

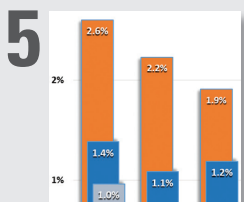
GENIUS NY 2020 FINALISTS SELECTED; CEO'S TECH GARDEN TO EXPAND



New Diversity & Inclusion Events to Launch in 2020



50-Mile Unmanned Traffic Management (UTM) Corridor Completed



Syracuse Jobs Growth Increases, Outperforms Other Upstate Metros in 2019



CenterState CEO Events

The latest GENIUS NY finalists are about to join the growing Tech Garden. As part of the innovation ecosystem's continued growth, the five finalists in the program's fourth round will move into The Tech Garden this month to compete in the largest business accelerator competition for the UAS industry in the world. The startup drone and internet of things (IoT) companies will be awarded a total of \$3 million in direct investment, including a grand prize of \$1 million and four \$500,000 awards. The companies were selected from a highly competitive pool of more than 400 submissions for the year-long program.



The Tech Garden's expansion will include increased visibility and street-scape enhancements; anchor Syracuse's City Center Innovation Hub, a core component of the Syracuse Surge strategy; and act as the gateway to Warren Street's "Innovation Alley." Rendering courtesy of QPK Design, LLP.

The successful GENIUS NY accelerator is part of the growing world-class programming offered at The Tech Garden. To accommodate the evolving innovation ecosystem and growing demand from startups in the region, **CenterState CEO's Tech Garden has announced a two-story, 46,000-square-foot expansion, made possible in part by a \$12.5 million commitment from Empire State Development** that will add incubation and acceleration space for the more than 100 member companies the incubator serves on a daily basis. The expansion will also provide innovation space known as the UAS Drone Zone, a critical landing area for unmanned aircraft systems (UAS) companies attracted to the region's UAS ecosystem. Renovations are expected to be completed in March 2021.

"The state's unparalleled investment in GENIUS NY has enabled us to create the world's leading accelerator program for the UAS industry," said Rick Clonan, vice president of innovation and entrepreneurship at

continued on page 2

Economic Forecast Breakfast

Wednesday, January 22 | 8 a.m.

The Oncenter, 800 S. State St., Syracuse

Featuring Keynote Speaker: Gary Keith, Chief Economist, M&T Bank

See page 22 for details.

Register at www.centerstateceo.com/events

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TECH GARDEN TO EXPAND continued from front page

CenterState CEO. “Now, through the state’s new investment in the physical expansion of The Tech Garden, we can further enhance our support of the high-quality companies we’ve attracted to the region through new programs, resources and additional startup space.”

Five previous GENIUS NY startups, AutoModality, Cividrone, Fotokite, OmniMesh and TruWeather Solutions, continue their significant growth and have raised more than \$10 million in additional private investment. This follow-on funding validates GENIUS NY’s investments in UAS technologies and startups during the last three years, and demonstrates the program’s ongoing success in Central New York.

Dropcopter, a GENIUS NY 2018 finalist, recently won \$500,000 at New York State’s Grow-NY Food and Agriculture competition.

To date, GENIUS NY has awarded more than \$9 million to 17 startups. www.geniusny.com.


SAVE THE DATES

Business After Hours Presents

GENIUS NY Finalists
January 30

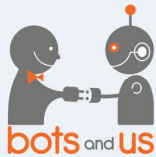
GENIUS NY Finals Night
April 22

See page 22 for details.



GENIUS NY

GENIUS NY 4.0 Finalists



BotsandUs (United Kingdom): BotsandUs automates customer service and operations tasks across the retail, hospitality and travel sectors with a fleet of fully autonomous robots that work with employees to serve more customers, as well as capture real-time data. They provide a full-stack solution of hardware, software, support and data manipulation.



DroneSeed (Seattle, Washington): DroneSeed exists to make reforestation scalable and make a dent in carbon emissions. Using drone swarms, DroneSeed plants trees at a rate that is six times more efficient than manual labor planting. Their process decreases the response time to reforest and increases the total acres of reforestation that can be done per year by simplifying the supply chain.



Eget Liber (Syracuse, New York): Eget Liber uses an autonomous, semi-submersible remotely operated underwater vehicle (ROV), to mitigate the life cycle of cyanobacterium, also known as blue-green algae, in freshwater lakes. The ROV is designed to receive command coordinates from an aerial drone, which is configured to identify algae blooms via spectral analysis.



Geopipe (New York, New York): Geopipe creates instant, immersive virtual copies of real cities for gaming, simulation and architecture. Their machine-learning algorithms generate 3D maps and models with every tree, building, road and window labeled and realistically reproduced. The images are then licensed monthly, annually or via revenue sharing.



SKYYNETWORK

Skyy Network (Australia): Skyy Network’s Flight Information Management System uses an open source data exchange network built on blockchain that allows UAS service suppliers and air navigation service providers to share and verify safety critical airspace data to allow drones to operate beyond visual line of sight (BVLOS).

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NEW DIVERSITY & INCLUSION EVENTS TO LAUNCH IN 2020

The benefits of having a diverse and inclusive workforce have been well documented. Diverse workforces have been shown to be more productive, innovative, agile and achieve better business outcomes. As part of its own Diversity and Inclusion Policy, CenterState CEO is committed to maintaining a workforce that reflects the diversity of the communities it serves and seeks to establish itself as a leader and resource in diversity and inclusion for the business community.

CenterState CEO's Generation Next and Good Life CNY initiatives, announced late last year, were created to support members' efforts to recruit talent from an array of backgrounds to Syracuse. As CEO improves its ability to attract diverse professionals to the region, it must also empower its members to create competitive workplaces that welcome and embrace workforce diversity.

In 2020, CenterState CEO's Economic Inclusion team is launching new programming dedicated to helping members assess and advance diversity and inclusion strategies within their businesses. On February 27, "Business After Hours with Generation Next" extends an opportunity to network with members of Generation Next and learn new tools and programs to help organizations. On March 26, CEO will host a luncheon and panel discussion featuring diverse women in business leadership. Guests will discuss their experiences navigating power structures and how they achieved success.

These programs will present meaningful professional development opportunities and create spaces to have important conversations about how embracing workforce diversity can help make Central New York a vibrant, globally connected and welcoming place where businesses thrive and people prosper.

To attend a program or learn more about diversity and inclusion initiatives, contact Dr. Juhanna Rogers at jr Rogers@centerstateceo.com.



Generation Next kicked off in August at a planning meeting hosted in Pioneer Companies' State Tower Building.

Talent Connect is a resource for hiring managers and job seekers to connect on job opportunities in Central New York.

- ♥ Talent Connect lists open positions from CNY companies.
- ♥ Job seekers can search for and review opportunities.
- ♥ They can also join a talent network to share basic information about their experiences and career interests, providing employers additional insight.



GO TO: CAREERS.GOODLIFECNY.COM



Companies interested posting jobs to the site or connecting with job seekers in the talent network should contact CenterState CEO Chief of Staff Ben Sio at 315-470-1838 or bsio@centerstateceo.com.



50-MILE UNMANNED TRAFFIC MANAGEMENT (UTM) CORRIDOR COMPLETED

The first-in-the-nation UTM corridor, which runs from Central New York to the Mohawk Valley and is the most advanced drone testing corridor in the nation, is now operational. With the infrastructure now in place, GENIUS NY finalists and companies from around the world can test UAS platforms and UTM technologies in real-world settings, generating data that will inform the industry and regulators, taking the industry one step closer to the safe and routine commercial use of drones.



This announcement follows news that the FAA awarded CenterState CEO partner NUAIR and the NY UAS Test Site at Griffiss International Airport the authority to fly craft beyond line of site (BVLOS) in a portion of the corridor — a critical achievement in the effort to make Central New York and the Mohawk Valley the hub of UAS operations and innovations in the U.S.



Mike Hertzendorf Named NUAIR President and CEO

NUAIR has named Mike Hertzendorf as its new president and CEO. Hertzendorf previously served as NUAIR's interim CEO, and since 2018, as its chief of staff.

In this role, Hertzendorf continues to lead the advancement of New York's 50-mile unmanned aircraft systems (UAS) corridor, creating a fiscally responsible business structure and enhancing NUAIR's services. Additionally, he is responsible for managing the organization's strategy development process and the execution of supporting fiscal, business development, outreach and communications plans enabling a targeted approach for growth and revenue generation. Hertzendorf also executes operations and development for the organization, and identifies key areas of growth and new partnerships.



CEO PARTNER LAUNCHES MEDICAL DEVICE INNOVATION CHALLENGE JANUARY 1

The Central New York Biotech Accelerator (CNYBAC), part of SUNY Upstate Medical University, has announced the latest round of the Medical Device Innovation Challenge. Applications will be accepted until May 31 at www.cnybac.com.



The challenge is an annual event to help new businesses offering biotechnology products and services an opportunity to secure six months of free work space, intensive mentorship, as well as access to SUNY's research partners, clinical experts and core facilities. Selected participants gain targeted resource assistance and networking opportunities. These can be key services to help new business ventures accelerate their new product development, business plans and the chance to interact with individuals experienced in new business development.

MDIC participants can also access these additional resources:

- Concept to Commercialization Boot Camp
- NEXT Innovation Conference
- Student Engineering Capstone Design Programs
- MDIC Pitch event
- Network Expansion, Exhibit Opportunities and Competitions

The CNYBAC is a strategic partner of CenterState CEO in the mission of creating new business enterprises and entrepreneurs. CEO was an advocate for the creation of the CNYBAC, which now houses more than a dozen tenants in various stages of development. The CNYBAC has the unique asset of wet laboratory space to support the growth of biotechnology businesses.

SYRACUSE JOBS GROWTH INCREASES, OUTPERFORMS OTHER UPSTATE METROS IN 2019

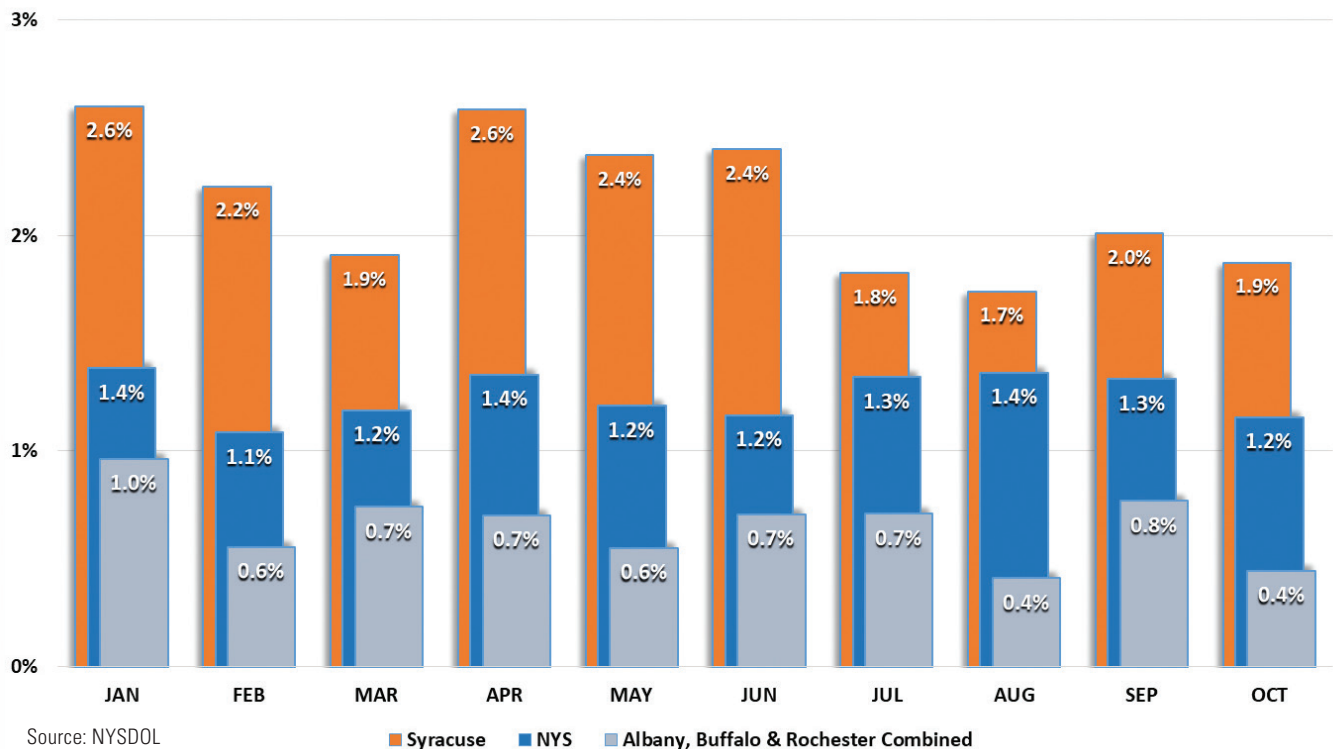
During 2019, the Syracuse metropolitan area underwent job growth that consistently outperformed other major metro areas in New York state. Monthly gains in jobs over the previous year averaged almost three and a half times the percent job growth in the combined metros of Albany, Buffalo and Rochester. And in May, August and October, the percent increase was four times larger in Syracuse than in those metros.

Each month the New York State Department of Labor estimates year-over-year job growth throughout the state. This estimate shows the health of job growth compared to the previous year in the same region. For most months in 2019, levels of jobs growth in Syracuse were higher than in Buffalo, Albany or Rochester.

This job growth is seen across diverse industries. From Q1 2018 to Q1 2019, the Syracuse MSA saw the most job growth in the health care industry, with an increase of 1,732 jobs, followed by educational services with 1,438 jobs. Manufacturing added 801 jobs, while transportation and warehousing grew by 475 (Source: QCEW).

Many of the businesses that are driving this growth were recognized at CenterState CEO's Economic Champions Luncheon last fall, including a record 326 companies for their collective hiring of more than 3,200 employees.

Monthly Job Growth (Year Over Year)



Byrne Dairy, Inc. added 250 new jobs in 2019.



SUNY Upstate Medical University added 313 jobs last year.



Startup Night Includes Pitches, Updates and GENIUS NY 2020 Finalists Reveal

The Tech Garden held its first annual Startup Night and Holiday Party that included announcing the GENIUS NY 2020 finalists (see cover story); member updates from 20 startups; facility tours; networking; and a 2019 Tech Garden review. More than 100 people attended the inaugural event.

Members that presented included teams from the GENIUS NY and The Clean Tech Center accelerators, including Adam Fine, Dropcopter; Kristin Mannion, The Alvina Group; Brian Stroom, Vermeer; Chuck Storman, Acumen Detection; Greg Walker, PreVision; Josh Jensen, Blurpop; Jon Byrd, EagleHawk; Joe Dunaway, Knifehand Nutrition; Seth Major, Hestia; Paul Mutolo, Standard Hydrogen; Saïf-Deen Akanni, Sentient Blue; Peter Burr, The Mall App; Rachel Rosen, WexEnergy; Jon Thies, SkyOp; John Mansfield, 5R; Robi Banerjee, Moxi; Don Berchhoff, TruWeather Solutions; Liav Muler, Civdrone; and James Morrison, Edison Innovative Power.

Rick Clonan, VP of innovation and entrepreneurship for CenterState CEO, updated attendees on The Tech Garden's 2019 accomplishments, which included welcoming 26 news members, hosting more than 60 events, building a new Hardware Center for light-assembly manufacturing, and announcing plans to expand the build with the addition of two new floors.

The Tech Garden plans to hold more open houses and member updates throughout the year. To learn more, visit www.thetechgarden.com.



Josh Jensen with Blurpop pitches his company during Startup Night at The Tech Garden.

Density Featured on Made in Central New York on News Channel 9

Tech Garden member, Density, was recently featured on News Channel 9's Made in Central New York. The startup moved its manufacturing center from Texas to The Tech Garden's new Hardware Center early last year. Density designs and manufactures devices that accurately and anonymously count people. This helps companies improve how buildings and spaces are used, and increases facility security. More than 50 million people were counted by Density's devices in just the past six months.



Students Visit GENIUS NY Startups

GENIUS NY teams at The Tech Garden recently presented their companies to high school students from Syracuse P-TECH, a specialized high school housed at the Public Service Leadership Academy at Fowler that offers programs of study in Remotely Piloted Aircraft Systems and Computer Information Systems.

More than 25 students were in attendance, the largest P-Tech group to visit to date. Students flew drones with assistance from SkyOp, a GENIUS NY '17 finalist that offers drone training courseware, test prep and flight training for drones. SkyOp recently signed a contract to make its customizable Drone Training Curriculum available to local school districts through the New York Boards of Cooperative Educational Services (BOCES).

Students also had the opportunity to talk in small groups with the following teams: Sentient Blue (GENIUS '19), Fotokite (GENIUS '18), Civdrone (GENIUS '19), OmniMesh (GENIUS '17), and UsPLM (GENIUS '18). These teams are located at The Tech Garden and continue to grow their businesses in Syracuse.



Dropcopter Wins \$500,000 at Grow-NY Food and Agriculture Business Competition

Dropcopter, a Tech Garden member and GENIUS NY '18 team, recently placed second at New York state's inaugural Grow-NY competition, which focuses on growing an enduring food and agriculture innovation cluster in Central New York, the Finger Lakes and the Southern Tier regions of New York state. Dropcopter pollinates orchards via drones and in 2018 was the first in the world to pollinate apples autonomously using drones. To learn more about Dropcopter visit, www.dropcopter.com.



CENTERSTATE CEO ECONOMIC CHAMPION

The Speach Family Candy Shoppe

The Speach Family Candy Shoppe is celebrating 100 years in business in 2020 with a series of events to celebrate the milestone anniversary. Since 1920, Speach Candy has been family owned and operated and continues to satisfy CNY's sweet tooth. Speach manufactures many signature chocolates, including chocolate-covered potato chips and chocolate truffles. In addition to those local favorites, Speach Candy will re-create and invent 100 products throughout the next 12 months.

To prepare for this year-long celebration of new products and marketing, Speach Family Candy Shoppe has hired four new employees to help in packaging, delivering and shipping its unique products. Speach is also pleased to be the local fulfiller for FruitBouquets.com and Shari's Berries, winning national recognition as a top performer for 2019.

Speach Family Candy Shoppe is also launching a "10 Decades of Giving Event." Starting this month, Speach will partner with 10 local nonprofits. The organizations will each have an exclusive product created for them, and they will receive 100% of the profit generated from the item all year long. The organizations will also be the exclusive non-profit for that month and receive a portion of all profits in-store, online and at off-site sales.

Partner nonprofits for 2020 are: January: Cystic Fibrosis Foundation – CNY Chapter; February: Gigi's Playhouse Syracuse; March: Rescue Mission Alliance of Syracuse; April: Front Row Players, Inc.; May: Hospice of CNY and Hospice of the Finger Lakes; June: ACR Health; July: Joseph's House for Women; August: Vera House, Inc.; September: Misfit's Animal Rescue and Sanctuary; and October: Father Champlin's Guardian Angel Society.

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.



The Speach Family Candy Shoppe celebrates 100 years in business in 2020 with a series of events that benefit local nonprofit organizations.



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MEMBER ESSENTIALS

Molina Healthcare expands across upstate.

Feldmeier Equipment Co. to buy Empire Farm Brewery in Cazenovia.

Wegmans tops list of best places to work by Great Place to Work and Fortune magazine. **Wegmans** opens 101st store in Brooklyn.

Turning Stone Casino ranked among top 10 in U.S. outside of Las Vegas. **Oneida Indian Nation** to expand Point Place Casino in Madison County. **Oneida Indian Nation** announces multimillion dollar dining, slot facility for Sylvan Beach. **Oneida Indian Nation** plans big expansion at Yellow Brick Road Casino.



The city, Onondaga County, **Syracuse University's iSchool** and Microsoft partner on "smart cities" hub.



Oswego Health is the only outpatient surgery center in Oswego County to offer robotics-assisted knee arthroplasty using the NAVIO Surgical System™.

Oswego Health Foundation gala raises more than \$90,000 to improve health care in Oswego County.

Watkins Glen International extends partnership with Go Bowling as entitlement sponsor for Sunday NASCAR cup series.

Cadaret Grant is moving Syracuse headquarters to AXA Towers.

Terakeet was recognized as one of the "Best Entrepreneurial Companies in America" by Entrepreneur Magazine. Mark Kennedy is appointed **Terakeet** president.



RMS ranked one of the top 10 largest patient-satisfaction measurement firms in the nation by Modern Healthcare.

St. Joseph's Health was awarded an 'A' in the fall 2019 Leapfrog Hospital Safety Grade, a national distinction. **St. Joseph's Health** has achieved the prestigious international Baby-Friendly designation conducted by Baby-Friendly USA. **St. Joseph's Health** hires former NJ hospital president as chief operating officer. **St. Joseph's Health** formally opens new Camillus Medical Center.

Le Moyne College launches new doctorate in executive leadership program.

Loretto's PACE-CNY expands and receives national recognition.

PreVision Corp., a GENIUS NY team, wins \$100,000 as the runner-up in the IDEA NY business-accelerator competition.

Barone, Howard & Co., CPAs, P.C., based in New Hartford and Rome, has joined the practice of **Dermody, Burke & Brown, CPAs, LLC**.

M.A. Police Consulting, Inc. has been named to the Top 200 MSSPs (managed security services providers) list for 2019 by MSSP Alert.

The MOST to use \$500,000 state grant for Armory improvements.

KPH Healthcare Services announces the addition of Kinnect, an on-site pharmacy option for community health centers.

SUNY Oswego to use \$1 million SRC donation for endowed professorship in engineering.

Rescue Mission completes project expanding food service and culinary education center.



Photo credit: Revette Studio

SRC wins share of Air Force contract worth up to \$376 million. **SRC** establishes machine intelligence and autonomy center of excellence. **SRC** wins \$1.5 million contract to combat chemical threats against the military. U.S. Air Force awards **SRC** blanket purchase agreement for intelligence mission data support.

Syracuse University and Galaxy Media announce a new video streaming network. **Syracuse University** to use \$7 million Miron donation to connect Dome with Barnes Center. **Syracuse's Whitman School** appoints Meghan Florkowski as new director of WISE Women's Business Center.

Upstate Medical opens LEICA Microsystems Center of Excellence.



The Oneida Indian Nation named Lynn Segars the new general manager of Yellow Brick Road Casino in Chittenango. The **Oneida Indian Nation's** commitment to CNY in 2019 sets new economic records.

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!](mailto:membernews@centerstateceo.com)

MEMBER MILESTONES

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

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King + King Architects LLP

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Piaker & Lyons, CPAs
Robertson-Strong-Apgar Architects, PC
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20 YEARS

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CENTERSTATE CEO CELEBRATES 326 BUSINESSES AS 2019 ECONOMIC CHAMPIONS

CenterState CEO recognized 326 companies as 2019 Economic Champions for their collective hiring of more than 3,200 employees, nearly 1.9 million square feet of expansions and \$760 million in capital investments. A record 95 new businesses were recognized for opening their doors and 56 were highlighted for celebrating a milestone anniversary.

The accomplishments were celebrated at the Economic Champions Luncheon before a sold-out crowd of more than 1,000 CenterState CEO members, community leaders and guests at the Oncenter.

The CenterState CEO Community Visionary Award, sponsored by Wegmans Food & Pharmacy, was presented to Syracuse University for embodying a vision of economic opportunity, and whose work has had a significant impact on community prosperity.

The luncheon also featured a keynote panel of business leaders, which took a closer look at some of the unique stories that exemplify the type of growth celebrated at this event. Special thanks to Marc Jones, founder & CEO, Dreissig Apparel Inc.; Wills Mahoney, co-founder, Plowz & Mowz; and Melissa Zell, president and COO, Pioneer Companies.



Candace Campbell Jackson, senior VP and chief of staff to Chancellor Syverud, Syracuse University, accepts the Community Visionary Award presented by Wegmans. Pictured from left are Evelyn Carter, director of community relations at Wegmans, Jackson, and CenterState CEO President Rob Simpson. Watch the video at <http://bit.ly/38Ek4jU>.



The keynote panelists inspire the crowd with their stories. Watch the video at <http://bit.ly/2PYoUQP>.



Watch CenterState CEO President Rob Simpson's remarks at <http://bit.ly/38ExpJ5>.



To see a complete list of the 2019 Economic Champions, visit <http://bit.ly/2YNW9dh>.



Watch the 2019 Economic Champions video at <http://bit.ly/2PnhdED>.

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CNY POLITICAL LEADERSHIP INSTITUTE 2020, REGISTER NOW

The nonpartisan Central New York Political Leadership Institute (PLI), led by Leadership Greater Syracuse and jointly supported by CenterState CEO and sponsors, and a volunteer advisory team, provides educational programming for individuals interested in learning how to navigate the local election process, how to serve on and manage a campaign, and how to run for local office.

During its 10-year history, dozens of PLI graduates have run for office, are active in the community and hold offices in Central New York. The cost for the program, including all materials and meals, is \$125 and limited scholarships are available.

The 2020 class starts under the bipartisan leadership of Joe Rossi (managing director of Park Strategies and vice chair of the executive committee of the New York State Democratic Committee) and David Knapp (chairman of the Onondaga County Legislature and partner in the Knapp Shute Agency). The eight-session series covers the following topics at weekly evening sessions:

- Class One: **PLI Program Overview**
- Class Two: **Building a Team**
- Class Three: **Fundraising and Campaign Finance**
- Class Four: **How to Get on the Ballot**
- Class Five: **Messaging**
- Class Six: **Social Media / Traditional Media**
- Class Seven: **Get out the Vote**
- Class Eight: **Wrap up and Celebration**

There is a free information session 5:30 to 7 p.m. on January 28 at OneGroup, 706 N. Clinton St., in Syracuse. To make reservations for this session or register for the program, contact Leadership Greater Syracuse at 315-422-5471 or visit www.cnypolitics.org.



Joe Rossi (left), New York State Democratic Committee, and David Knapp, Onondaga County Legislature, are co-chairing the 2020 CNY Political Leadership Institute.

2019 SBA EMERGING LEADERS GRADUATE

Congratulations to the U.S. Small Business Administration 2019 Emerging Leaders program graduates. Small business participants celebrated during a ceremony held at Syracuse University's Martin J. Whitman School of Management.

The Emerging Leaders Initiative provides free entrepreneurship education and training for executives of small, poised-for-growth companies that are potential job creators. This intensive executive entrepreneurship series includes nearly 100 hours of classroom time. It also provides opportunities for small business owners to work with experienced coaches and mentors, attend workshops, and develop connections with their peers, local leaders and the financial community.

The program is a collaboration of the SBA Syracuse District Office with Blackstone LaunchPad; CenterState CEO and The Tech Garden; CNY TDO; City of Syracuse Office of Neighborhood and Business Development; Falcone Center for Entrepreneurship; MACNY; Onondaga County; Onondaga SBDC; SUNY ESF; Syracuse SCORE; Downtown Committee of Syracuse, Inc.; and the WISE Women's Business Center.

Now in its ninth year, 165 Central New York entrepreneurs have completed the program. The SBA's outreach has resulted in entrepreneurial success that generates new jobs, attracts investment and provides a more sustainable economic base.

To learn more, contact emergingleaders@sba.gov or visit www.sba.gov/offices/district/ny/syracuse.



Congratulations U.S. Small Business Administration 2019 Emerging Leaders graduates.

CenterState CEO Member Graduates:

- Ryland Heagerty, Pastabilities
- Terry Horst, Maxian + Horst Landscape Architecture
- Ewelina Zajac-Holdrege, Idea Kraft

LEADERSHIP GREATER SYRACUSE ANNOUNCES CLASS OF 2020

Leadership Greater Syracuse (LGS) announced its 30th class — the LGS Class of 2020.

Each year, LGS selects a new class of about 50 people to participate in its yearlong training program to expose them to key community leaders and organizations and the most important issues facing the community. The program teaches participants about community leadership, empowerment, group dynamics, community opportunities and trends.

LGS was founded by CenterState CEO, Onondaga County, the City of Syracuse and Onondaga Community College. To learn more, visit <http://leadershipgreatersyracuse.org>.



Class of 2020 participants are:

- | | | |
|--|--|---|
| Adelena Bagdasarova, SRC* | Justin Hayward, The Hayner Hoyt Corporation* | Samantha Muldoon, AccessCNY, Inc.* |
| Shelby Baskin, AmeriCU Credit Union* | Lekia Hill, Hueber-Breuer Construction* | William Perrine, C & S Companies* |
| Andrea Bellamy, M & T Bank* | Nathan Holliday, Anchor QEA LLC* | Rebecca Ponza, Syracuse University* |
| Michelle Billington, Bond, Schoeneck & King PLLC* | Lauren Ianuzi, Pinckney Hugo Group* | Erin Rankin, Ramboll* |
| Carol Ann Breier, Community Bank* | Ross Ireland, Empower FCU* | Gina Rapasadi, Rescue Mission* |
| April Brissette, Bankers Healthcare Group* | Gregorio Jimenez, Near Westside Initiative | Grace Rooney, Citizens Bank* |
| Adam Brown, OneGroup* | Kara Jones, CenterState CEO* | Nicholas Shires, Dannible & McKee LLP* |
| Kelly Burton, St. Joseph's Health* | Elizabeth Judge, Visit Syracuse* | Shelley Skellington, RISE |
| Matthew Capogreco, SUNY Upstate Medical University* | Sarah Just, Turning Stone Casino* | Lynnette Sorbello, Dairy Farmers of America* |
| Christopher Channels, Hematology Oncology Associates of CNY* | Joshua Michael King, Masking & Kompany | Christine Stevens, VIP Structures* |
| Sara Conway, Onondaga Community College* | Liam Kirst, City of Syracuse | Christian Sturick, 174th Attack Wing* |
| Georgia Crinnin, Bousquet Holstein PLLC* | Nicholas J. LaFlair, Visions Federal Credit Union* | Jay Subedi, TruCare Connections Inc.* |
| Matthew De Bellas, Kindred Cause Media | Lizette Lewis, Bergmann Associates | Ann Thomas, Liberty Resources* |
| Dashiell Elliott, CNY Community Foundation* | Regina Lozito-Yorton, SUNY Upstate Medical University* | Dakir Thompson, Northeast Information Discovery Inc.* |
| Kwame Fluker, Lockheed Martin* | Edward Marks, Excellus Blue Cross Blue Shield* | Adam Weaver, St. Joseph's Health* |
| Kimberlee Freson, Bristol-Myers Squibb* | Kathryn Molanare, Conference of Local Mental Hygiene Directors | Eric Will III, CBD Companies* |
| Precious Gerald, Excellus Blue Cross Blue Shield* | Donna Moore, Syracuse Northeast Community Center | Ronald Zuccaro, Lockheed Martin* |
| Sheba Graham, Syracuse City School District* | Lauren Morelli, ENV Property & Casualty LLC | |
| Amy Grover, Syracuse Orthopedic Specialists (SOS)* | | |

*= CenterState CEO Member

MEMBERS GRADUATE FROM 2019 EXECUTIVE LEADERSHIP DEVELOPMENT SERIES

Ten members recently graduated from CenterState CEO's 2019 Executive Leadership Development Series. The seven-month program is presented by CEO, with curriculum support from the Columbia College of Missouri - Hancock Field, Syracuse University, Le Moyne College, SUNY Empire State College, TEDCenter at University College, SUNY Oswego and Leadership Greater Syracuse.

The program is designed to help CenterState CEO members reach the next level as an executive or rising manager by enhancing critical thinking, communication and empowerment skills. **Members are encouraged to join the 2020 program. Contact Lisa Metot for additional information at lmotot@centerstateceo.com or visit www.centerstateceo.com.**



Graduates of the program, from left to right are Joe Chevrette, Nascentia Health; Brian Platt, OBG; Sean Reagan, Reagan Companies; Bridget Eustace, CPS Recruitment; Kelly McClain, CenterState CEO; Sara Broadwell, GOFCC; Kyle Morris, SWBR; Sarah Tackabury, Digital Hyve; and Brittany Buffum, Workforce Development Institute. Not pictured is Bria Nicole McLaurin, Syracuse University.

SAVE THESE DATES



16th Serving of Downtown Dining Weeks, February 17 to March 1

Next month, about 40 restaurants will dish out the annual deal of three dinner courses for \$30 or less, and three lunch courses for \$10 or less. Menus from participating restaurants will be posted to www.DowntownSyracuse.com.



Downtown Cleanup for Earth Day, April 25

Join the Downtown Committee to make sure the gateways to downtown Syracuse are clean to welcome spring. Last year, more than 275 volunteers helped give downtown a spring cleaning as part of Earth Day. To participate, send an email to mail@downtownsyracuse.com.



Downtown Living Tour, Saturday, May 16

Downtown Syracuse's residential population has increased 70% in the last 10 years. More than 4,000 people call downtown Syracuse their home – and with more than 800 new units under construction or planned, downtown's population will continue to grow. On Saturday, May 16, the Downtown Committee will open the doors to the newest, finest and most unique examples of urban living. Check www.DowntownSyracuse.com/DowntownLivingTour for updates as planning for the 14th Annual Downtown Living Tour continues.



Downtown Farmers Market, Opening Day: June 9; Continues 7 a.m. to 3 p.m. Every Tuesday through October 13

Rain or shine, mid-June through mid-October, dozens of the region's best farmers and produce dealers set up shop in and around Clinton Square for the Downtown Farmers Market. With recipe cards from the Onondaga County Public Library and cooking demonstrations from the Food Bank of Central New York, the Downtown Farmers Market is also a forum for wellness and healthy living.



Downtown Committee Annual Meeting, June 25, Noon at The Oncenter Ballroom

The Downtown Committee's Annual Meeting is a celebration of the announcements, people and places that have contributed to downtown's growth, diversity and overall vibrancy. Every June, nearly 400 members of the downtown Syracuse community – including property owners, businesses, residents and other stakeholders – convene to reflect on downtown's growth and investment, while looking forward to exciting projects coming in the year ahead. Tickets go on sale in May. The Downtown Committee is also seeking nominations for its annual presentation of the Downtown Awards of Excellence. To nominate an individual or organization that has gone above and beyond in their efforts to serve downtown Syracuse, please email mail@downtownsyracuse.com.



Syracuse Arts & Crafts Festival, 50th Anniversary, July 24, 25, 26

Centered around historic Columbus Circle each July, the Syracuse Arts & Crafts Festival draws more than 50,000 visitors each year. The three-day showcase of the country's most talented artists, craftspeople and entertainers attracts more than 170 national and international artists.



Syracuse Style, September 17

Each September, Walton Street in Armory Square becomes a runway for the Syracuse Style Fashion Show. The Downtown Committee partners with Syracuse Fashion Week to present this stunning event, highlighting retail options found in downtown Syracuse, including apparel boutiques, women's and men's clothing, jewelry, eyewear and accessories.



Downtown Syracuse Employee Appreciation Week, September 21 to 25

The third Employee Appreciation Week encourages the 29,000 people who work in downtown Syracuse to participate in a series of free events, activities and surprises.



Spring & Fall Progress Breakfast, March and October (Dates TBD)

The Progress Breakfast Series – held in March and October – celebrates the forward-thinking that fuels redevelopment in downtown Syracuse. Unique to the series, presenters mingle with attendees in a personal networking setting following the event.

Think Spring & Support Beautification

Flower Baskets: Snow may be falling now, but it's never too early to start "Thinking Spring!" Support the Downtown Syracuse Foundation by sponsoring a flower basket to dress streets throughout downtown Syracuse. Last year, 335 baskets were installed throughout downtown. Each tax-deductible donation of \$50 per basket helps foster a vibrant, thriving downtown. Checks can be mailed to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or at www.DowntownSyracuse.com.



Partners in Planting: Employers that want to engage employees in downtown's revitalization efforts may be interested in supporting the Downtown Committee's Partners in Planting Program, which combines employee engagement with beautification. Participants help transform the landscape through beautification and clean-up efforts. To get involved contact 315-422-8284 or mail@downtownsyracuse.com. For more information, please visit <http://DowntownSyracuse.com>.



That's a Wrap! But There's Much More Action to Come

In 2019, the Syracuse Film Office opened within Visit Syracuse, Inc. The position of Vice President of Film, TV & Entertainment was established, and supported by the sales and marketing efforts of the Visit Syracuse team. This new synergy led to a record-breaking year of seven feature films produced in Central New York, with more than \$25 million in production budgets, up 150% from 2018, leading to an economic impact of more than \$17 million, a 142% increase over 2018.

A new grant from CNY Arts combined with a New York state tax incentive, training programs designed to develop locally based film crews, and a community that stands ready to fulfill an array of on-site production needs have all led to expanded film opportunities on the horizon for 2020. Visit www.visitsyracuse.com/film for more information.



The Visit Syracuse Film Office, with assistance from the Downtown Committee of Syracuse and collaboration from area businesses, saw film activity reach a new level in 2019.



New York City, or Syracuse? Talented set designers created a replica of a subway station in the heart of Armory Square.

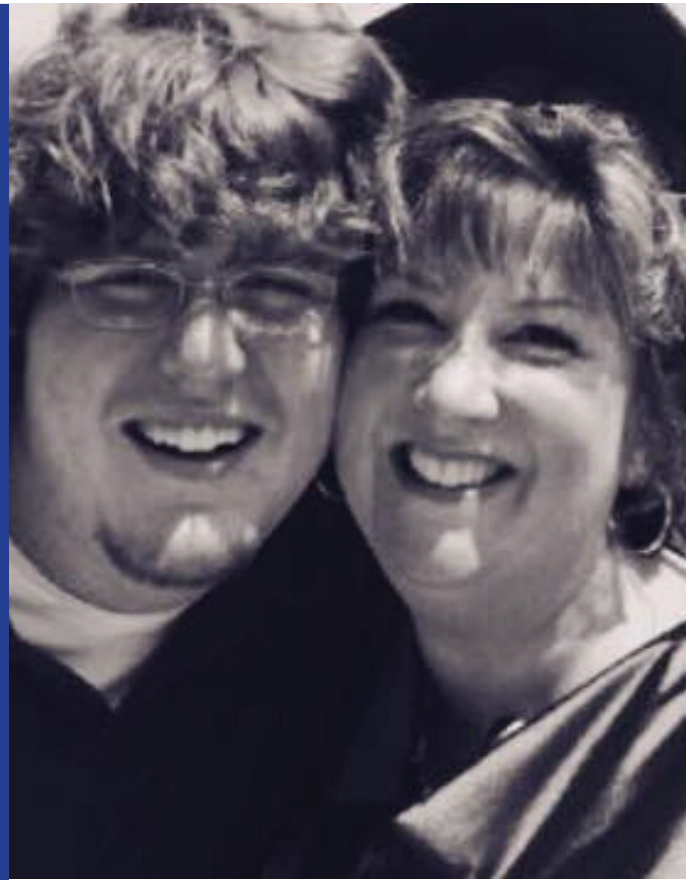
The Visit Syracuse Film Office welcomed a variety of supporters from throughout the community to The Gilded Club, a modern speakeasy in Armory Square, to celebrate a successful 2019 for the area's film industry, while looking forward to a promising 2020.



Sixth Annual

Mark J. Palumbo Memorial Clothing Drive

Honoring
Nancy Premo



Mark John Palumbo, 11/11/92 - 01/27/14
Nancy Premo, 08/02/65 - 11/15/19

Mark lost his life on January 27, 2014, from hypothermia. This drive, started by his mother, Nancy Premo, and continued in her memory, is a **quest to prevent anyone from losing their life from exposure.**

ACCEPTING DONATIONS OF:

COATS - HATS - SCARVES - GLOVES - SWEATERS
BOOTS - WARM SOCKS - FLEECE - SWEATSHIRTS - VESTS



ITEMS WILL BE DONATED TO THE RESCUE MISSION

JAN. 27 TO FEB. 28

6TH ANNUAL MARK J. PALUMBO MEMORIAL CLOTHING DRIVE HONORING NANCY PREMO BEGINS JANUARY 27

For the past five years, CenterState CEO Vice President of Human Resources Nancy L. Premo organized the Mark J. Palumbo Memorial Clothing Drive to honor her son's memory. Mark lost his life January 27, 2014 from hypothermia and each January, she worked with local businesses and partners to collect warm clothing and gear in an effort to help prevent others from losing their lives due to exposure.

Now, following her recent death, Nancy's friends and colleagues at CenterState CEO, in partnership with the Rescue Mission and with the support of her husband, Mark Premo, will continue the important work she started by hosting the sixth annual Mark J. Palumbo Memorial Clothing Drive in her honor.

CEO hopes you'll join us to help make this year's clothing drive the most successful ever. **CenterState CEO will collect winter coats, hats, sweatshirts, gloves, scarfs, sweaters and warm socks January 27 through February 28. All items will be donated to the Rescue Mission. CEO encourages the community to bring their donations to CenterState CEO's office at 115 W. Fayette St., Syracuse or one of the participating locations listed below.**

To sign up your company to be a donation collection location, please contact Jeannine Goodrich, community engagement and donation specialist for the Rescue Mission Alliance, at jeannine.goodrich@rmsyr.org.

Thank you for your support to continue this important work in memory of Mark Palumbo and Nancy Premo.

Participating locations include:

Center State CEO and The Tech Garden*

Beauty and Wellness Spa at Innovations

Bond, Schoeneck & King*

Bousquet Holstein*

C&S Companies*

Carrier Corp.*

Clinton's Ditch Cooperative Co., Inc.*

Cohen, Compagni, Beckman, Appler & Knoll, PLLC

CPS Recruitment*

Finger Lakes Law

Grossman St. Amour*

Hancock Estabrook, LLP*

Liehs & Steigerwald*

Onondaga County Transportation Dept.

Scolaro Fetter Grizanti & McGough, P.C.*

Solvay Bank (10 Locations)*

Toshiba Business Solutions

Town of Clay (Tax Receivers Office)

*CenterState CEO members

CenterState CEO Gives Back

CenterState CEO is proud to lead, support and participate in a number of projects and charitable initiatives in the community each year.

CenterState CEO's staff-led Volunteer Committee organizes at least one opportunity per quarter for employees to volunteer their time and talents, or otherwise give back to organizations and causes through donation drives, service hours or participating on countless nonprofit boards. This year's staff-led holiday giving initiative supported CEO members the CNYSPCA and the McMahon Ryan Child Advocacy Center. Throughout the year, staff has donated more than 500 items to support local nonprofits and individuals in need through volunteer time and contributions.

In 2019, CenterState CEO, its employees and partner organizations supported more than 60 events and activities of over 50 nonprofits and human service, community and arts organizations through staff volunteer time and donations (monetary and gifts/goods), as well as CenterState CEO's charitable donations and sponsorships.

CenterState CEO believes that communities prosper when they all work together. **CEO encourages its members to support one of the community's many nonprofit member organizations working to create greater prosperity in Central New York.**

Visit CEO's member directory at <https://goo.gl/Z5S9tU>.

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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, co-chaired by Rita Marble, Pinnacle Employee Services, and Charles Harkola, Nurse Connection Staffing, Inc.

American Diabetes Association

Kim Smith
160 Allens Creek Road
Rochester, NY 14618 585-458-3040
www.diabetes.org

Blink Fitness Onondaga

JJ Potrikus
4722 Onondaga Blvd.
Syracuse, NY 13219 315-800-5195
www.blinkfitness.com

Blurpop

Mobile app for influencers that want to monetize their videos.
Josh Jensen
17145 Lowe Road
Chaumont, NY 13622 206-948-7917
www.blurpop.com

CirQvation

CirQvation provides entertainment combining the jaw-dropping spectacle of circus with the wit and moxie of vaudeville. From corporate gatherings to fundraisers, CirQvation will make your organization's next big event an unforgettable experience your guests will be talking about for years.
Sora Iriye
2470 State Route 11A
LaFayette, NY 13084 520-370-6605
www.CirQvation.com

CNY Racing



CNY Racing is well known for catering to the local and national running communities with creative apparel, custom designs, unique medals, merchandise, promotional items and event services. CNY Racing also furnishes businesses and schools with apparel and imprinted items, along with online stores and fulfillment.
Joe Woodworth
112 Pickard Drive E.
Syracuse, NY 13211 315-455-2058
www.CNYRacing.com

Creative Florist



Creative Florist offers the finest floral arrangements and gift items, backed by service that is second to none. Creative Florist's award-winning team has been serving the CNY community for more than 40 years. Creative Florist specializes in all your floral needs from weddings and sympathy to corporate functions and corporate gifts and everything in between. Creative Florist's large inventory of fresh flowers, dish gardens and gourmet fruit baskets will provide the perfect item for your special occasion.
Andrew Allen
8217 Oswego Road
Liverpool, NY 13090 315-622-2129
www.creativefloristonline.com

FabOver 40 Health and Fitness

Emily, the Energizer Health Coach can help stressed-out working women stop yo-yo dieting and emotional eating through nutrition education, fitness and stress management to learn to eat without deprivation to have life balance, more energy and feel fabulous.
Emily Hollister
6037 Monopoli Path
Cicero, NY 13039 315-935-3692
www.fabover40healthandfitness.com

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LOOP has developed unique technology for environmental recycling/remanufacture of waste paint.
Gerald Gugger
5019 Worthington Way
Fayetteville, NY 13066 315-569-8528
www.looppaint.com

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Modis operates at the heart of today's technology convergence. Modis believes only cross-domain thinking can unlock true innovation. As a global community of specialists, Modis connects the smartest people with the brightest businesses to face the challenges they need to thrive. Modis focuses on IT, engineering, skilled trades as well as strategic consulting to deliver the best talent and solutions to clients. Contact Modis today to learn more about all offerings.
Andrew Suppes
507 Plum St., Suite 102
Syracuse, NY 13204 315-233-4071
www.modis.com

Oh My Darling

Ryan Benz
321 S. Salina St.
Syracuse, NY 13202 315-290-3330
www.darlingsyr.com

St. Agnes Floral Shop, Inc.



St. Agnes Floral Shop offers the finest floral arrangements and gift items, backed by service that is second to none. St. Agnes' award-winning team has been serving the CNY community for more than 40 years. St. Agnes specializes in all your floral needs from weddings and sympathy to corporate functions and corporate gifts and everything in between. St. Agnes' large inventory of fresh flowers, dish gardens and gourmet fruit baskets will provide the perfect item for your special occasion.
Andrew Allen
2123 South Ave.
Syracuse, NY 13207 315-475-7275
www.stagnesfloral.com

Suburban Taxi and Transportation



Suburban Taxi and Transportation is a professional and experienced transportation provider. Suburban services people in Central New York who are ambulatory or travel via wheelchair. Suburban does Medicaid, private pay, managed care and insurance company trips. With the largest and most diverse fleet in Central New York, Suburban has the flexibility to efficiently meet your needs on a timely basis seven days per week. Call the friendly Suburban team at 315-437-0058 for wheelchair service or 315-434-9999 for taxis.
Thomas Fairhurst
6331 E. Molloy Road
East Syracuse, NY 13057 315-437-0058
www.suburbantransport.com

See additional New Partners listed on page 19

The Reading League



The Reading League's mission is to increase the awareness, understanding and use of evidence-aligned reading instruction in CNY schools and beyond. The organization's mission is inspired by the alarming statistic that the majority of students in CNY are reading below grade level, whether or not the district is facing the challenges of poverty. The Reading League provides professional development for educators including live events, district/school specific training and programming and membership opportunities.

Toni Ann Walsh

103 Wyoming St., second floor
Syracuse, NY 13204

www.thereadingleague.org

315-362-2620

Uber Technologies, Inc.

Hayley Prim
636 W. 28th St.
New York, NY 10001
www.uber.com

631-902-5150

Zelvin Security

Zelvin Security is a cyber security firm specializing in ethical hacking including: penetration testing, application testing and vulnerability assessments. Zelvin's proactive security testing identifies where a malicious attack could occur before a cyber-attack. Then, Zelvin provide practical strategies to reduce risks and the attack surface.

Lisa Atkinson

PO Box 256

Homer, NY 13077

www.zelvin.com

607-758-9427

BUY LOCAL BASH CELEBRATES 10 YEARS

More than 800 people and 100 vendors attended the 10th annual Buy Local Bash, presented by AmeriCU, at the CNY Regional Market to kick off the holiday season. This fun and festive event spreads awareness and support for SyracuseFirst's mission of educating the community about the importance of buying local.

CenterState CEO thanks its Buy Local Bash sponsors: AmeriCU (Presenting Sponsor); Delta Air Lines (Community Champion Sponsor); KMase Productions (Local Music Sponsor); The Lab Creative (Local Agency Sponsor); Peppino's Restaurant & Catering (Bar Sponsor); CH Insurance (Sustainable Business Sponsor); and Galaxy Media/KROCK, WSYR/ News Channel 9 and Syracuse Woman magazine (Media Sponsors).



Buy Local Bash attendees flock to the Nostalgia Chocolates booth.
www.nostalgiachocolates.com



Attendees shop and enjoy unique, locally produced products at the 10th annual Buy Local Bash.

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.



Zonta Club of Syracuse celebrates its 100th anniversary. For more information visit www.Zontadistrict2.org/syracuse.



Rock the Cat Spa celebrates its grand opening at 7744 Frontage Road in Cicero.



The Rescue Mission celebrates its grand opening of the Clarence L. Jordan Food Service and Culinary Education Center at 148 Gifford St. in Syracuse.



RE/MAX is welcomed to its new location in Dewitt at 5788 Widewaters Parkway.



Brackens Financial Solutions Network, LLC is welcomed to its new offices at 333 W. Washington St. in Syracuse.



Planet Fitness of Dewitt had a big crowd for the ribbon cutting at 5859 Bridge St. in East Syracuse.



in-Architects, 239 E. Water St. in Syracuse, celebrates its first anniversary.



ProAct, of 6333 Route 298 in East Syracuse, celebrates its 20th anniversary.

Grand Openings and New Locations:

- AmeriCU**, 4865 W. Seneca Turnpike, Syracuse
- Bloom on Willow**, 313 E. Willow St., Suite 102, Syracuse
- Freedom Commons**, 450 Burt St., Syracuse
- La Patria Café**, 115 Green St., Syracuse
- LEGO Store**, Destiny USA
- Pure Market and Eatery**, 10 E. Genesee St., Auburn

Anniversaries:

- ARISE**, 635 James St., Syracuse, 40th.
- Pediatric Associates, LLP**, 8086 Oswego Road, Liverpool, 10th

Special Events:

- Minorities and Women's Business Economic Empowerment Summit** at Marriott Syracuse Downtown.

TRAVEL THE WORLD WITH CENTERSTATE CEO

Tour Sicily & Malta

CenterState CEO journeys to Sicily and Malta from October 31 to November 12, 2020. Highlights include Palermo, Cefalu, a farm visit, Erice, Agrigento, Taormina, Siracusa, Tas-Sliema, Medina and Valletta. This trip includes roundtrip air from Syracuse Hancock International Airport, air taxes and fees, hotel transfers and 18 meals. Per person rates if booked by May 1, 2020: double \$4,549; single \$5,149; triple \$4,499.



Travelers will enjoy stunning views and historic sites in Sicily and Malta.

Explore Spain & Morocco

CenterState CEO is heading to Spain and Morocco from March 7-19, 2020. Highlights include Madrid, Córdoba, Granada's Royal Chapel, Royal Alcázar of Seville, Paella Demonstration, Flamenco Show, Jerez de la Frontera, Sherry Tasting, Tangier, Chefchaouen, Fes, Meknes, Rabat, Mausoleum of Mohammed V, Marrakech, El Bahia Palace, Koutoubia Mosque, Choice on Tour, Casablanca and Hassan II Mosque. Per person price: double \$4,499, single \$5,349, triple \$4,369.



The city of Seville in Spain is famous for its culture, monuments, traditions and artistic heritage. It is also the birthplace of Flamenco.

EVENTS

CenterState CEO Economic Forecast Breakfast

Wednesday, January 22

7:30 a.m. Registration

8 to 9:30 a.m. Program

The Oncenter, 800 S. State St., Syracuse

Register by January 15 at
www.centerstateceo.com/events

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

Join hundreds of CenterState CEO members, business leaders and executives for the presentation of the region's 2020 Economic Forecast.

Keynote Speaker: Gary Keith, chief economist, M&T Bank, will present an overview of national and state economic trends and their regional impact.

Member cost: \$40 per person; \$400 for a table of 10; \$50 for non-members or \$500 for a table of 10.

After January 15, the cost is \$45 for members or \$450 for a table of 10; \$55 for non-members or \$550 for a table of 10.

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

AIM Presents Lunch & Learn – Exporting, January 16

Noon to 2 p.m.

thINCubator, 326 Broad St., Utica

Learn about resources available to assist regional exporters to go global. Hosted by the Advanced Institute for Manufacturing and the Central New York International Business Alliance. Lunch is included; register by January 10.

Cost: Free. To register, call 315-624-9800.



Business After Hours presents GENIUS NY 2020 Finalists, January 30

5 to 7 p.m.

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

Meet the five new startups selected for GENIUS NY 2020. The technology-based startups from around the world will spend the year in Central New York to grow their companies. Learn more about their exciting new ventures and help welcome them to Syracuse as they make this their new home for growth.

Sponsored by OBG.

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



GENIUS NY

Sandler Strategies and Tactics: Product Knowledge CAN Hurt You!,

February 5

8:30 to 10 a.m.

ONEGROUP, 706 N. Clinton St., Syracuse

Have you ever found yourself doing too much talking during a client meeting? Do you dispense product information too soon? Are YOU getting in the way of engaging in business? Learn strategies and tactics to control your sales process and gather the necessary information to qualify, close and present.

Presented by Sandler Training; hosted by ONEGROUP.

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



Sandler Training

Speed Networking, February 20

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

TERACAI, 217 Lawrence Rd. E., North Syracuse

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

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



Business After Hours with Generation Next, February 27

5 to 7 p.m.

Location TBA

Don't miss your chance network with business leaders and Generation Next. Dr. Juhanna Rogers will discuss CenterState CEO's Diversity & Inclusion initiatives for 2020.

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

SAVE THE DATE: Diversity & Inclusion Luncheon and Panel Discussion, March 26

GENIUS NY Finals Night, April 22

Marriott Syracuse Downtown

Five exciting drone startup companies will pitch their technologies to a panel of judges before a live audience, as they compete for a total of \$3 million in cash prizes, including a \$1 million grand prize and four \$500,000 prizes. The five finalists are developing technologies in the unmanned aerial systems space. Sponsorship opportunities are available. Contact Beth Savicki at 315-470-1800 or bsavicki@centerstateceo.com.

Cost: Free.



GENIUS NY

SAVE THE DATE

GOFCC Annual Meeting presented by Exelon Generation, February 13

12 to 1:30 p.m.

Lake Ontario Event & Conference Center, Oswego



SIGNATURE ACCESS EVENT – ONONDAGA COMMUNITY COLLEGE

CenterState CEO members celebrated the holiday season at Onondaga Community College's on-campus restaurant during a recent Signature Access Event, sponsored by Dannible and McKee. OCC's Stonewalls Restaurant is unique, because it is solely run by students and staff.

Signature Access Events are invitation-only networking events for CenterState CEO Investors, Executive Partners and Corporate Partners — the Syracuse region's leading companies and organizations, and their guests. The events are characterized not by the elite level of invitees, but the privileged-access venues that host the events and the connection these venues have to significant projects or initiatives in the region.

There was lots to celebrate during the evening. Bill Evans, vice president and general manager, NewsChannel 9 WSYR, won a holiday centerpiece from OCC, made by students. Sean Daughton, partner, Dannible & McKee, LLP won four SU basketball tickets, a shirt and socks, and four Syracuse Crunch tickets. Attendees were also treated to Lights on the Lake passes and Christmas cookies made by OCC's culinary students.



CenterState CEO members enjoy hors d'oeuvres and refreshments that were made, catered and served by students from OCC's Hospitality Management School.

GOFCC MEMBERS MAKE NEW CONNECTIONS

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) hosted nearly 100 members for its annual holiday social at Kristen's Kitchen at Battle Island with live entertainment by John McConnell. The holiday social celebrates the season with networking among members, colleagues and neighbors. Several member businesses in attendance, offered additional information to guests: Empower Federal Credit Union, Eastern Shore Associates, KBM Management, H&R Block, Child Advocacy Center of Oswego County and Oswego Industries.



GOFCC staff and members network over food and fun during the holidays.

Rebecca Maitland, of the Hampton Inn Syracuse/Clay, took home the top prize of the evening, which was an overnight at Tailwater Lodge, a bottle of champagne, truffles from Stone's Candy Shop and a handmade ornament from Riverside Artisans.

The Holiday Social would not be possible without its sponsors: Business Sponsors Pathfinder Bank, National Grid, Novelis and SUNY Oswego; Community Sponsor Empower Federal Credit Union; Music Sponsor Attis Biofuels; Supporting Sponsors Oswego Health, KBM Management, Eastern Shore Associates and Mitchell's Speedway Press.

BUSINESS AFTER HOURS – VISIONS FEDERAL CREDIT UNION

More than 50 CenterState CEO members networked while celebrating the holidays with local business leaders at a recent Business After Hours & Member Showcase. Visions Federal Credit Union hosted the event to allow members to meet one another, network and share ideas. The event, like all Business After Hours, is a great opportunity to mix and mingle with fellow Central New York professionals who can benefit from additional networking opportunities and conversations about what makes this region unique and successful. Special thanks to Visions Federal Credit Union, a community-focused nonprofit, for hosting. The event was presented by United Airlines, which donated a pair of tickets to one lucky winner: Joe Hartnett with C&S Companies.



Pictured from left are Kevin Schwab, CenterState CEO vice president; Bare Antolos from United Airlines; and ticket winner Joe Hartnett with C&S Companies. Sarah Parton from Visions Federal Credit Union is at center.



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