

SOUTHWEST BRINGS NEW OPTIONS FOR TRAVELERS, **BENEFITS FOR THE ECONOMY**



Southwest Airlines lands at Syracuse Hancock International Airport this November with three daily flights from its hub at Baltimore-Washington International Airport. The new service starts Nov. 14

with connections to more than 60 cities, just in time for holiday travel and as business travelers are returning to the skies following the pandemic. In addition, Southwest has announced a limited schedule of nonstop flights between Syracuse and Orlando. Nonstop flights to additional cities could be announced in 2022.

While Central New Yorkers will take advantage of Southwest's arrival this fall, **the airline sees Syracuse as an attractive new leisure destination in its network.** "We're continuing to expand our service bringing low fares, flexible policies and world-famous hospitality to more people, making it easier to choose Southwest," said Andrew Watterson, chief commercial officer and executive vice president for Southwest Airlines. "Our latest destination in the Finger Lakes region of Upstate New York not only allows New Yorkers easier access to our growing network but brings the offerings of Upstate New York to our existing customers."

"One of the things that struck me in our conversations with Southwest, and something we can all take pride in, is the growth potential they see here," said CenterState CEO President Rob Simpson. "Initially, Syracuse was viewed primarily as a feed into their network or an 'origin' market. However, after spending some time here, the Southwest team saw all this region has to offer, including the Adirondacks, wine country, world-class fishing and so much more. It was then they recognized Syracuse as a potential 'destination' point on the Southwest map."

Beyond tourism impacts, competitive air service is a vital factor in economic development. Convenient, affordable flights to a variety of destinations attracts firms and helps growth by facilitating face-to-face contact with businesses in other cities. This is why CenterState CEO has focused on air service and worked to help attract new flights.

Expanded air service is also good news for the regional economy. Studies show that increased passenger traffic has a direct impact on jobs, particularly in the service sectors, with every 10% increase in travelers resulting in a 1% increase in service sector employment. The addition of Southwest's three new daily mainline flights and the potential for future service growth could produce a similar impact in Central New York.

The region is fortunate to have an exceptional team at the airport authority, led by Executive Director Jason

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3 The successful recovery of small businesses like yours is key to New York State's future.
Apply for a grant today

State Pandemic Small Businesses Recovery Grant Program, Apply Now

8 GENIUS NY Announces 13 Semi-finalists

GENIUS NY Announces 13 Semi-finalists

10 DB&B
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New Investor Focus

19 CenterState CEO Events: CenterState CEO Summer Golf Tournament, Aug. 17

CenterState CEO Events: CenterState CEO Summer Golf Tournament, Aug. 17

CenterState CEO Summer Golf Tournament

Tuesday, Aug. 17
The Links at Erie Village

Don't miss CenterState CEO's Summer Golf Tournament. Invite your staff, colleagues, vendors or clients for an 18-hole round of Captain and Crew followed by a Steak Bake BBQ.

See details on page 19. Sponsorships are available. Contact Beth Savicki at 315-657-0423 or bsavicki@centerstateceo.com.

Thank You Sponsors!



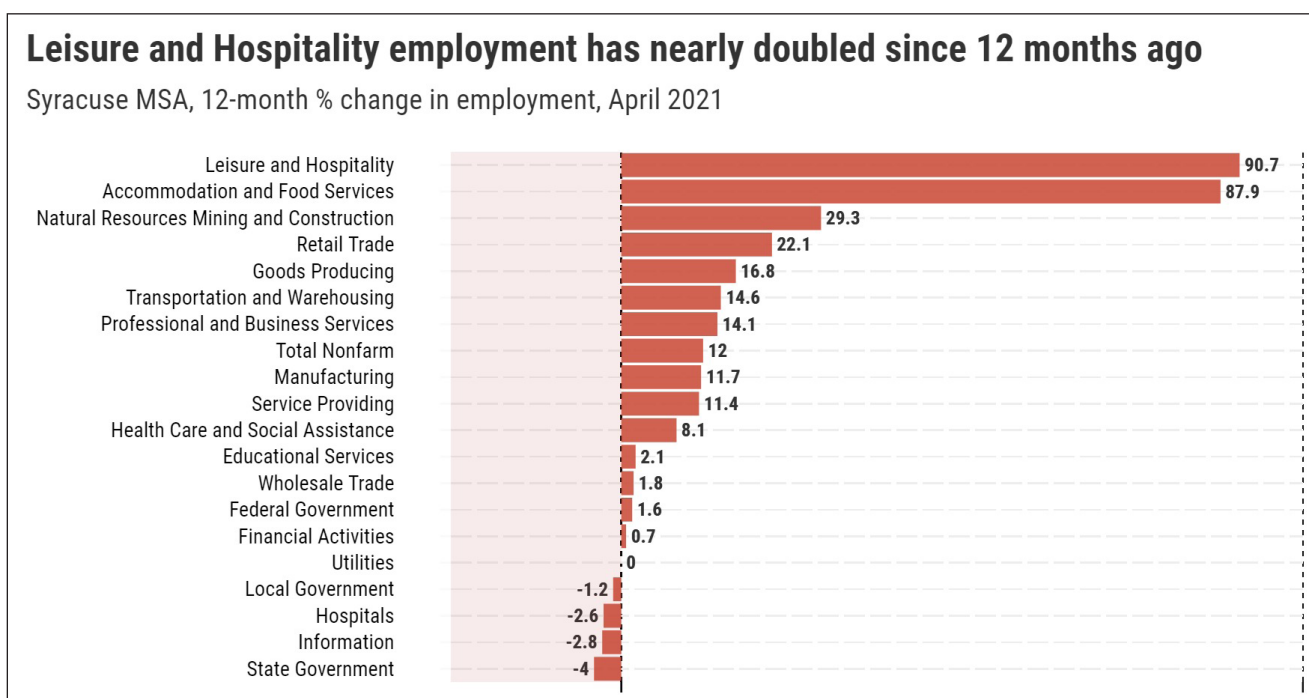
MONTHLY ECONOMIC INSIGHT

The April 2021 jobs report for Syracuse indicated lower rates of unemployment and gains in employment in leisure and hospitality, even as the jobs and labor force recovery slow.

Unemployment fell to post-pandemic lows in both the city of Syracuse and for the broader Syracuse metro region in April. After falling sharply last summer, unemployment rates climbed slightly toward the end of 2020 as COVID-19 infections rose and economic activity slowed. Since February, more people in the workforce have found jobs as unemployment rates in the city have fallen to 7.6%, and rates for the broader metro region have fallen to 5.7%.

Percent change in employment by industry compared to 12 months ago shows that employment in leisure and hospitality, the area's hardest hit industry, has nearly doubled from the pandemic lows of April 2020. Though this represents 22,500 jobs, it is still 7,000 fewer jobs than in April 2019.

Seasonally adjusted employment and unemployment fell slightly from March 2021 into April 2021, as 679 people exited the work force. The total number of seasonally adjusted employed in the Syracuse MSA for April 2021 was 284,164. This is an increase of 38,527 since the pandemic low of 245,637 in April 2020.



Source: U.S. Bureau of Labor Statistics

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STATE PANDEMIC SMALL BUSINESSES RECOVERY GRANT PROGRAM, **APPLY NOW**

CenterState CEO is proud to partner with Empire State Development to assist small businesses with navigating the recently announced COVID-19 Pandemic Small Businesses Recovery Grant Program. The \$800 million program is **accepting applications** and will provide grants and technical assistance to small businesses and microbusinesses with fewer than 10 employees that have experienced hardship during the pandemic. The program gives priority to socially and economically disadvantaged business owners. Flexible grants of \$5,000 to \$50,000 will be made available to eligible small businesses and can be used for operating expenses, including payroll, rent or mortgage payments, taxes, utilities, personal protective equipment, or other business expenses incurred during the pandemic.

CenterState CEO joined New York State Assemblyman Al Stirpe, the South Side Innovation Center (SSIC), the Cortland Chamber of Commerce and other local leaders to highlight assistance available locally to help eligible businesses understand and apply to the program. Assemblyman Stirpe was an outspoken advocate for funding for small businesses in the state budget and instrumental in bringing this program to fruition.

The program is administered by Empire State Development Corporation. **CenterState CEO, SSIC, Onondaga Small Business Development Center and the Cortland Chamber are designated by Empire State Development as technical assistance providers to help businesses navigate the application process. In this role, CenterState CEO will work with prospective applicants to understand requirements of the program, ensure it is right for them and that they are well positioned to submit competitive applications.** CenterState CEO is also working alongside its partners at the Upstate Minority Economic Alliance to reach out to minority-owned small businesses.

“We have heard directly from so many businesses, hit hard by the pandemic, about the multitude of challenges they face, including the need for critical grant funding,” said Robert Simpson, president of CenterState CEO. “This program offers businesses access to needed resources for recovery. We are ready to support businesses to help them to better understand the program and how they can access state and federal grants, so they can position themselves for successful applications and continue to drive our regional economy.”

More than 330,000 small and micro businesses are potentially eligible for this program, including 57% of the state’s certified MWBEs. Reimbursable COVID-19 related expenses must have been incurred between March 1, 2020, and April 1, 2021. More on the program and its eligibility requirements can be found [here](#). For assistance, contact CenterState CEO Director of Community Investment Andrew Obernesser at aobernesser@centerstateceo.com.



The successful recovery of small businesses like yours is key to New York State’s future.

Apply for a grant today at NYSmallBusinessRecovery.com



Empire State Development

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New York State COVID-19 Pandemic Small Business Recovery Program

Open to small and micro businesses with fewer than 10 employees and for-profit independent arts and cultural organizations with fewer than 100 employees impacted by the pandemic.

Eligible businesses must have 2019 or 2020 gross receipts of between \$25,000 and \$500,000 per year. Grants will range from \$5,000 to a maximum of \$50,000 depending on 2019 annual gross receipts and are flexible.

For eligibility requirements and more information, visit www.nysmallbusinessrecovery.com.

Central New York Designated Assistance Centers

CenterState CEO

aobernesser@centerstateceo.com

Syracuse University - South Side Innovation Center

eawillia@syr.edu

Onondaga Small Business Development Center

sbdc@sbdc.org

Cortland Area Chamber of Commerce

bob@CortlandAreaChamber.com

Quick Links

- Apply: [Pandemic Small Business Recover Grant Program \(includes Accessibility and Translation features\)](#)
- [Program and Application Guide](#)
- [FAQs](#)

COVID-19 BUSINESS FUNDING RESOURCES

New funding sources and program updates, listed below, are available to support businesses and nonprofit organizations affected by the COVID-19 pandemic. Please follow the provided links to determine whether your business or nonprofit is eligible to apply or visit www.centerstateceo.com/covid19resources.

STATE

Pandemic Small Business Recovery Grant Program

See article on page 3 for details.

REGIONAL

Cortland County Business Development Corporation COVID-19 Business Assistance Loan – Updated Link

Cortland County is still offering business assistance loans from \$10,000 to \$25,000 for those engaged in business for profit and conducting, or proposing to conduct, business in Cortland County. Learn more [here](#) and [here](#). | [Application](#).

NATIONAL

Accion Opportunity Fund: Small Business Relief Fund - Update

Provides struggling businesses with loans between \$5,000 to \$100,000 for quick capital and technical assistance for financial, tax, marketing and legal support through partner Opportunity Fund.

[Learn more or apply](#).

Amazon's Black Business Accelerator

Amazon is committing \$150 million "to drive economic equity for Black entrepreneurs, providing them with resources to thrive as entrepreneurs and business leaders." In partnership with the U.S. Black Chambers, Inc. and the U.S. Minority Business Development Agency, this initiative provides financial support, business education and mentorship, and marketing and promotion of brands and products as third-party sellers in Amazon's store. Financial assistance includes Amazon services and credits valued at \$3,900, and \$10,000 in cash grants in partnership with Hello Alice. Grant applications will open on July 1, 2021, and awards will be made on Sept. 2, 2021. Learn more [here](#).

COVID-19 BUSINESS RESOURCES

Stay up to date on relevant COVID-19-related business resources and CenterState CEO's response efforts at www.centerstateceo.com/covid19resources, and contact us at support@centerstateceo.com if we can help.



SOUTHWEST BENEFITS THE ECONOMY continued from front page

Terreri and Director of Air Service Development Jennifer Sweetland to help bring this new service to fruition. "They have done an excellent job of making the case why Syracuse should be Southwest's newest destination by providing data and giving Southwest's route planners a real picture of what's happening here. It is exactly the type of proactive outreach that CEO envisioned a decade ago when it led the push to create a professionally run airport authority in Syracuse," Simpson said.

It is also important to acknowledge those CenterState CEO members who demonstrated that enhanced air service is a priority to the business community by stepping forward with \$250,000 in contributions to support CenterState CEO's Air Service Development Fund. The fund was critical to the region's pitch to Southwest and will be used to offset startup costs in the market and help ensure that Southwest gets off to a successful start in Syracuse.

CenterState CEO looks forward to continuing its efforts in partnership with the airport to attract and expand flights for business and leisure travel in Syracuse. For more information, contact Kevin Schwab, CenterState CEO's senior aviation industry adviser, at kschwab@centerstateceo.com.



CenterState CEO President Rob Simpson cites the economic benefits Southwest Airlines will bring to the region, in addition to noting the business community's team effort to secure the new service. Also pictured are U.S. Congressman John Katko and Syracuse Mayor Ben Walsh.

MODELING THE SPIRIT OF JUNETEENTH ALL YEAR

On our collective journey reflecting on and working toward equitable change, how can we rethink the celebration of our nation’s history and the racial realities of others’ journeys? As we approach July 4 and the Independence Day of our nation, we challenge businesses to think about what independence for all truly means.

Last month, Juneteenth marked a historic milestone, as President Biden signed legislation into law establishing June 19 as Juneteenth National Independence Day, commemorating the end of slavery in the United States by officially designating it as federal holiday. Juneteenth has long been an annual moment of celebration and reflection. But more than a passing moment on the calendar, the history of Juneteenth reminds us that, in our nation, the value and significance of one’s contributions are often still predicated on their racial identity.

On Jan. 1, 1863, President Abraham Lincoln signed the Emancipation Proclamation, freeing thousands of enslaved African Americans. The document stated that all enslaved people in confederate states in rebellion against the Union “shall be then, thenceforward, and forever free.” Due to southern state economy, Southern plantation owners refused to concede. Therefore, news of freedom did not reach all enslaved people immediately. For example, in Galveston, Texas it wasn’t until two years after the abolishment of slavery, June 19, 1865, that the union soldiers arrived and reinforced the emancipation of all people. This day officially became known as “Juneteenth” and the first official celebration took place in Texas June 19 the following year. The 13th amendment officially ended the institution of slavery.

Today, while Juneteenth is a moment to celebrate and honor this history, we know that many injustices and inequities remain. With every step toward progress or justice, we are reminded of how much work remains.

So, as Juneteenth passes and we celebrate July 4, consider how you and your organization will celebrate these aspects of American history in a way that recognizes the journey to freedom for all people, a journey that we all continue to navigate. Acknowledging and learning more about Juneteenth is a manner of equitable practice and active engagement in inclusive discourse. **Beyond a commemorative holiday observation, consider how Juneteenth can serve as a model for how businesses demonstrate their commitment to celebrating all cultures, identities, and religious orientations at any point in the year.** Think about ways to create better engagement for individuals of all backgrounds within your organization, creating welcoming spaces and opportunities for them to share their own narratives to highlight their lived experiences that may be very different from many of their peers in the workplace. **Honor the spirit of Juneteenth**, through continuous action and improvement:

- Hold listening sessions and conversations about race.
- Celebrate and recognize the contributions of your Black employees, leaders, and stakeholders.
- Assess your talent processes and systems to eliminate bias and ensure equitable promotion and advancement opportunities.
- Lobby for changes and reform in inequitable policies, laws, and programs.

The passing of each **commemorative holiday or month** offers the chance to reflect and to educate, but most importantly, to put into practice the actions necessary to continue our journey. We are here to support and walk with you on that journey.



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

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GOVERNMENT RELATIONS

Senate Passes Bipartisan Tech Measure with Economic Implications for CNY



With a 68 to 32 vote, the U.S. Senate approved a more than \$250 billion measure to increase research and development in critical new technologies, create new innovation hubs in mid-sized markets, such as the Syracuse metro area, incentivize domestic semiconductor production, and enhance America's tech competitiveness with China.

The US Innovation and Competition Act (USICA), sponsored by Senate Majority Leader Chuck Schumer, married several technology-related bills:

- **CHIPS for America Act:** \$52 billion for semiconductor manufacturing incentives, advanced packaging, defense research and development, 5G wireless development and deployment.
- **Endless Frontier Act:** \$120 billion to build upon US science and technology leadership and strengthen regional economic development. The act would create a new directorate of Technology and Innovation in key technology focus areas, such as artificial intelligence and quantum science. It would also create 18 technology hubs in mid-sized metropolitan areas.
- **Other key provisions** include funding for technology transfer partnerships between research universities and the private sector, STEM scholarship funding, new regulations on federal procurement of drones and unmanned aircraft systems.

With the package's focus on emerging technologies and higher

education, Central New York and areas across upstate could see benefits.

"The Endless Frontier Act puts into law something we have known in Central New York for decades, places like Syracuse have much to offer our country and the world in terms of innovation, research and development. These needed investments in American competitiveness will ensure that federal research funding flows beyond the usual mega-regions and gets to the heart and soul of America's innovation ecosystem - where academic excellence meets manufacturing prowess. The federal CHIPS Act will jump-start domestic production of semiconductors and advanced electronics, creating jobs and ensuring U.S. security and competitiveness," said Rob Simpson, president of CenterState CEO.

"With its rare combination of a world-class workforce, advanced manufacturers, and renowned higher education institutions, I wrote and championed this legislation with Upstate New York always at the forefront of my mind," said Senator Schumer. "In the midst of one of the most consequential battles in our nation's history, the U.S. Innovation and Competition Act lays the foundation for the next century of American economic leadership and preserves our competitive edge for generations to come, and I'll continue to fight to put Upstate New York on the front lines of that battle."

With approval from the Senate, the USICA will be considered next by the House of Representatives. The Biden administration has indicated its support for the measure.



SYRACUSE BUILD LAUNCHES PATHWAYS TO APPRENTICESHIP

In collaboration with the Central and Northern New York Building Trades Council, Syracuse Build launched its first cohort of Pathways to Apprenticeship, with 20 individuals participating in the paid, 11-week training program made possible through Syracuse Build, a mayoral initiative launched by Mayor Ben Walsh. Work Train at CenterState CEO serves as an intermediary, bringing resources and partners to develop the Syracuse Build initiative and the Pathways to Apprenticeship program. The program is being managed by CenterState CEO's new Pathways to Apprenticeship Coordinator Ebony Farrow.

This comprehensive apprenticeship readiness training program focuses on women, people of color and veterans to help them gain access to

the building trades' registered apprenticeship programs. The program teaches the nationally recognized North America's Building Trades Unions Multi-Craft Core Curriculum and is designed to prepare a local workforce for the significant number of construction jobs being created by federal, state and local infrastructure investments, including I-81.



The Pathways to Apprenticeship cohort on its first day of class.

WORK TRAIN DATA REPORT RELEASED

CenterState CEO's Work Train team has released a new Workforce Data Report for the Syracuse MSA. This analytic look at current conditions and trends relies on labor market data to help align partners around shared solutions and strategies, spark conversation and support data-driven decision-making to address issues affecting businesses and jobseekers. [Read the June 2021 report here.](#) It will be updated and released periodically.

The report is an update on how Syracuse area jobseekers, workers and employers are doing, which sectors are still struggling and which workers are being left behind. While unemployment in the Syracuse MSA is at its lowest since the start of the pandemic, 18,900 people

are still unemployed and women, particularly women of color, are disproportionately affected by pandemic-related job loss. Work Train is using this data to better understand employer and job seeker needs and find ways to align the two.

Businesses are invited to review and use the report's data to inform and support their organizations. It is intended to be a valuable tool as firms look to improve job quality and advance their talent attraction and retention strategies, particularly in the tech, construction, health care and manufacturing industries.

**WORK
TRAIN**

Syracuse MSA Workforce Data Report

Released June 2021

CEO CENTERSTATE CORPORATION FOR ECONOMIC OPPORTUNITY

For more information or to get involved, please contact:

Aimee Durfee, director of Workforce Innovation | adurfee@centerstateceo.com

Meghan Durso, senior manager of Industry Partnerships | mdurso@centerstateceo.com

Jared Shepard, research and policy analyst | jshepard@centerstateceo.com

GENIUS NY ANNOUNCES 13 SEMI-FINALISTS

GENIUS NY, a business accelerator program at CenterState CEO's Tech Garden, announced 13 teams as semi-finalists in the competition's fifth round. The companies, which are developing innovations in the unmanned aircraft systems (UAS), internet of things (IoT) and big data industries, were selected from a highly competitive pool of nearly 600 submissions from more than 50 countries. Of the 13 semi-finalists, five are international teams representing Germany, Israel, Poland, the Netherlands and Switzerland. Five teams are from New York state.

Companies interviewed with the GENIUS NY panel of executive advisers last month. Five finalists will be selected for entry into the GENIUS NY program. Judges are looking for companies that will stay in the Central New York area and use the ecosystem; will scale and be successful; and represent diversity of technology focus and team makeup. In mid-July, the finalists will arrive in Central New York to begin establishing their businesses at The Tech Garden in downtown Syracuse. **Finals Night will be held in late fall where teams will compete live by pitching their technologies to a panel of judges for the \$1 million grand prize investment. The remaining four teams will each receive a \$500,000 investment.**

"The high-growth potential of all of these semi-finalist teams highlights the strength of this program and the entire ecosystem surrounding the unmanned systems industry in the region," said Jeff Fuchsberg, director of GENIUS NY. "We look forward to working and learning more about these teams to determine which will move forward and be a part of the fifth round of the program. We will also continue to connect and engage with the teams that do not make the next round to determine if there are other growth opportunities for them at The Tech Garden and in Central New York."

Since 2017, GENIUS NY has invested \$12 million in 22 companies from around the world and brought them to Central New York to participate in the yearlong in-residence accelerator where they receive assistance with product development, business development, as well as networking opportunities with investors and business leaders. In addition, GENIUS NY companies have raised more than \$40 million in follow-on funding and have created more than 50 jobs in Upstate New York.

Beyond the grand prize investments, participants benefit from access to the region's premier startup programming, including business planning, industry specific mentorship and access to vetted service providers offering startup friendly terms. Participants are integrated into the larger regional effort to grow unmanned aerial systems in Central New York and the Mohawk Valley, gain access to world-leading infrastructure and testing assets, and have opportunities to connect with investors for follow on funding.

Learn more at www.geniusny.com.



Empire State
Development



GENIUS NY

Semi-finalists:

- Aerial Robotics** (Hamburg, Germany)
- Airtonomy** (Grand Forks, North Dakota)
- Airwayz** (Tel Aviv, Israel)
- Birdstop** (San Francisco, California)
- CarScanner** (Krakow, Poland)
- Circle Optics** (Rochester, New York)
- Fusion Engineering** (Delft, Netherlands)
- Organic Robotics** (Rochester, New York)
- Reign Maker** (New York, New York)
- Robodub** (Buffalo, New York)
- SmartSpace AI** (Costa Mesa, California)
- Voltela** (New York, New York)
- Windshape** (Geneva, Switzerland)

THE TECH GARDEN

www.thetechgarden.com



Member Spotlight

WexEnergy

WexEnergy was recently selected as one of five innovative building technologies chosen by the General Services Administration (GSA) Green Proving Ground program for evaluation in GSA facilities. This is in collaboration with the U.S. Department of Energy.

As part of this program, the GSA will install WexEnergy's snap-on insulation panel, WindowSkin®. One of the national laboratories will perform a robust measurement and verification study to validate energy performance.

Also, WexEnergy CEO Rachel Rosen was one of three panelists at EPRI's recent Accelerating Net-Zero to Market Forum. Rosen was joined by Carmen Best, vice president of policy and emerging markets for Recurve, and Lynn Mueller, CEO of Sharc Energy. The group discussed how their technologies and services help reduce building energy costs and carbon emissions. The panel was moderated by Kimberly Britton, CEO of EPICenter.



GOFCC GOLF SOCIAL SELLS OUT

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) hosted a sold-out annual Golf Social, presented by Novelis, last month. The four-person captain and crew tournament brought together business and community members for a relaxing day of golf and fun.

Special thanks to the event's sponsors for their continued support, golfers, volunteers, and the Oswego County Club for a great Golf Social!



Team KR Productions wins the GOFCC Golf Social.



Golfers enjoy a day on the links while connecting with colleagues, clients and the business community.

GOFCC AND NOVELIS EXTEND MEMBER SUPPORT PROGRAM

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) and Novelis, have extended their member support program through September 2021. The program enables 50 small businesses to receive a 50% reimbursement of their chamber membership. To qualify, applicants will be asked to participate in chamber programming and do business with existing chamber members. This initiative empowers local small businesses to receive continued promotion, advocacy and support that membership provides while also allowing new businesses to learn more about GOFCC services.

"Novelis is pleased to sponsor the GOFCC incentive program," said Jeff Cruse, plant manager at Novelis. "The GOFCC is a valuable and strategic partner that supports businesses and economic development opportunities. Whether you are a global organization based in the community or a local small business, we can all benefit from the strong collaboration and expertise that GOFCC and CenterState CEO offers. We are pleased to support access to these resources for our esteemed community businesses."

Additional program details:

- 50 businesses, 35 existing members and 15 new, will receive a 50% discount on their new or existing membership.
- To qualify, members must participate in two, small, in-person/virtual events; two, large/anchor events and conduct business with two existing chamber members within 12 months of becoming a member.
- **Applications for the process will be accepted through Sept. 30, 2021.**

To learn more, contact Katie Toomey at kttoomey@oswegofultonchamber.com.

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At Dermody, Burke & Brown, we understand the importance of focusing on business and community today for a vibrant economy tomorrow. For that reason, we are proud to recognize and sponsor *New Investor Focus*.

CenterState CEO wishes to recognize the following members who have joined as Investors in the last quarter.

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Thomas Wu, *Vice President Finance*

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As a division of Knowles Corporation, Knowles Precision Devices (KPD), focuses on production of a wide variety of highly engineered Capacitors and Microwave to Millimeter Wave components for use in critical applications in military, medical, electric vehicle, and 5G market segments. Radar, pacemakers, MRI equipment, satellites, airplanes, electric vehicles and mobile phone base stations are just a few of the places you will find KPD products. KPD products can be found in every corner of the world, from 8,000 feet below the earth's surface to orbiting 254 miles above it on the International Space Station.



M&T Bank

www.MTB.com



Stephen Gorczynski, *CNY Regional President*

250 S. Clinton St., 4th Floor, Syracuse, NY 13202

315-424-4564

M&T Bank Corporation is a regional financial services company with more than \$142.6 billion in assets. M&T provides banking, insurance, investments, mortgage and commercial financial services through more than 700 branches, 1,700 ATMs, and a variety of online and mobile services. M&T is committed to the communities it serves and works to understand what's important to its customers — from individuals to small business to enterprise-level organizations. M&T is investing in the growth and sustainability of businesses and the Central New York region, attracting and retaining diverse clients and colleagues across its organization so it can reflect all multicultural communities.



Oswego Health

www.oswegohealth.org



Michael Harlovic, *President & CEO*

110 W. Sixth St., Oswego, NY 13126

315-349-5818

The mission of Oswego Health is to provide accessible, quality care and improve the health of residents throughout Oswego County. As a nonprofit health care system that was established in 1881, Oswego Health is proud to continue to be one of Oswego County's largest employers. More than 1,200 employees work for the Oswego Health system, which includes the 164-bed community Oswego Hospital, a 32-bed psychiatric acute-care facility with multiple outpatient behavioral health service locations, The Manor at Seneca Hill, a 120-bed skilled nursing facility, and Springside at Seneca Hill, a retirement community. Oswego Health also has Health Services Centers located throughout Oswego County.



Sturges Electronics Inc.

www.sturgeselectronics.com



Gary Nelson, *President & CEO*

23 North St., Dryden, NY 13053

607-844-8604

Sturges Electronics provides custom "build to print" wire and cable harnesses to the military, defense, medical, transportation and industrial sectors. As a small, agile company, Sturges has no red tape and can respond very quickly to its customer's questions, quotes and any needs that arise. Sturges handles large and small runs of simple and complex assemblies ranging from 30AWG to 2AWG wire. Sturges is ITAR certified and JCP certified; and will be CMMC certified this year. Sturges is also ISO compliant and builds to IPC Class 3 Quality Standards.





“Providing Us Advice for the Future”

“Cathedral Candle Company has been in existence for over one hundred years and over fifty of those years have been with Dermody, Burke & Brown. As our fourth and fifth generation of Steigerwalds take the lead, our accounting firm continues to provide us with proactive, insightful advice that contributes to our current and future growth – lighting the way for our next one hundred years.”

- Louis Steigerwald III, President of Cathedral Candle Company



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CENTERSTATE CEO ECONOMIC CHAMPION

Nave Law Firm

Founded in 2018, Nave Law was determined to revolutionize what people expect from a law firm. Voted as one of Central New York's Best Places to Work for and Economic Champion for four consecutive years, Nave Law was also named Corporate Partner of the Year by the Cystic Fibrosis Foundation in 2019. Additionally, in 2020, Nave Law was presented with the Corporate Community Support Award at the Non-Profit Awards presented by the Central New York Business Journal.

In 2021, Nave Law launched its philanthropic strategy called Nave Cares, the firm's unique way to increase the well-being of community members through a program of philanthropy.

"Our commitment is twofold. First, to foster an environment where people come before profits. If we put people first, we can create, develop and implement systems of change," Chief Operating Officer Sean Kelsey explains.

"Second, to provide valuable resources that allow members of our community to grow. We believe that when we help each other grow, that is the best of humanity."

The law firm also more than doubled its office space in 2021 with a move to new offices on Walton Street in Armory Square. This expanded space has allowed the firm to focus on helping solve everyday people's problems across several areas of law through a focused legal strategy where attorneys focus on specific areas of law vs. the standard generalist strategy. When asked about the benefit of this strategy, Sean Kelsey said, "it created a better client experience, which we feel leads to better results."

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



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MEMBER ESSENTIALS

SUNY Oswego

President Deborah Stanley to retire after 26 years.



Oneida Indian Nation

to build \$25 million lakefront vacation cottages at old Sylvan Beach marina.

St. Joseph's Health using new technology for heart-failure patients.

Syracuse's **SpinCar** acquires artificial intelligence firm.

Syracuse Mets expand seating in June.

Five Star Bank has named Alison K. Miller as Commercial and Industrial Executive and Central NY Regional President.



Ashley McGraw Architects

receives award for the Sustainable Energy Fund's Net Zero Energy Office Building.

Crouse Hospital opens new \$17 million addiction clinic at 2775 Erie Blvd. E., Syracuse.

Dinosaur Bar-B-Que launches new sauces: Red Chili Cherry Sour and Hot Honey Gold.



Turning Stone Resort Casino embarks on multi-million-dollar upgrades.

Le Moyne College's Dolphin Tank competition awards thousands in development funds to student entrepreneurs.

Saab wins \$128M Marine Corps contract for tech for training.

Syracuse University receives \$1.3 million from the state to conduct a retrofit project on an existing eight-unit, campus residence hall under the "Energy to Lead" competition. Students will participate in energy modeling, simulation and evaluation of building performance.

Glassdoor names **Terakeet's** Mac Cummings one of the nation's top CEOs for small companies.



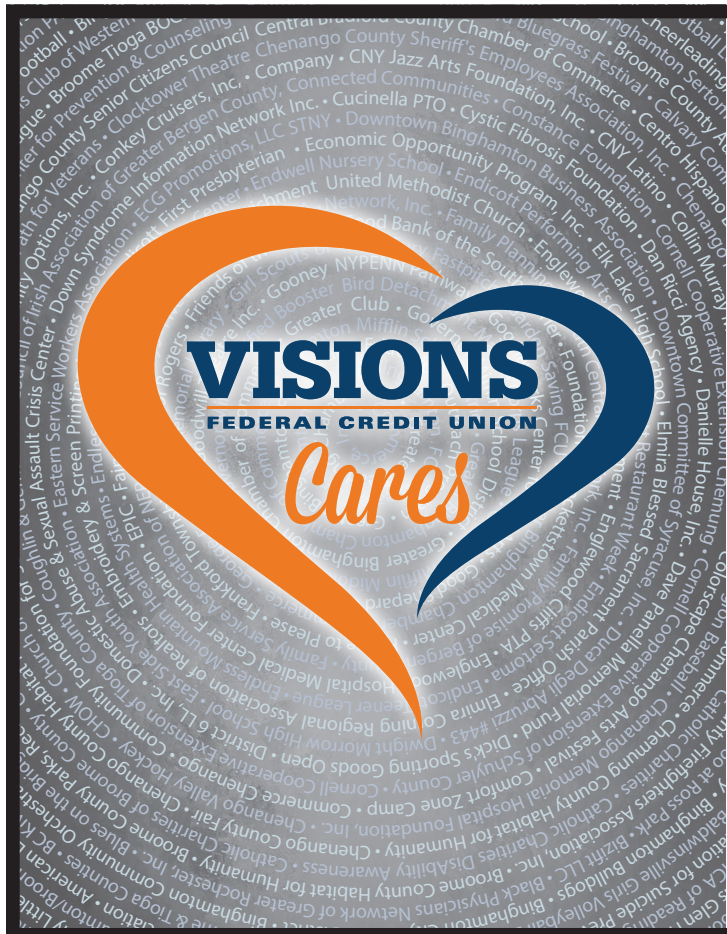
The Syracuse Regional Airport Authority

has earned the Airports Council International coveted airport health accreditation.

Mower agency names Stephanie Crockett president and chief operating officer.



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



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CENTERSTATE CEO AMBASSADORS

CenterState CEO Ambassadors welcome new CEO members and provide recognition to businesses celebrating grand openings, reopenings, company anniversaries, and other important milestones. CEO wants to recognize and celebrate members' special events. Please contact Justin Miller at 315-447-7826 or jmiller@centerstateceo.com to share your recent milestone or learn how you can join the Ambassador committee.



The Brewster Inn, located at 6 Ledyard Ave., Cazenovia, celebrates its renovation and expansion.



Rocky's Pub, located at 209 Oswego St. in Liverpool, celebrates its reopening.



The Town Shop, located at 67 Main St, Camillus, celebrates its 50th anniversary.



SECNY Federal Credit Union, located at 4727 W. Seneca Turnpike, Syracuse, celebrates its 50th anniversary.



The Roofing Guys, located at 3570 Walters Road in Syracuse, celebrate its 15th anniversary.

AmeriCU Syracuse Arts & Crafts Festival Celebrates its 50th Anniversary

10 a.m. to 6 p.m. Friday, July 23

10 a.m. to 5 p.m. Saturday, July 24 and Sunday, July 25

As of the time of this publication, the AmeriCU Syracuse Arts & Crafts Festival, presented in partnership with the Downtown Committee, is scheduled to return to the Cathedral Square neighborhood of downtown Syracuse later



this month. More than 100 of the nation's most talented artists, craftspeople and entertainers will set up along Onondaga, Montgomery and Jefferson streets to present the family friendly festival. Visitors can expect to find contemporary arts and crafts, including ceramics, painting, sculpture and photography. Festival organizers will follow public health guidelines, as recommended by New York state. The spectacular three-day showcase is recognized as one of the premier festivals in the northeast.



In Aug. 2020, the AmeriCU Arts & Crafts Festival earned the distinction of being recognized as one of the top art shows in the United States by Sunshine Artist Magazine. The honor is significant because it comes from the participating artists. Artists vote for their favorite art shows, considering factors such as amenities, attendance, management, overall quality, hospitality and potential revenue.

Downtown Farmers Market Continues Every Tuesday

8 a.m. to 3 p.m., Clinton Square, Syracuse

The Downtown Farmers Market 2021 Season continues in Clinton Square, each Tuesday through Oct. 12, rain or shine. Dozens of the region's best farmers and produce dealers set up shop to offer fresh, locally grown fruits, vegetables, plants and flowers. The market continues to prioritize healthy initiatives for patrons. Later this month, the Food Bank of Central New York will resume its presence at the market with an Information Booth and pre-made samples of items prepared by nutrition educators.



To support the health of shoppers, farmers and staff, organizers continue to follow public health guidance for farmers markets, as outlined by New York State Agriculture and Markets. Masks and face coverings are optional for those who are fully vaccinated, and requested for those who are not. Handwashing stations are provided throughout the market, as a comfort and courtesy to guests.



On the second Tuesday of each month, the market will host live music as part of its Lunchtime Live Music Series. The Kambuyu Marimba Ensemble performed African Dance Music to kick off the season on opening day in June. The community is encouraged to subscribe to the Downtown Committee's Farmers Market Newsletter at mail@DowntownSyracuse.com.

Save the Date: Downtown Living Tour

11 a.m. to 4 p.m. Saturday, Sept. 25

The Downtown Committee looks forward to presenting the 15th annual Downtown Living Tour on Saturday, Sept. 25. The Downtown Living Tour markets the uniqueness and diversity of residential units in downtown Syracuse. The tour offers something for everyone, from young professionals and empty nesters looking to live downtown, to architectural students and those interested in historic preservation, interior design, urban living and more! Stay tuned: The Downtown Committee will announce featured tour stops, ticket information and more details next month at <http://DowntownSyracuse.com>.



*All events are subject to change. Please check the Downtown Committee's website for the most up-to-date details.

A reimagined, socially distanced version of the Downtown Living Tour was held in September 2020. Attendance was capped at 500 attendees. In total, six buildings were featured, including the Addis Building, which introduced a total of 19 new one- and two-bedroom units to downtown Syracuse's residential landscape.

Making Drone Deliveries Scalable and Economically Viable

Recently, NUAIR completed a project with SUNY Upstate Medical University and DroneUp to see how many medical deliveries could be completed with a drone over the city of Syracuse to prove that drone deliveries can be scalable and economically viable.

The team conducted drone medical deliveries in three locations throughout Syracuse, from hospital to lab, hospital to surgery center and pharmacy to a second hospital. Fifty two successful deliveries were completed throughout a week of operations and the team was able to streamline the process, getting to about five deliveries an hour. Round trip for the longest run (hospital to lab) was one mile (1/2 a mile each way) and took a total of seven minutes to take off, deliver the package and return to the hospital. In a field where every second counts, this is a game-changer.

These operations help move the industry forward, showcasing to the FAA that commercial drone operations can be conducted safely and can provide economic benefits to the organization using them and the communities they serve.

NUAIR continues its partnership with SUNY Upstate Medical University and DroneUp, and have more projects lined up for 2021.



A drone preparing to land at SUNY Upstate Medical University.

UMEA to Hire Membership Services Specialist/Administrative Assistant

The Upstate Minority Economic Alliance (UMEA) is growing to build capacity to offer more programming and services. To meet this goal, applications are being accepted for a membership services specialist/administrative assistant.

The role will focus on assisting the executive director in recruiting new members, processing memberships, servicing members and stakeholders and providing administrative assistance to support the organization and its mission.

UMEA was founded in 2015 and is Central New York's first and only minority chamber of commerce in the 16-county Upstate New York region. The organization's mission is to harness the economic power of the minority community for the benefit of the region. Its vision is to create greater regional prosperity through enhanced minority economic opportunity. As an affiliate chamber of CenterState CEO, UMEA magnifies opportunities for members and stakeholders to engage in strategic networking, collaboration and advance shared goals.

[Learn more and apply here.](#)

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 Cory LaDuke, Cushman & Wakefield/Pyramid Brokerage Company, Inc., and Charles Harkola, Nurse Connection Staffing, Inc.

Amplified Digital Agency; a division of The Citizen/AuburnPub.com

Amplified Digital Agency; a division of The Citizen/AuburnPub.com is a full-service digital marketing agency. Amplified Digital Agency pairs a massive local online and print audience reach with Amplified's branding, online presence development and robust digital marketing solutions. This includes: website design, custom content, video production, targeted display, streaming audio and more, to offer clients data-driven strategies that are aimed at achieving their business goals.

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Sarah Locke-Henderson

303 2nd St., Suite 800

San Francisco, CA 94107

www.doordash.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

SUNY Upstate Medical University

40 YEARS

Visual Technologies Corp.

Irish-Millar Construction, Inc.

35 YEARS

Reagan Companies

Lions Club of NYS & Bermuda, Inc.

30 YEARS

Steelway Realty

Omega, Inc.

Evans and Bennett, LLP

25 YEARS

Dig Safely New York, Inc.

20 YEARS

Franco's Pizzeria & Deli

Priority Connections

15 YEARS

Merrill Lynch Wealth Management

Alzheimer's Association, CNY Chapter

Kings Gate West Apartments

10 YEARS

Driver's Village Fleet & Commercial Division

AT&T

Usherwood Office Technology

5 YEARS

Home2 Suites by Hilton

Ascent AeroSystems, Inc.

AutoModality, Inc.

EZ3D Technologies, Inc

Omnimesh

SkyOp LLC

ENGIE Resources

EventPrep, Inc.

AIS

SpinCar

CENTERSTATE CEO VIRTUAL EVENTS EDUCATE & INFORM MEMBERS

CenterState CEO brings engaging speakers and critical information to its members and the business community for networking, professional development, community engagement and more. Recent highlights included:



CEO | Business Tactics - CFA Funding Forum: Understanding the NYS Grant Program

Dan Kolinski, deputy director at Empire State Development (ESD) in Central New York, presented an overview on the state's funding opportunities available in this year's Consolidated Funding Application (CFA) competition to more than 40 members. Kolinski discussed the changes to the ESD grant program, which will make the funds more accessible to regional projects. Attendees also learned about new programs in the Business Pandemic Recovery Initiative.



CEO | Business Tactics - Application Workshop: NYS Pandemic Small Business Recover Grant Program

Matthew Kennedy, of Empire State Development, explained the eligibility and documentation requirements of New York State's newly launched \$800 million grant program to help small businesses and microenterprises that have experienced economic hardship due to the COVID-19 pandemic. **Economically and socially disadvantaged business owners, and those located in distressed communities, are strongly encouraged to apply.** Stay tuned for additional workshops.



CEO | Networking - Virtual Speed Networking

CenterState CEO and Greater Oswego-Fulton Chamber of Commerce members benefited from new connections from the comfort of their offices and remote work locations. The attendees also engaged in large- and small-group dialogue while building relationships.



CEO | Business Tactics - Exclusive Sales Training Series: Achieve Your 2021 Sales Goals: Understanding Your Prospects and Customers and Establishing Rapport

Led by Sally Stefano at Sandler Training and referencing the Extended DISC Model, attendees learned the four different communication and behavior styles to effectively engage with prospects and customers to create rapport and trust – a crucial skill in creating successful relationships.

EVENTS

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

Licensing Options for Cannabis Companies, July 15

Virtual event
10 to 11 a.m.

Learn about the variety of licenses that a cannabis business in New York state can obtain. Nicholas Agrippino, tax manager at Bowers & Company CPAs, PLLC, will discuss the licenses that allow businesses to take part in different activities in the industry supply chain. Agrippino will also explain the many different licensing options that businesses can apply for.

Cost: Free to members; \$10 for non-members. **Register to participate.**

CenterState CEO Summer Golf Tournament, Aug. 17

The Links at Erie Village, 5904 N. Burdick St., East Syracuse
Registration and lunch at 11 a.m. with shotgun start at noon.

Don't miss CenterState CEO's summer golf tournament. Invite your staff, colleagues, vendors or clients for an 18-hole round of captain and crew followed by a steak bake barbecue. Each player receives a lunch before tee-off, on-course games, beverage cart and a steak bake barbecue with two beverages included in the package.

Cost: Foursomes: \$600/members, \$700/non-members. Individuals: \$160/member, \$175/non-member. Steak bake barbecue only: \$55 for members; \$65 for non-members. **Register to participate.** Contact Beth Savicki at bsavicki@centerstateceo.com for sponsorship information.

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COMING THIS FALL

Leadership Lessons from 7 Inspirational Influencers, Sept. 22

In the spirit of our popular 7 Habits event, hear from seven influential executives and community leaders. Each will share a leadership lesson that has shaped how they manage, motivate themselves and others, and build success in their lives and careers. Attendees will take away inspiring new approaches to be more effective and impactful in their personal and professional life. Sponsored by D'Arcangelo.



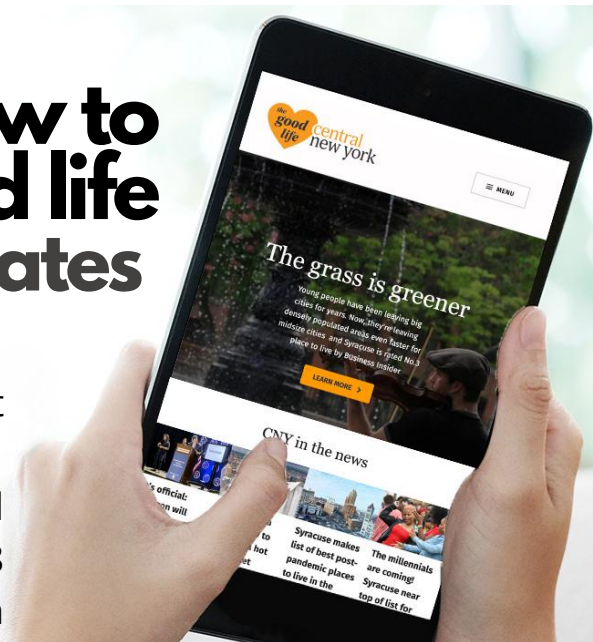
Eyes on the Future – Skills to Help You Further Your Career, starting in October

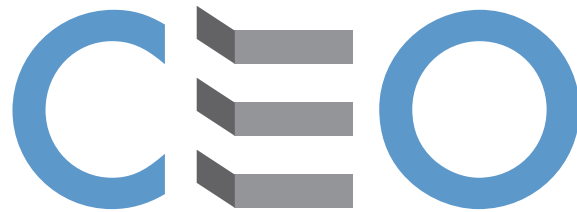
Back by popular demand! CenterState CEO and Generation Next are offering a six-week program for young professionals. The series brings together emerging leaders with diverse speakers and panelists to explore strategies to further one's career and grow and thrive professionally. Don't miss this valuable professional development opportunity. More information on presenters, topics and dates coming soon at www.centerstateceo.com/events. Sponsored by CPS Recruitment.



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