INVEST HEALTH Strategies for Healthier Cities

A Project of the Robert Wood Johnson Foundation and Reinvestment Fund

Robert Wood Johnson Foundation

REINVESTMENT FUND

CEO Presents Breakfast Stories

8-9:30 am | Holiday Inn Liverpool
ALL NEW BIENNIAL SPEAKER SERIES

SAVE THE DATE! Nov. 16
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COST: \$30 members
\$45 non-members

includes continental breakfast!

CENTERSTATE CEO MEMBER DISCOUNTS

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

Armory5

324 W. Water St. Suite 120
Syracuse, NY 13202
315-329-5200

www.armory5.com

Armory5's IT services include strategic planning, outsourced CIO, consulting, managed services, IT infrastructure and centralized support through the help desk. Armory5 also offers business consulting and digital marketing services including content marketing, website CMS, SMO, social media management and SEO assistance.

Discount: CenterState CEO and SyracuseFirst members will have the \$600 set up fee waived when they sign a new digital marketing contract by November 30.

Syracuse International Film Festival

5655 Thompson Road
DeWitt, NY 13214
315-671-2188

www.filminsyracuse.com

The annual Syracuse International Film Festival will take place October 19 to 23 at 10 venues throughout the Syracuse area. The festival will celebrate films with a special emphasis on music and sports this year. Visit the website for additional information and sign up for the online newsletter for updates and special offers.

Discount: CenterState CEO members receive 25 percent off any pass purchase by entering CEO16 at online checkout. Offer expires October 20.

SkinLaze

4939 Brittonfield Parkway, Building B, Suite 211
East Syracuse, NY 13057
315-670-4303

www.skinlaze.com

SkinLaze is Central New York's Trusted Leader in SkinCare and Laser Hair Removal. An experienced facial plastic surgeon physician owner supervises the SkinLaze team, which allows the company to recruit the industry's most elite team of technicians in Upstate New York. Skincare and laser aesthetic consultations are always free.

Discount: CenterState CEO members receive \$50 off any service and \$10 off any product. Can be combined with other offers. Offer expires December 31.

Lipo Spa

4939 Brittonfield Parkway, Building B, Suite 211
East Syracuse, NY 13057
315-670-4303

www.skinlaze.com

Lipo Spa is your partner in weight loss and non-surgical fat reduction. The No. 1 reason why thousands of clients choose Lipo Spa is the proven system that includes scientifically sound products and leading FDA cleared technology. The Lipo Spa team is here to support you and guide you through your custom transformation.

Discount: CenterState CEO members receive \$50 off any Lipo Spa package. Can be combined with other offers. Offer expires December 31.

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

MEMBER ESSENTIALS



The Onondaga County Resource Recovery Agency (OCRRA)

announced Ms. Dereth Glance as its new executive director.



Miami-based investment firm acquires majority interest in **CABLExpress Corp.**, which does business as CXtec and TERACAI.

Bond, Shoeneck & King places its name on top of One Lincoln Center in downtown Syracuse.

Lockheed Martin lands \$12.5 million order for U.S. Army radar components.

Cameron Group, developer of the Township 5 shopping center in Camillus, announces plans for a 90-room hotel by Hilton.

The National Security Agency and the Department of Homeland Security name **Mohawk Valley Community College** a National Center of Academic Excellence in Cyber Defense Two-Year Education.



Destiny USA continues construction on 209-room hotel across the street from the shopping mall. The Wall Street Journal features **Destiny USA** in an article about how more malls are offering entertainment options to keep customers longer. Home furnishings store At Home will open at **Destiny USA** this month.

Community theater **The Central New York Playhouse** announces its 11-show schedule for 2017.



Mackenzie Hughes law firm announces plans to move its offices to the Galleries office tower.

Avalon Document Services announces it will team up with Southeastern Document Services to add a market presence in Florida.

Circare introduced as new brand for Onondaga Case Management Services.



Galaxy Communications buys Long Island events company.

OBG, formerly known as O'Brien & Gere, acquires Penta Engineering, an industrial engineering company based in Charlotte, North Carolina.

Cornell University celebrates its Africana Center's history during homecoming weekend.

Owner of **United Auto Supply** plans to redevelop former site of the Coyne laundry plant on Cortland Avenue.

Gilbane Building Company wins two awards for its work on the Lakeview Amphitheater project.



Photo courtesy: SMG Oncenter

Study by J.D. Power ranks **Wegmans** pharmacy second best in the nation for satisfaction among brick and mortar supermarkets.



Share Member News with Us!

Do you know of a CenterState CEO member company that has celebrated a recent achievement,

experienced growth, added jobs or won a prestigious award? Submit your member news at www.centerstateceo.com/add-member-news or share your stories with us at

membernews@centerstateceo.com

MEMBER MILESTONES

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

45 YEARS

Onondaga Flooring, Inc.

40 YEARS

Diamond Roofing Co., Inc.

35 YEARS

Syracuse New Times and Family Times

20 YEARS

Fairfield Inn by Marriott Syracuse/Liverpool/Clay
Syracuse Design Group, LLC

15 YEARS

Efficient Technologies, Inc.

Heid's of Liverpool

Pinckney Hugo Group

SWK Technologies, Inc.

10 YEARS

Franklin Properties, LLC

Madison County Industrial Development Agency

SUNY Syracuse Educational Opportunity Center

Step One Creative

Sutton Investing Corporation

5 YEARS

Adjacent

Atlantic Testing Laboratories Limited

The Central New York Playhouse

Covey Computer Software, Inc.

JADAK

Pall Corporation, Finger Lakes Center of Excellence

Such Chaos

CENTERSTATE CEO ECONOMIC CHAMPION

Wireless Business Group

The Wireless Business Group (WBG) is a cellular-consulting firm helping companies manage their wireless services. Celebrating its 11th year in business, WBG continues to grow from an employee- and customer-base perspective. The company recently added a full-time member of its analyst team and has expanded its customer base to include clients in Alabama, Arkansas, Florida, Georgia, Ohio, Illinois, Minnesota, Tennessee, Texas, West Virginia and Wisconsin.

From policy development, to monthly bill reviews, to device support – WBG’s goal is threefold: 1) to reduce the administrative time and expense that companies spend managing their mobile environment 2) to monitor the carriers’ rate and promotional offerings – providing customers with proactive information 3) to provide professional insight into an industry that is evolving on a daily basis.

The company has saved its client base approximately \$1.77 million in wireless expenses in the last year, as well as nearly 4,500 man hours managing their wireless accounts during the same time frame. WBG also facilitated a new wireless initiative at Cornell University that reduced the school’s average cost per user by more than 50 percent.

WBG is consistently looking for opportunities to improve its customer-offerings and for ways to expand. The company also proudly supports charitable events. Learn more at www.wirelessbusinessgroup.com.

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



WBG is located at 1620 Burnet Ave. in Syracuse.

VISIT SYRACUSE www.visitsyracuse.com



Destinations of New York Centers on Syracuse

Central New York took center stage as more than 100 tourism professionals from around the world made their way to the region for the 31st Annual Destinations of New York event. Visit Syracuse partnered with Destinations of New York, I Love New York and the Central New York region to promote tourism to the area. The statewide and international campaign kicked off with four separate familiarization (FAM) bus tours of the region with 50 motorcoach/tour operators, international receptive operators and international buyers from the United Kingdom, Ireland and China. It concluded with an all-inclusive Group Travel Show and Seminar Program at the Nicholas J. Pirro Convention Center at Oncenter with more than 50 travel industry exhibitors participating from convention and visitors bureaus, hotels, resorts and attractions from throughout the East Coast.

The Destinations of New York event is held in a different location each year to help promote the region’s assets to participating tour operators who bring busloads of tourists on vacation.

The Destination’s Group Travel Show & Seminar is a unique group tour promotion to match tourism buyers with sellers. It has organized and operated more than 30 group tour programs, promoting group travel since 1981, throughout the 11 tourism regions of New York state. It is an “invitation only” show and not open to the general public.

Destinations Marketing Association International

Members of the Visit Syracuse team David Holder, Tracey Burkey and Carol Eaton hosted the New York State Destination Marketing Association International’s (DMAI) Quarterly Meeting in Syracuse in September.



Tourism partners from across the state pose at the new Marriott Syracuse Downtown, formerly the Hotel Syracuse.

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



Please join Eastwood Litho in celebrating its 70th year in business. We would like to thank all of our loyal customers for helping us to get to this milestone. Thank you.



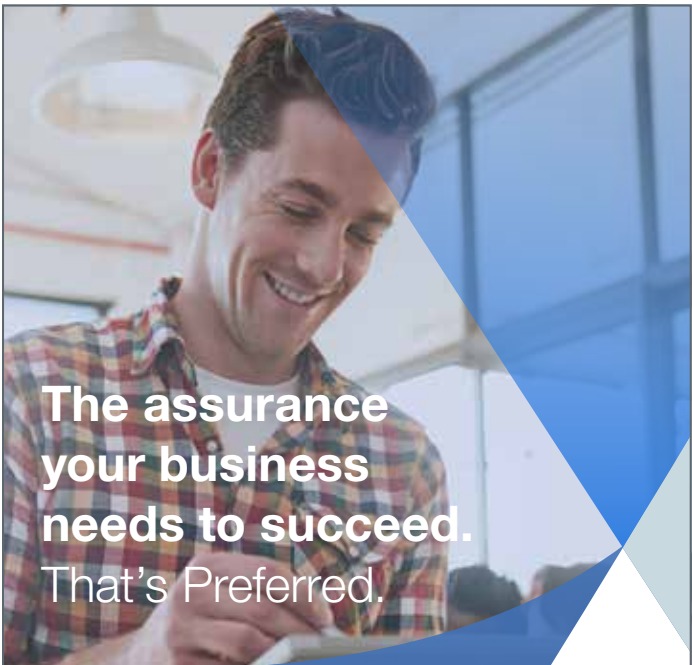
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NEW PARTNERS

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

AceTrust Solutions

Commercial and residential property maintenance; rental properties, properties for sale; vacant unit-make ready execution. Evaluation and preparation of space for new move-in. Repair drywall, painting, tile, flooring, deep cleaning, remodeling, ground keeping, mowing grass, raking leaves, pressure washing, handyman services.

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145 Naymik Drive
Chittenango, NY 13037 315-401-0052
www.acetrustsolutions.com

Boys & Girls Clubs of Syracuse

Since 1892, the Boys & Girls Clubs of Syracuse has provided the community's youth with many life-altering programs aimed at helping them become responsible citizens. Serving more than 1,200 youth at four locations and two school-based sites, the Boys & Girls Club offers kids a safe environment, with programs proven to have a positive impact on their lives. Through programs, the Boys & Girls Clubs of Syracuse enables youth to reach their full potential as healthy, productive adults by engaging and enabling them to learn powerful life skills. The club promises kids a great future by keeping them safe and off the streets and by giving them opportunities to change their lives.

Derrick Dorsey
2100 E. Fayette St.
Syracuse, NY 13224 315-472-6714
www.bgcsyracuse.org

Craftsman Inn



Located in Central New York just 15 minutes from downtown Syracuse in the village of Fayetteville, this warm and gracious full-service Syracuse hotel is close to Syracuse University, Le Moyne College and Carrier Circle. Nearby shopping centers, restaurants, golf courses and the exciting Turning Stone Resort and Casino, as well as the scenic Finger Lakes Wine Country and the Adirondack Mountains are just a short drive from the hotel.

Heidi Hackett
7300 E. Genesee St.
Fayetteville, NY 13066 315-637-8000
www.craftsmaninn.com

Cumulus Media



Cumulus Media Syracuse is broadcasting company home of WNTQ 93Q, WAQX 95X, WXTL The Rebel 105.9 FM, and The Score 1260 AM. These four local radio stations combine and deliver more than 250,000 Central New York listeners each week. As well as radio, Cumulus provides event marketing solutions and digital platforms: On demand and on the go! All stations provide unique content podcasts and streaming for appointment listening. Biggest microphones coupled with the area's biggest events and digital and social audiences, makes Cumulus Media the premier marketing and broadcasting company in CNY.

Beth Coughlin
1064 James St.
Syracuse, NY 13203 315-472-0200

Ed & Ed Business Technology

Ed & Ed sells and services copiers, printers, postage meters, mailing equipment and managed print services. Serving the Central New York and the Capital District since 1977.

Joseph Madden
4919 State Route 233
Westmoreland, NY 13490 315-853-4111
www.edanded.com

Hampton Inn & Suites Cazenovia



Our brand new Hampton Inn & Suites Cazenovia is nestled in the picturesque countryside of Cazenovia. The hotel and conference center sit at the entry to this quaint village with superb dining and shopping, historic architecture and beautiful Cazenovia Lake. We are close to Cazenovia College, Morrisville State College and Colgate University. Whether you stay for business, a family celebration, winery visit or are just passing through you will feel right at home.

Mary Piston
25 Lakers Lane
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At Nunn's Home Medical Equipment, find affordable quality solutions for all of your home healthcare needs. Nunn's offers a full range of medical equipment and supplies with superior quality guaranteed by knowledgeable and capable staff. Regardless of where your journey takes you; school, work or play, we promise that with the right products, nothing will slow you down. Let Nunn's help you rediscover the confidence that comes with independence!

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Nicole Ginsburg
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Remedy Intelligent Staffing



Remedy Intelligent Staffing is a locally owned and operated contingent workforce provider, a franchise of the largest industrial/manufacturing staffing provider in the United States. With a local network of 14 offices, Remedy focuses on meeting the short and long-term recruitment goals of clients by using proven, comprehensive applicant sourcing and screening methods to attract and engage top talent in the manufacturing sector.

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CANADA'S WINTER WONDERLAND NOVEMBER 10 TO 16

Embark on a winter journey to Canada for your next adventure. Highlights include Jasper, choice of a snowshoe trek or ice walk, Icefields Parkway, Lake Louise and Banff. You'll stay at two of the region's most incredible, historic hotels – the Fairmont Château Lake Louise, a Victorian-style lodge, and The Fairmont Banff Springs, or "Castle in the Mountains."

Eight meals and an authentic "First Nations" dinner in Jasper are included. Warm up by the fire while you sip hot cocoa and roast marshmallows in Banff after your horse-drawn sleigh ride. Per-person rates are \$3,059 (double) and \$3,559 (single). AAA members receive an additional \$50 off per person. For more information contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com.



The Fairmont Chateau Lake Louise, a Victorian-style lodge in Canada.

PERU: ANCIENT LAND OF MYSTERIES FEBRUARY 11 TO 20

Discover one of South America's treasures on an exciting trip to Peru. Highlights include Lima, San Francisco Monastery, Cuzco, Sacred Valley of the Incas, Pisac Market, Ollantaytambo Ruins, Machu Picchu, a culinary demonstration, Lake Titicaca and Uros Floating Islands. Fourteen meals and an authentic Pachamanca dinner in Cuzco are included. Per-person rates are \$4,849 double and \$5,549 single. AAA members receive an additional \$50 off per person. For more information contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com.



Visit some of the world's most ancient ruins on a trip to Peru in early 2017.

EVENTS

CenterState CEO's 2016 Economic Champions Luncheon Celebrating Business Beginnings

Thursday, October 20

11:30 a.m. Registration; 12 to 1 p.m. Program
Convention Center, 800 S. State St., Syracuse

Register by October 13 at
www.centerstateceo.com/events

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

Recognizing economic champions for their contributions to the region's growth.



Keynote Speaker:
Wiley Cerilli
Co-founder &
Co-CEO of Good Uncle

Community Visionary Award presented to
St. Joseph's Hospital Health Center

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Cost: \$55 for CenterState CEO members / \$550 for a table; \$65 for non-members / \$650 for a table.

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Register online at www.centerstateceo.com/events

Meet the Candidates, October 4

4:30 to 6:30 p.m.

Dinosaur Bar-B-Que, 246 W. Willow St., Syracuse

Meet and mingle with business leaders and other candidates for office in this year's election. Presented by Progressive Expert Consulting, Inc.

Cost: \$25 for CenterState CEO members; \$40 for non-members. Nonprofit members may attend for free. Political contributions to Syracuse Tomorrow are not tax deductible. Contact Kathy Hallahan at 315-470-1948 or khallahan@centerstateceo.com.



Speed Networking, October 5

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

TERACAI, 217 Lawrence Road E., North Syracuse

Bring your business cards and engage in small group dialogue while building relationships with other CenterState CEO members. There is time for informal networking and sharing your one- to two-minute "pitch." Space is limited.

Please pre-register. Breakfast provided by Peppino's Catering. Cost: \$15 for CenterState CEO members; \$25 for non-members. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



2Young2Retire - Redefining Retirement for Boomers, October 13

8:30 to 9:30 a.m.

ONEGROUP, 706 N. Clinton St., Syracuse

Examine the changing nature of retirement and its impact on individuals and employers. Explore how those aged 50+ can plan now to develop a clear vision for purposeful and satisfying post-career options. Presented by Leslie Rose McDonald, a seasoned executive, career coach and certified Retirement Options Coach (and Boomer herself!).

Cost: \$15 for CenterState CEO members; \$25 for non-members. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



What Makes An Emergent Leader?, October 27

8:30 to 10:30 a.m.

The Tech Garden, 235 Harrison St., Syracuse

Explore the five fundamentals of an Emergent Leader: leadership presence, communicating clearly, leadership agility, building teams and driving performance. Presented by Productivity Leadership Systems, LLC.

Cost: \$49 for CenterState CEO members; \$69 for non-members. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



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8 - 10

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Bar-B-Que,
November 16

21
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for our upcoming events!



Event Date:
October 6



Event Date:
October 11



Event Date:
October 20



Event Date:
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Since the start of the program in 2009, over 200 upstate New York manufacturers have received incentives to undertake "lean manufacturing" projects designed to increase productivity and improve competitiveness in the market.

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