

## CNY REGIONAL COUNCIL SEEKS CATALYTIC PROJECTS FOR ROUND SEVEN OF REDC FUNDING

The Central New York Regional Economic Development Council (CNYREDC) is actively seeking qualified projects to take advantage of this year's funding opportunity through the Regional Council process. In this REDC round, Gov. Andrew Cuomo has directed more than \$800 million to be awarded to projects across the state to support strategic regional economic development priorities and job creation.

Applicants may apply for funds through the state's Consolidated Funding Applications (CFA). The CFA gives economic development project applicants streamlined access to a combined pool of grant funds and tax credits from dozens of existing programs and state agency resources, including resources for community development, direct assistance to business, waterfront revitalization, energy and environmental improvements, government efficiency, sustainability, workforce development and low-cost financing.

The online CFA application allows businesses and other entities to apply for multiple agency funding sources through a single, web-based application. **Consolidated Funding Applications are due July 28; the application can be accessed at: <https://goo.gl/7pK5M7>.**

"The council is looking for projects that support our regional growth strategies and create jobs, while also helping individual businesses and organizations expand operations and become more successful," and said Rob Simpson, president of CenterState CEO and co-chair of the CNYREDC. "The stronger the pool of projects we receive, the greater our chances of achieving success in this funding round."

This round includes a second round of the Downtown Revitalization Initiative (DRI) which will invest \$10 million each in 10 municipalities statewide to execute downtown strategic investment plans and advance catalytic projects that support the community's vision for revitalization. Downtown Oswego was selected as CNY's DRI recipient in the program's first round last year.

Additionally, the New York state budget includes \$620 million to build a world-class life sciences cluster. This new initiative presents the opportunity to maximize success and industry growth in this sector. Councils are

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**Submit a CFA Funding Request**

**Deadline: July 28, 2017**

Application Manual:  
<https://goo.gl/7pK5M7>

Visit <https://goo.gl/vTa1AB>  
for more information.

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Nominate an Economic Champion

## CENTERSTATE CEO CLAMBAKE

**THURSDAY, AUGUST 3**

Hinerwadel's Grove

5300 W. Taft Road, North Syracuse

4 to 8 p.m.

See page 14 for details.

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# GOVERNMENT RELATIONS

## CenterState CEO Urges Federal Officials to Support CNY Issues

Several federal issues have emerged as areas of concern for the region. CenterState CEO has contacted the New York delegation of U.S. House of Representatives, as well as senators Schumer and Gillibrand, seeking their help.

**Canadian ban on imports of dairy products** – Canada is preventing the sale of all U.S. dairy products into their country and subsidizing Canadian dairy exports, undercutting the global market in violation of NAFTA and other World Trade Organization agreements. Australia, the EU, New Zealand and Mexico are expressing similar concerns with these policies. This practice is hurting the dairy industry in Upstate New York by as much as \$50 million a year. In particular, Cayuga Milk Ingredients and O-AT-KA have lost tens of millions of annual sales in Canada. Governor Cuomo sent a letter to the Canadian Prime Minister calling on him to reconsider the new regulations.

**Unmanned Aerial Systems legislation in the U.S. Senate** – Two bills have been introduced that would significantly hinder the growth of the unmanned systems industry in the U.S.

- Senator Markey’s Drone Aircraft Privacy and Transparency Act of 2017 would require a new layer of over-regulation, data collection and monitoring by the federal government for hobbyist and commercial purposes, significantly departing from the current technology-neutral standards. Disclosure of technical capabilities would conflict with proprietary business information. The legislation also does not set a clear use or need for the amount of additional information it would mandate.
- Senator Feinstein’s Drone Federalism Act of 2017 would remove control of national airspace below 200 feet from the Federal Aviation Administration and give it to states and localities with no exemption for commercial operations. Creating 50 sets of state regulations and untold numbers of local rules would create an unworkable quilt of differing regulatory landscape. The UAS industry and the FAA are unified in their positions that the U.S. needs a clear and comprehensive set of laws and regulations for UAS to operate safely and efficiently throughout the U.S. The FAA has repeatedly reiterated its control of the national air space and discouraged state and local attempts to regulate its use.

To learn more or to share your perspective, contact Vice President for Public Policy and Government Relation Deborah Warner at [dwarner@centerstateceo.com](mailto:dwarner@centerstateceo.com) or 315-470-1845.

## Mayoral Candidate Forum, September 26

CenterState CEO is hosting a Mayoral Candidate Forum featuring all mayoral candidates on the ballot after the September 12 primary. The event will provide an opportunity for the local business community to hear first hand each candidate’s strategy for issues that are top concerns for the future of the city of Syracuse and its role in the regional economy. The 2017 election of Syracuse’s next mayor is a pivotal milestone not only for the residents and businesses of Syracuse, but for all of Central New York. CenterState CEO members are keenly aware of the range of opportunities and challenges that will face the next mayor on January 1, 2018. See page 18 for event details.

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# REGIONAL COUNCIL: APPLICATIONS ACCEPTED THROUGH JULY 28

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asked to work with colleges and universities in its region to identify academic programs that develop life science personnel and to help establish a pipeline from training to employment in this field.

The CNYREDC will also continue its focus on key priorities from its prior strategic plans and its winning Upstate Revitalization Initiative (URI), including a focus on unmanned systems, workforce development strategies, supporting veterans, enhancing agriculture products and revitalizing distressed communities. Additionally, the CNYREDC is paying particular attention to driving more projects from sources such as distressed and rural communities.

Over the past six years, the CNY region (Cayuga, Cortland, Madison, Onondaga and Oswego counties) has received the most funding to date, \$906.8 million, out of all 10 council regions. This includes \$500 million for its CNY Rising URI in 2015. This funding has allowed for business expansions, investments in traditionally underserved neighborhoods and the creation of hundreds of new jobs.

Firms considering an expansion project should contact Andrew Fish, CenterState CEO senior vice president of economic development, at [afish@centerstateceo.com](mailto:afish@centerstateceo.com) to learn more about the application process and if the company qualifies to apply.



Giovanni Food Company, a leading private label manufacturer of tomato-based products, is expanding its production and distribution capabilities with the support of \$385,000 in tax credits and a \$700,000 grant from the REDC CFA process. The company's \$8.5 million nearly completed project is expected to add 10 new jobs to its already growing workforce. *Photo courtesy Giovanni Food Company.*

## CEO AND UMEA PRESENT TECH MEETS TASTE, JULY 19

CenterState CEO, in partnership with the Upstate Minority Economic Alliance (UMEA), is co-presenting this popular annual event 5 to 7 p.m. on Wednesday, July 19. Tech Meets Taste is held on the patio outside The Tech Garden, 235 Harrison St., Syracuse, which is the region's premier business incubator. This year's event features local, independent business owners and current and aspiring entrepreneurs from Up Start, CenterState CEO's collaborative business development program, and businesses from the UMEA network.

Attendees will have the opportunity to:

- Network with a diverse group of current and aspiring business owners and entrepreneurs, and check out their latest products and services.
- Get to know some of the region's hottest tech companies.
- Sample food from local businesses and entrepreneurs with flavors that circle the globe.
- Visit The Tech Garden and learn more about its programs.

The cost is \$10 for members and \$20 for non-members. To become a vendor, contact Shannon Fults at 315-470-1884 or [sfults@centerstateceo.com](mailto:sfults@centerstateceo.com). To become a sponsor, contact Beth Savicki at 315-470-1833 or [bsavicki@centerstateceo.com](mailto:bsavicki@centerstateceo.com).



Attendees at a past Tech Meets Taste enjoy locally produced products while learning about the newest tech companies and Tech Garden programs.

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# GREATER OSWEGO-FULTON CHAMBER OF COMMERCE GOLF SOCIAL

The Greater Oswego-Fulton Chamber of Commerce held its annual Golf Social last month at the Oswego Country Club. The four-person captain and crew tournament included on-course games (sponsored by NBT Bank), a hole-in-one contest sponsored by FitzGibbons Agency, lunch at the turn (sponsored by Ameriprise Financial Services, Inc.) and a steak dinner (sponsored by Fulton Community Development Agency). Special thanks to all the sponsors that made the event possible, including: Oswego Health, National Grid, Pathfinder Bank, SUNY Oswego, KBM Management, NBT Bank, Morningstar Residential Care Center and Oswego County Federal Credit Union. Twenty-one teams enjoyed networking opportunities and a beautiful day on the golf course.



Congratulations Community Bank, N.A. on winning first place at the annual Greater Oswego-Fulton Chamber of Commerce Golf Social.

# PORT TOUR SHOWS POST-PANAMA CANAL EXPANSION INVESTMENTS

A perennial event for the CNYIBA has been the tour of the 454-acre Maher Container Terminal in Port Elizabeth, New Jersey. A total of 40 people joined the tour this year, all with an interest in seeing firsthand how goods arrive and depart one of the world's busiest container terminals. It's also the third largest in the nation.

Those participating were treated to presentations from The Port Authority of New York & New Jersey and from Maher Terminal senior management. This covered the capabilities of the port, how it operates and orchestrates the movement of so many containers each year. Recent investments in new port equipment, 17 new Post-Panamax Cranes, deeper berths and increased clearance of the Bayonne Bridge will allow these New Panamax Container ships capable of carrying more than 13,000 TEU's (twenty foot equivalent containers) to offload and load at the Maher terminal. The Maher Terminal has a capacity of 1.8 million containers annually.

After the presentations and discussion, the group then toured the port area and got close to stacks of containers, straddle carriers, cranes and were able to watch containers load right next to the vessels.

Those interested in next year's tour should check [www.cnyiba.net](http://www.cnyiba.net) next June and book early for this sell-out event. For more details contact [info@cnyiba.net](mailto:info@cnyiba.net)

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Attendees pause for a photo while touring the Maher Terminal, one of the largest multi-user container terminal operators in the world.

# CEO/COE PARTNERSHIP: GREEN DEVELOPMENT

## New Window Technology Installed at SyracuseCoE will Study the Impact of Daylighting in Offices

Does the quality of daylight impact the performance and well-being of office workers? To answer that question, Syracuse University students and faculty, with the Performative Praxis Lab (PPL), are conducting a research study in collaboration with SyracuseCoE, SageGlass of Minnesota and the Lighting Research Center at Rensselaer Polytechnic Institute.

New windows installed this May in an office suite at CenterState CEO partner SyracuseCoE feature the latest electrochromic glazing technology from SageGlass. Electrochromic windows have a coating that can change from clear to dark with the application of an electric voltage. When the windows are dark, they are able to absorb the sun's heat and glare; when they are clear, they can maximize daylight and solar energy—resulting in both energy and occupant benefits.

The glazing allows researchers to compare the glass with conventional window shading to identify differences in daylighting performance, visual and thermal comfort as well as possible cognitive performance impacts on users. Research subjects spend their workday at SyracuseCoE in a controlled space before taking part in cognitive tests to measure performance.

This project is a medium for better understanding how choices in façade design and technology can affect workplaces and possibly improve office and work environments. PPL is led by Dr. Tarek Rakha, assistant professor at the Syracuse University School of Architecture and SyracuseCoE faculty fellow, and the team includes faculty and researchers from Syracuse University's Department of Psychology and the Lighting Research Center at Rensselaer Polytechnic Institute.

Those interested in participating in the experiment, which runs through October, should visit [www.ppl-syr.net](http://www.ppl-syr.net) to learn more.



Electrochromic windows are installed at the SyracuseCoE to study the quality of daylight and how it impacts office workers.



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# NUAIR ALLIANCE AND NASA REACH NEW MILESTONE AT NY UAS TEST SITE

The New York Griffiss Unmanned Aircraft Systems (UAS) Test Site (Griffiss), managed by NUAIR, successfully completed a three-week national campaign this spring in conjunction with the National Aeronautics and Space Administration (NASA) to further test and refine UAS. The UAS Traffic Management (UTM) campaign, known as Technology Capability Level 2 (TCL2), featured flight tests focused on Beyond Visual Line-of-Sight (BVLOS) operations in sparsely populated areas to test the capability, evaluate and refine UTM technology prototypes.

The tests for TCL2 included flying fixed-wing and multi-rotor platforms of unmanned aircraft simultaneously at Griffiss International Airport to support real mission scenarios that included search and rescue, and bridge, railway and runway inspection.

With the aircraft out of the pilot's view they were able to launch the aircraft, fly the designated mission and land successfully multiple times.

The technology currently installed at Griffiss, along with visual observers, allows pilots to fly beyond line of sight (BLOS) and safely track and receive data from the aircraft that is transferred to NASA in real-time.

AX Enterprize, a NUAIR Alliance and Griffiss partner, implemented a wireless network that enables continuous real-time Telemetry connectivity to the Griffiss Operations Center and seamless Command and Control (C2) of the UAS aircraft for BLOS missions. AX Enterprize, a New York State Certified Women-Owned Small Business, leads the development and integration of tools, processes and procedures that provide the UAS Mission Commander, pilots and NASA continuous situational awareness of the aircraft.

Griffiss is leading the development of UAS test range instrumentation and surveillance coverage to provide a state-of-the-art operations and data management center and testing grounds for the development and experimentation of technologies for safe integration of UAS into the National Airspace.

"The partnership between Griffiss International Airport, NUAIR Alliance and NASA is one that continues to place our region on the forefront of this ever-growing industry," said Oneida County Executive Anthony J. Picente Jr. "These types of events are a great way to showcase the important work that is being done here and the strides that NASA is making in moving this technology forward."

The next campaign, UTM TCL3, is scheduled for January 2018 and will focus on testing technologies that maintain safe spacing between cooperative (responsive) and non-cooperative (non-responsive) UAS over moderately populated areas. For more information on UAS testing being conducted in New York, Massachusetts and Michigan, visit [www.nuairalliance.org](http://www.nuairalliance.org).



Pictured are three of the four unmanned aircraft (DJI M100 (closest), DJI S1000, DJI S900) that flew simultaneously for the NASA TCL2 tests. Flight data was sent in real-time to NASA as the aircraft performed different missions. Missing from photo is a fixed-wing FireFly6 Pro.



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# WELCOMING ECONOMIES CONVENING ANNOUNCES SALE OF EARLY-BIRD TICKETS AND OPENING RECEPTION

Early-bird tickets are available for the 5th annual Welcoming Economies Convening, October 23-25, 2017 at the Marriott Syracuse Downtown. The global convening brings together more than 350 participants from across the Rust Belt to share best practices on how to engage the talents and skill sets of immigrant and refugee communities to catalyze economic growth.

CenterState CEO and the Welcoming Economies Global Network are teaming up with My Lucky Tummy—a pop-up food court featuring the cultures and perspectives of Syracuse’s refugee and New American communities—to create an opening reception that will celebrate local entrepreneurs representing cuisines from around the world.

The reception will take place at SKY Armory at 5 p.m. on Monday, October 21.

Attendees can sample foods from Burma, Pakistan, Somalia, South Sudan and Syria while networking with organizations, businesses and partners from communities across the country. Conversations will include best practices on how to welcome, retain and empower immigrant communities as valued contributors to local community and economic development initiatives.

CenterState CEO and its Economic Inclusion team are the conference hosts. Sponsorship opportunities are available by contacting Beth Savicki at [bsavicki@centerstateceo.com](mailto:bsavicki@centerstateceo.com). Learn more about the convening at [www.weglobalnetwork.org](http://www.weglobalnetwork.org).

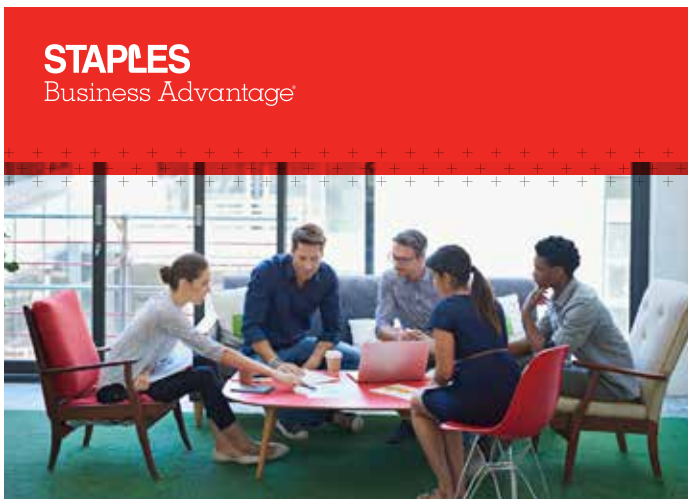


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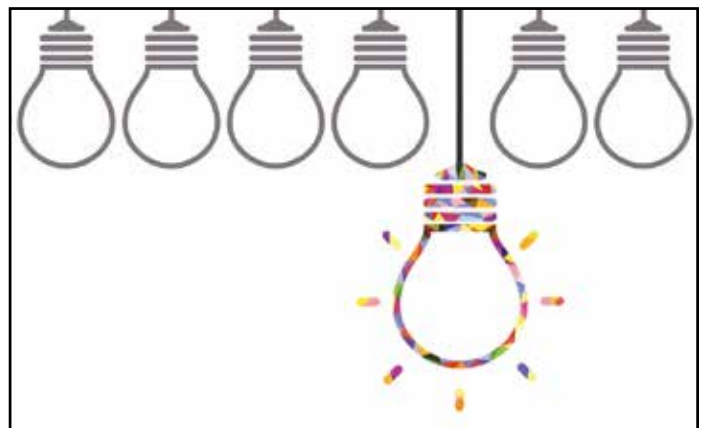


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# NEW INVESTOR FOCUS

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

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Anheuser-Busch (AB) is the world's largest brewer located right here in Central New York. The Baldwinsville brewery is the most innovative brewery in the AB network producing more than 70 brands shipped to all 50 states.



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315-655-8050

Marquardt Switches, Inc. is a global leader in the field of electronic switches, controls and switching systems for automobiles, trucks, off-road vehicles, power tools, household appliances and industrial applications. Marquardt's North American headquarters, located in Cazenovia, NY, features a state-of-the-art, 115,000-square-foot manufacturing facility. More than half of its current workforce resides in research and development, engineering and other support disciplines. In total, Marquardt employs nearly 9,300 people, operating in 19 locations, spanning across 14 different countries.



## H.P. Mile, Inc.

[www.hp-mile.com](http://www.hp-mile.com)



**Michael Brady**, *President*  
1112 E. Fayette St., Syracuse 13210

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HP Mile was founded in March 2002 with a primary focus on printing labels for pharmaceutical and biotech companies. As pharmaceutical label specialists, they know the highly regulated industry inside and out. Producing these labels requires stringent controls and includes additional requirements not typical for other products. The following quality standards are followed rigorously: ISO 9001 – 2008 Certification; lean manufacturing best practices; dedicated pharmaceutical resources and equipment in specific customer work cell teams; and documented production processes with detailed quality manual information.



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315-448-5882

St. Joseph's Health is a non-profit regional health care system based in Syracuse, providing services to patients throughout Central New York and northern Pennsylvania. From primary to specialty to home care, the Magnet-recognized hospital, and in collaboration with its community partners, St. Joseph's Health is advancing the health of the communities it serves through an expanding range of health care services to ensure its patients achieve optimum long-term health.





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## Visit the Downtown Farmers Market!

The Downtown Farmers Market continues every Tuesday, rain or shine, in Clinton Square through October 10. The market offers access to fresh, locally grown fruits, vegetables, plants, flowers, baked goods, wine and more—all while encouraging a sense of community. As the growing season continues, the market brings in as many as 50 regional farmers providing some of the freshest, healthiest produce available in Central New York.

Market-goers will find:

1. Cooking demonstrations and recipe cards
2. Free drawings for fresh produce and unique products
3. LIVE music every other week during lunchtime

Check [www.DowntownSyracuse.com](http://www.DowntownSyracuse.com) for the schedule.



A visitor makes a purchase at the Downtown Farmers Market.

## AmeriCU Syracuse Arts & Crafts Festival, July 28 to 30

More than 160 of the country's most talented artists, craftspeople and entertainers will be at Columbus Circle for the 47th Annual AmeriCU Syracuse Arts & Crafts Festival, July 28 to 30. The festival is a signature Downtown Committee event and is the largest and most prestigious show of its kind in Central New York. Visitors find contemporary arts and crafts, ranging from functional to decorative booths, as well as ceramics, paintings, sculpture and photography. There are a variety of professional performers as well, including costumed ethnic dance groups and unique street entertainers—and of course, unique treats and food for all!



The family-friendly Arts & Crafts Festival draws 50,000 visitors each year.

## Survey Results and Focus Groups Indicate Desired Residential Services

The Downtown Committee recently hosted two resident focus groups to take a deeper dive into survey results by seeking input from downtown residents on services and amenities that would improve their overall residential experience. Building on the formation of a Downtown Residential Committee in 2015, the Downtown Committee produced a survey in fall 2016 seeking input from downtown residents. Pharmacy and drugstores with evening and weekend hours, expanded restaurant hours and a dry cleaner were ranked the “most needed” personal services downtown, but by far the most-needed service requested was a full-service grocery store. The discussions also included ways that the Downtown Committee can further engage residents in regular, ongoing two-way communication. Anyone interested in getting involved can email [mail@downtownsyracuse.com](mailto:mail@downtownsyracuse.com) to learn more about the newly established Residential Committee.



Economic Development Program Manager Heather Schroeder leads a discussion at Modern Malt Bakeshop during a recent downtown resident focus group.

## Watch for “Great Stories Begin Downtown” TV Ad Campaign

Downtown Syracuse is thriving. This summer watch for the Downtown Committee's new television commercials highlighting small business owners as the heart and soul of the downtown community. As its “Great Stories Begin Downtown” campaign continues, the commercials offer glimpses into the lives of downtown Syracuse's residents, business owners, employees and friends.



## Hotel Skyler Syracuse Joins New Tapestry Collection by Hilton™

Travelers are celebrating the conversion of the Hotel Skyler as the first hotel into Hilton’s upscale Tapestry Collection brand.

The Hotel Skyler Syracuse, Tapestry Collection by Hilton, is an eclectic, 58-room University Hill hotel and a member of the University Hill Corporation. Built in 1922 to house the Temple Adath Yeshurun congregation, and later home to Salt City Center for the Performing Arts, the eco-friendly hotel was the city’s first to achieve LEED Platinum certification from the U.S. Green Building Council. As one of only five LEED Platinum certified hotels in the U.S., and 11 in the world, Hotel Skyler Syracuse is committed to sustainability, boasting a number of features to help invest in a better tomorrow.

The brand is also celebrating the launch of its partnership with Youth Service America. The organizations have aligned to support young people through the #LeadASAP Tapestry Collection Spark the Arts Campaign, which will activate youth to use their “spark” for the arts to improve their communities.

Located at 601 S. Crouse Ave. in Syracuse, the Hotel Skyler Syracuse, Tapestry Collection by Hilton is part of the Hilton Honors program, owned by CenterState CEO member Woodbine Group and managed by Woodbine Hospitality. For more information, visit [www.HotelSkyler.com](http://www.HotelSkyler.com).



The Hotel Skyler Syracuse, Tapestry Collection by Hilton is the brand’s first property.



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## Tech Garden Resident Spark.Orange, LLC Graduates and Expands

Spark.Orange, LLC is on the move. The company that started at The Tech Garden in 2013 with two employees in a shared office is moving its headquarters to 2,000 square feet of space at 301 W. Fayette Street in downtown Syracuse.

Spark.Orange LLC—a Salesforce.com strategic implementation and consulting partner, providing consulting, implementation, development, managed services and marketing automation—has a fast growing team of 12 and recently announced the launch of its new Marketing Automation Practice.

During their residency at The Tech Garden, co-owners Aliza Seeber and Derek Vargas were enrolled in the Innovation Hot Spot program where companies receive a tax incentive for up to five years. The Tech Garden is one of 10 designated Innovation Hot Spots in New York state. To learn more about this program, visit [www.thetechgarden.com/programs](http://www.thetechgarden.com/programs).

Spark.Orange LLC's graduation from The Tech Garden and continued expansion is another example of startups using the incubator programs, resources and events for further growth. Last year SpinCar, an extensive vehicle merchandising platform, also graduated due to its growth and is now located on Warren Street in downtown Syracuse.

## Ideation Workshops Offer Training to Aspiring Entrepreneurs

As part of CenterState CEO's efforts to offer highly targeted quality programming and resources to companies at all stages of a business lifecycle, The Tech Garden recently hosted its first Ideation Workshop. This event was the first in a series of training opportunities concentrated on the initial stages of creating a strong business model, such as problem and solutions statements, segmentation and next steps to move ideas forward.

Attendees also learned about programs and resources offered by CenterState CEO and The Tech Garden, including The Tech Garden Sandbox, Hack Upstate, PreSeed Workshops, Innovation Hot Spots and Syracuse Tech Meetups. The next Ideation Workshop is scheduled for August 3.



Traci Geisler (standing), Tech Garden resource manager, discusses what makes one's service unique compared to other competitors in the target market during a breakout session at the first Ideation Workshop.

## GENIUS NY Teams are Hiring

GENIUS NY teams from round one marked a significant milestone in their growth cycle with the hiring of three full-time employees. Since relocating their early stage startups to The Tech Garden in January, the six GENIUS NY companies have gained traction on improving their technology and outreach. Taking advantage of their initial funding, Ascent AeroSystems, Automodality, and SkyOp have made new hires in order to fill necessary roles and continue to meet growth targets.

**Applications for GENIUS NY 2.0 are open until**

**October 1, 2017.** Entrepreneurs and early-stage businesses focused on unmanned systems in hardware, software and analytics can apply to compete for three grand prizes valued at up to \$1 million, \$600,000 and \$400,000. Learn more about GENIUS NY and/or apply at [www.geniusny.com](http://www.geniusny.com) or contact Jon Parry, director of GENIUS NY, at [jparry@thetechgarden.com](mailto:jparry@thetechgarden.com).



## Future of Drones Draws Full House

Drawing a full house to The Tech Garden, Michael Toscano, former president and CEO for the Association for Unmanned Vehicle Systems International, presented on the future of the unmanned aircraft systems market in Central New York as well as globally. Toscano also met and networked with the GENIUS NY teams while visiting the area.

"In the future we're going to be creating things we can't even imagine. And it's going to be big and it's going to create jobs," Toscano said. "You will not stop technology. It always wins."



Michael Toscano shares the future of UAS with GENIUS NY teams.

## All Together Now!

Experiencing Central New York's top attractions this summer just got easier (and more affordable). Destiny USA teamed up with other top Central New York attractions to reveal the first-ever destination-wide Summer Fun Pass. Previously, the pass included access to four of 25 participating Destiny USA attractions, but now it offers free admission to the 2017 New York State Fair, Museum of Science and Technology, Syracuse Chiefs, Rosamond Gifford Zoo and Syracuse University Football. The first-of-its-kind Central New York destination pass is no longer a "day" pass. Now, it is valid from June 5 through September 4, 2017 and represents a savings of up to 65 percent per person.

"Our mission is to drive tourism demand and this exciting collaboration, led by Destiny USA helps us do just that," said Carol Eaton, vice president of marketing, Visit Syracuse. "They have invested a great deal of resources to attract international travelers over the past few years and this winning partnership is sure to stimulate an influx of more tourists into Syracuse."

With each Destiny USA Summer Fun Pass purchase, guests will receive a barcoded booklet with tickets to be used at four of 25 participating Destiny USA venues. Each booklet will also include a bonus admission ticket to the 2017 New York State Fair, Museum of Science and Technology, Syracuse Chiefs, Rosamond Gifford Zoo and Syracuse University Football.

Children's Fun Passes are available for \$40 plus applicable sales tax (ages 12 and younger – age and weight restrictions apply) and Adult Fun Passes are available for \$50 plus applicable sales tax.

Purchase the Fun Pass online at [www.destinyusa.com/summer](http://www.destinyusa.com/summer) (some restrictions apply) or visit Destiny USA's Guest Services desk on the third level of Destiny USA, near World of Beer.



The Summer Fun Pass was revealed at the Rosamond Gifford Zoo in June. Mascots of its new partners were in attendance to share the good news.

## Big Anniversaries on the Radar for New York State 2017



### 100th Anniversary – Women's Suffrage Movement

New York was one of the first states in the U.S. to pass legislation giving women the right to vote. Fayetteville native Matilda Joslyn Gage created the foundation for the radical feminism campaign of non-violent civil disobedience, which led to many modern ideas of women's equality. Gage, along with Elizabeth Stanton and Susan B. Anthony, wrote the multi-volume *History of Woman Suffrage*, but her name was removed after she broke away due to a disagreement over the separation of church and state. Gage was also an abolitionist and fighter for Native-American rights.



### 200th Anniversary – Erie Canal

The Erie Canal is responsible for making New York City the busiest port city in the country and for growing the U.S. economy, which made New York the Empire State. It was also essential for easily transporting goods, people and ideas to the west at a time when it was expensive and extremely difficult.

# CENTERSTATE CEO ECONOMIC CHAMPION

## JWA Construction Management

JWA Construction Management, Inc. is celebrating five successful years in business, during which time the company has steadily grown by adding jobs in the construction management field. Started in May 2012 with the beginning of the Syracuse Hancock Airport renovations in partnership with C&S Companies, JWA has continued to thrive under the leadership of owner Joy Weatherup Anthis. Weatherup Anthis has continued to hire and retain highly qualified people who have become permanent members of this small but cohesive team of managers.

Additionally, she has worked consistently as a WBE (Woman Business Enterprise), to open opportunities to women in the construction management field. In fact, JWA employs more women than men. JWA also has several internships scheduled with both male and female candidates finishing degrees in this career path. Part of the business success plan is to mix well-seasoned managers with new, tech savvy graduates to create the best teams for the client.

Nationally, JWA and the Central New York community were in the spotlight when President Donald Trump asked Weatherup Anthis to come to the White House to discuss the state of small business and its challenges in this region.

Current and past JWA projects include: SUNY Upstate Cancer Center, SUNY Upstate Maternity renovation at Community Campus, Skyler Commons student apartments, Onondaga County Lakeview Amphitheater, NYS Fairgrounds, SUNY Oswego, Syracuse City Schools and Sauquoit Valley Schools.

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



The \$49 million redesign of the Syracuse Regional Airport Authority includes a new façade, new flooring and furniture in the terminals, a regional aviation history museum, a glass pedestrian bridge and an eco-friendly roof over the main entrance.

## 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.

### 25 YEARS

The Bonadio Group  
Robin Pinkiert's Logos & Images Anywhere  
Prudential Financial

### 20 YEARS

J.B. Kane, Inc.  
Meridian IT Inc.  
Purcell's Wallpaper and Paint Company

### 15 YEARS

Best Western Plus Liverpool - Syracuse Inn & Suites  
Terakeet

### 10 YEARS

Advanced Business Systems, Inc.  
Anyela's Vineyards  
Drumlins, Inc.  
Flamingo Bowl  
Grandjean and Wagner, Inc.  
H & R Block  
KinderCare Learning Center  
Onondaga Commons LLC  
Tessy Plastics Corporation

### 5 YEARS

Famous Artists  
Jaquith Industries, Inc.  
Kelly's Choice, LLC  
Mercy Flight Central  
Pinnacle Investments, LLC  
Quality Mechanical Services, LLC  
Seneca Savings  
Staybridge Suites  
Tactair Fluid Controls  
Young & Franklin Inc.

# CENTERSTATE CEO MEMBER DISCOUNTS

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

## All Star Alley & Tavern

9583 Destiny USA Drive  
Syracuse, NY 13290  
315-992-9200

[www.allstaralley.com](http://www.allstaralley.com)

All Star Alley & Tavern has 55,000 square feet of fun for everyone including 24 lanes of state-of-the art bowling, a full-service restaurant with a from-scratch kitchen, two high-energy bars, a sports amphitheater, billiards, darts, bocce ball, arcade and a private event space that seats more than 200 guests (stage, private bar, AV). Plan your next event at All Star Alley & Tavern! Corporate events and meetings, team builders, birthday parties, cocktail receptions, rehearsal dinners, receptions, bachelor and bachelorettes parties, youth sporting events, field trips, graduations, after-prom parties, lock ins and so much more!

**Discount:** CenterState CEO members receive 10 percent off your event (excluding alcohol, tax and gratuity.) Offer expires September 30, 2017.

## AIC Talent Solutions

5795 Widewaters Parkway  
Syracuse, NY 13214  
315-726-3501

[www.aic talent.com](http://www.aic talent.com)

As a leading talent solutions firm that provides highly skilled information technology, engineering and professional staffing to clients nationwide, AIC would welcome the opportunity to become your staffing partner.

**Discount:** CenterState CEO members receive four free hours on a four-week assignment. Offer expires August 31, 2017.

## The Great Escape

1172 US-9  
Queensbury, NY  
518-824-6000

[www.sixflags.com/greatescape](http://www.sixflags.com/greatescape)

More than 135 rides, shows and attractions including a full outdoor waterpark. Additions for 2017 include Bonzai Pipelines and Drop-of-Doom; the first-ever VR drop tower experience in the Northeast. The Great Escape's private catering pavilions are great for company events 50 to 10,000 people.

**Discount:** CenterState CEO members receive more than 40 percent off one-day tickets and more than 50 percent off a season pass. Visit this link to purchase: <https://goo.gl/g5m89B>. Offer expires September 30, 2017.

**Increase Your Company's Visibility...Offer a Member Discount! Contact Sharon Abert at [sabert@centerstateceo.com](mailto:sabert@centerstateceo.com) or 315-470-1810 today!**

# HALBRITTER CAPTIVATES ATTENDEES AT CEO PRESENTS

Ray Halbritter, Oneida Indian Nation representative and CEO of Oneida Nation Enterprises, was the speaker at June's popular and captivating CEO Presents event. Halbritter spoke on the need to embrace change, innovation and reinvention while focusing on long-term goals. He also shared insight on the need to take calculated risks in pursuit of a bold, future vision. Attendees heard firsthand how these values have shaped the growth of Oneida Nation Enterprises as well as plans for future development in the region. The series is presented by VIP Structures and sponsored by News Radio 570 WSYR, Now on 106.9 FM.



Ray Halbritter discusses his long-term goals and the challenges he's faced to meet them.

# DELTA HIGH ALTITUDE BUSINESS AFTER HOURS

CenterState CEO members were treated to a tour of Tailwater Lodge, Central New York's new world-class fishing resort and events facility, at the most recent Delta High Altitude event. Attendees got an inside look at this incredible complex, where rustic charm meets metropolitan style. In addition to great atmosphere, Tailwater Lodge provided beverages. Steve Vasick, of Galaxy Communications, was the lucky winner of two Delta Air Lines tickets.



Pictured at the Tailwater Lodge event are (from left), Katie Carroll, Delta Air Lines; Steve Vasick, Galaxy Communications; Kevin Schwab, CenterState CEO; Saher Zawaideh, Delta Air Lines; and Bassel Sakkab, Delta Air Lines.



# MEMBER ESSENTIALS

CenterState CEO member **Image Auto LLC / Congruent Story** is recognized as a CNY Best Places to Work for 5-50 employees.\*

The United States Air Force awards a radar contract worth up to \$1.3 billion to Raytheon Co. and **Saab Defense and Security** of DeWitt.



**Anheuser-Busch** to invest \$10 million in Lysander brewery. **Anheuser-Busch** to manufacture non-alcoholic Teavana Craft Iced Teas at local brewery.



Hofmann Sausage, **Empire Brewing** create new beer brats in Syracuse.

**Dupli Associates LLC** plans to invest \$3.56 million into former Dupli Envelope & Graphics; receives tax breaks for redevelopment project that will include a rock climbing gym, a restaurant and other commercial uses.

**Oneida Nation** to open five new convenience stores that will specialize in made-to-order food.



Renovated **Hotel Syracuse** opens Shaughnessy's Irish Pub, which might have the longest bar in the city of Syracuse. **Marriott Syracuse Downtown (formerly Hotel Syracuse)** wins Excellence in Historic Preservation Award from Preservation League of New York State.

**Open Hand Theater** moves to ShoppingTown Mall.

**Delta Air Lines** to test face-scanning baggage check kiosks this summer.

**Wegmans** to open a new grocery store in suburb of Washington, D.C.

**All-Star Alley & Tavern** opens at Destiny USA.



**Le Moyne College** wins federal grant for low-income Syracuse students.

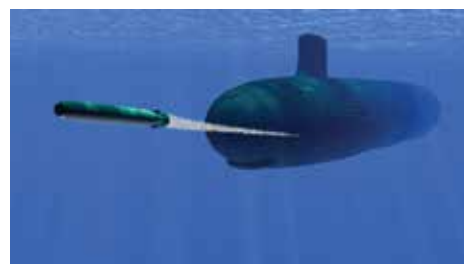
**United Way of CNY** announces Nancy Kern Eaton will succeed Frank Lazarski as president.

**Syracuse Educational Opportunity Center** celebrates nearly 300 students for going back to school as adults.

**Breakout Games**, a theme-related escape room business, opens in East Syracuse.

Berkshire Hills, parent company of **Berkshire Bank**, to acquire Bancshares and its subsidiary, Commerce Bank and Trust.

U.S. Navy awards \$425 million sonar contract to **Lockheed Martin**.



Syracuse lighting company **Ephesus** lights 2017 Stanley Cup and Calder Cup hockey finals.

**Advance Media New York** leads New York State Associated Press Association awards.

**KeyBank** employees spend a day volunteering with 46 community organizations and service projects.

**St. Joseph's Health** building \$31 million heart center.

**Eric Mower + Associates** wins three business marketing awards.

**DoubleTree by Hilton Syracuse** completes multi-million dollar renovation.

\*Editor's note: Our apology to Image Auto LLC / Congruent Story who was inadvertently left of the list of CenterState CEO members recognized in the June issue.

## ICELAND'S MAGICAL NORTHERN LIGHTS

Discover Iceland's Magical Northern Lights with CenterState CEO, February 20 to 26, 2018. Highlights include Reykjavik, Northern Lights Cruise, Golden Circle, Thingvellir National Park, Geysir, Gullfoss, Seljalandsfoss, Vik, Eyjafjallajokull Volcano Visitor Center, Skogar Museum, Skogafoss, Jokulsarlon Glacial Lagoon, Skaftafell National Park, Vatnajokull Glacier and Blue Lagoon. Per person rates: \$3,429 (double) and \$3,929 (single). Price includes a \$200 air booking bonus (if booked by August 20, 2017), round-trip airfare from Syracuse Hancock International Airport, air taxes, airport-hotel transfers, tour manager and 10 meals.

For more information, contact Shannon Fults at [sfults@centerstateceo.com](mailto:sfults@centerstateceo.com) or 315-470-1884.



Jokulsarlon Lagoon Glaciers, Iceland



### TRAVEL PRESENTATION: ICELAND – JULY 27

Join CenterState CEO for a travel presentation on Iceland at 5:30 p.m. on July 27 at the Maplewood Suites Extended Stay, 400 Seventh North St., Liverpool, to learn more. RSVP to 315-701-2648 or [jlombardi@nyaaa.com](mailto:jlombardi@nyaaa.com). The presentation is free to attend.



# NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, chaired by Stephenie Pyle, Jefferson Clinton Hotel. Cory LaDuke, Cushman & Wakefield/Pyramid Brokerage Company, Inc., is vice chair.

## The Great Escape & Splashwater Kingdom

Over 135 rides, shows and attractions including a full outdoor waterpark. Additions for 2017 include Bonzai Pipelines and Drop-of-Doom; the first-ever VR drop tower experience in the Northeast. The Great Escape's private catering pavilions are great for company events 50 to 10,000 people.

Eric Voelker

1172 US-9

Queensbury, NY 12804

www.sixflags.com/greatescape

518-824-6000

## Reclaim New York

Reclaim New York is a non-partisan, 501c3 non-profit organization that educates New Yorkers on issues like affordability, transparency and education. Through civic trainings, we empower citizens to engage their state and local government. Most importantly, we're a group of New Yorkers that believes deeply in helping each citizen reclaim ownership in his or her relationship with government.

John Byrne

PO Box 91

Chaumont, NY 13622

www.reclaimnewyork.org

315-222-6200

## All Star Alley & Tavern

All Star Alley & Tavern has 55,000 square feet of fun for everyone including 24 lanes of state-of-the-art bowling, a full-service restaurant with a from-scratch kitchen, two high-energy bars, a sports amphitheater, billiards, darts, bocce ball, arcade, and a private event space that seats more than 200 guests (stage, private bar, AV). Plan your next event at All Star Alley & Tavern! Corporate events and meetings, team builders, birthday parties, cocktail receptions, rehearsal dinners, receptions, bachelor and bachelorettes parties, youth sporting events, field trips, graduations, after-prom parties, lock ins and so much more!

Lisa Napelitano

9583 Destiny USA Drive

Syracuse, NY 13204

www.allstaralley.com

315-992-9200

## TemperaturePro of Syracuse

TemperaturePro of Syracuse wants to be your company of choice for your residential or commercial HVAC, plumbing and refrigeration needs. TemperaturePro provides comprehensive system checks, troubleshooting, repair, replacement, new installation – and MUCH more. Free estimates, professional and personalized service!

Andrea Crespo

300 Gateway Park Drive, Suite B

Syracuse, NY 13212

www.temperatureprosyracuse.com

315-452-0930

## Allied Sign Company



Allied Sign's manufacturing team will fabricate your signage using the highest quality workmanship, materials and components to assure that your sign will shine bright and last in the harshest conditions, while meeting clients' design and code requirements. Allied can install or crane and ship your signage anywhere in the United States. Allies is a one-stop sign experience, including sign service for clients in retail, business and industry. From single custom signs to national rebranding campaigns, Allied ensures that your sign fabrication project is done right, on time and within budget.

Greg Fishel

720 Erie Blvd. W.

Syracuse, NY 13204

www.alliedsigncompany.com

315-471-2771

# We Are Hiring!



CenterState CEO is seeking candidates for its Vice President of Finance position. The VP of Finance is responsible for the organization's accounting, procurement and insurance functions; developing and implementing a financial strategy in support of the strategic and operating plans; and acting as the primary financial contact for the management team and the board of directors. The role also requires maintaining appropriate reporting on financial results and key metrics and ensuring the ongoing development and monitoring of financial control systems designed to preserve company assets and report accurate results.

**To read the full job description, visit [www.centerstateceo.com/careers](http://www.centerstateceo.com/careers).**

**To Apply: Please send a resume and cover letter to Nancy Premo, VP of Human Resources at [npremo@centerstateceo.com](mailto:npremo@centerstateceo.com).**

# EVENTS

## CenterState CEO Clambake

Thursday, August 3, 2017

4 to 8 p.m.

Hinerwadel's Grove

5300 W. Taft Road, North Syracuse

**Register by July 26**

at [www.centerstateceo.com/events](http://www.centerstateceo.com/events)

or contact Lisa Metot at 315-470-1870 or

[lmotot@centerstateceo.com](mailto:lmotot@centerstateceo.com).

Join CenterState CEO for great food,  
music and fun!

Make it your company picnic!

**Win two complimentary airline tickets  
courtesy of Delta Air Lines!**

**New this year—a dunk tank!  
All money raised goes to charity.**

Sponsored by:



Cost: \$69/person for members;  
\$79/person for non-members \*\*

Group packages available: 5 tickets  
for \$325, 10 tickets for \$650,  
15 tickets for \$975.

Tabletop displays are available for  
members only. \$500 includes two tickets  
and a six-foot table.

Contact Beth Savicki at 315-470-1833 or  
[bsavicki@centerstateceo.com](mailto:bsavicki@centerstateceo.com).

\*\*After July 26 and at the door, tickets are \$75  
for members; \$85 for non-members.  
Cancellations after this date will be billed.

PRESENTING SPONSOR:

**TOMPKINS**

Trust Company | Insurance Agencies  
Financial Advisors

CORPORATE SPONSORS:

**nationalgrid**



MEDIA SPONSORS:



ENTERTAINMENT PROVIDED BY:  
Simplified Entertainment

Register online at [www.centerstateceo.com/events](http://www.centerstateceo.com/events)

## Tech Meets Taste, July 19

5 to 7 p.m.

The Tech Garden patio, 235 Harrison St., Syracuse

This year's event features local, independent business owners and current and aspiring entrepreneurs from Up Start, CenterState CEO's collaborative business development program, and businesses from the Upstate Minority Economic Alliance (UMEA). Network, enjoy food samples and learn more about The Tech Garden.

Cost: \$10 for members; \$20 for non-members. To become a vendor, contact Shannon Fults at 315-470-1884 or [sfults@centerstateceo.com](mailto:sfults@centerstateceo.com). To be a sponsor, contact Beth Savicki at 315-470-1833, [bsavicki@centerstateceo.com](mailto:bsavicki@centerstateceo.com).



## Business After Hours at the Jefferson Clinton Hotel, September 13

5 to 7 p.m.

416 S. Clinton St., Syracuse

Join CenterState CEO to celebrate the 90th anniversary of the Jefferson Clinton Hotel. This after-hours event includes appetizers, drinks and live entertainment.

Cost: \$10 for members; \$20 for non-members. Contact Karen DeJoseph at 315-470-1997 or [kdejoseph@centerstateceo.com](mailto:kdejoseph@centerstateceo.com).



JEFFERSON CLINTON  
HOTEL

## 7 Habits of 7 Highly Successful People, September 15

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

Rosamond Gifford Zoo, One Conservation Place, Syracuse

Don't miss this opportunity to hear from seven of the region's most influential executives and community leaders. Each will share seven lessons that they have learned and used throughout their careers. Through wisdom, expertise and candor take away 49 principle-centered approaches to be more effective and impactful in your personal and professional life. Stay tuned for more details.



## Mayoral Candidate Forum, September 26

3 to 6 p.m.

Crowne Plaza Syracuse, 701 E. Genesee St., Syracuse

Hear first hand each mayoral candidate's strategy for issues that are top concerns for the future of the city of Syracuse and its role in the regional economy.

Cost: \$30 for members, includes a networking reception. Contact Deb Warner at 315-470-1945 or [dwarner@centerstateceo.com](mailto:dwarner@centerstateceo.com).

## SPEED NETWORKING EXPANDS CONNECTIONS

Face-to-face conversations are more critical than ever in today's fast-paced digital world. Therefore, CenterState CEO members really appreciate the opportunity to interact, make connections and create new business.



More than 60 people attended a recent Speed Networking event, which was sponsored by TERACAI. Peppino's Restaurant and Catering Group catered breakfast.

Nominate Your Company To Be An

# ECONOMIC CHAMPION

Criteria:

- Added employees
- Capital expenditures
- Opened a new business
- Expansion of space or relocation due to growth
- State or national recognition
- Celebrated a significant milestone

**Nominate online at [www.centerstateceo.com/Economic-Champions](http://www.centerstateceo.com/Economic-Champions)  
Submissions must be received by Friday, September 20, 2017**

For more information contact Karen DeJoseph at 315-470-1997 or [kdejoseph@centerstateceo.com](mailto:kdejoseph@centerstateceo.com)  
Sponsorships are available by contacting Beth Savicki at 315-470-1833 or [bsavicki@centerstateceo.com](mailto:bsavicki@centerstateceo.com)

The Economic Champions Luncheon will be held on  
**Wednesday, October 11 at the Convention Center at Oncenter in downtown Syracuse.**  
To register for the luncheon, visit [www.centerstateceo.com/events](http://www.centerstateceo.com/events)



**CENTERSTATE  
CORPORATION FOR  
ECONOMIC OPPORTUNITY**

## 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](mailto:sabert@centerstateceo.com).



CenterState CEO Ambassadors celebrate the newest location of **Café Kubal** at 712 E. Fayette St. in Syracuse.



Several CenterState CEO Ambassadors ran in **Paige's Butterfly Run** after congratulating organizers on 20-plus years of service.

### Grand Openings

**All Star Alley & Tavern**, Destiny USA, 9090 Destiny USA Drive, Syracuse

**Best Western Plus**, 6605 Old Collamer Road, East Syracuse

**The Fish Friar**, 239 E. Genesee St., Syracuse

**Go Green Supply CNY**, 1433 Erie Blvd. E., Syracuse

**IBU, LLC**, 3703 Brewerton Road, North Syracuse

**Raymond Corporation** - Raybuilt Center of Excellence, 6581 Chrysler Lane, East Syracuse

### Anniversaries

**Tradesmen International**, 6700 Old Collamer Road, East Syracuse – 25th

### New Location

**C.H. Insurance**, Atrium Building, 100 S. Salina St., Suite 370, Syracuse



115 W. Fayette Street  
Syracuse, New York 13202  
Tel: 315-470-1800  
[www.centerstateceo.com](http://www.centerstateceo.com)

## CEO ESSENTIALS



WELCOMES *DISNEY INSTITUTE* TO  
**Syracuse, NY - September 20, 2017**  
9AM - 5PM • Holiday Inn Liverpool Syracuse



Register Today at [www.CenterStateCEO.com/DisneyLeadership](http://www.CenterStateCEO.com/DisneyLeadership)  
Space is Limited.

Presenting Marketing  
Participant:



Marketing  
Participants:

University College  
Syracuse University



thedigitalhyve