

CEO INITIATIVES RECEIVE STATE INVESTMENT TO CREATE ECONOMIC OPPORTUNITY, FIGHT POVERTY

The latest round of investments in the Alliance for Economic Inclusion (AEI) through the Upstate Revitalization Initiative includes several CenterState CEO led initiatives, among 39 projects across Central New York, to advance efforts to fight poverty and create greater economic opportunity in the region.

Among the projects receiving funding is **Commuter CNY, a new program developed by CenterState CEO to create a vanpooling service in parts of Onondaga, Oswego, Madison and Cayuga counties.**

The program was awarded \$646,800 and will connect workers from underserved areas to workplaces in remote locales. For low-income job seekers, the lack of reliable transportation is a persistent impediment to job attainment and retention. Often businesses that offer good jobs and career pathways are located away from population centers or are disconnected from public transit, causing an overreliance on personal vehicles for job seekers that lack the means to buy a car. Through a partnership with Centro and "Commuter with Enterprise" this new program will put 49 vans into service, enabling approximately 350 workers across the region to access employment.



More than 67,000 jobs in the Syracuse MSA are located more than a half mile from public transit, and more than 57,000 jobs are located within a 30-minute transit commute. Commuter CNY's vanpooling service will provide a new transportation alternative for those jobseekers without accessible public transit or personal vehicles.

Additionally, **CenterState CEO's Work Train initiative will receive \$519,000 to launch Syracuse Build in partnership with the City of Syracuse, Onondaga County, Syracuse University and many community partners.** Syracuse Build will create a robust and inclusive workforce pipeline for lower income residents aligned with upcoming opportunities in Syracuse within the construction field. Since 2014, with the support of the Work Train Funder Collaborative, industry and training partners, nearly 900 people have been placed in jobs through the Work Train initiative.

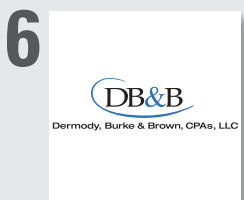
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New Investor Focus



14
CenterState CEO Events

CenterState CEO Annual Meeting: Celebrating 10 Years

Wednesday, April 29

11:30 a.m. Registration; 12 to 1:30 p.m. Program

The Oncenter, 800 S. State St., Syracuse

Join the region's largest annual gathering of business leaders for a celebration of CenterState CEO's 10 year anniversary, and a look toward the region's future growth.

Register at www.centerstateceo.com/events

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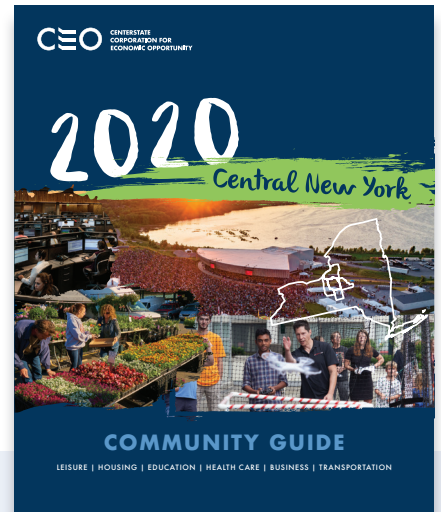


YOUR 2020 RECRUITING TOOL: THE CENTRAL NEW YORK COMMUNITY GUIDE

CenterState CEO has released its 2020 Central New York Community Guide — a magazine that highlights information on housing, education, health care, transportation, business and leisure activities in Syracuse and Central New York. This annual publication is a resource for members to aid in their recruitment efforts and as a tool in CenterState CEO’s economic development efforts.

A complimentary copy is mailed to CenterState CEO and Greater Oswego-Fulton Chamber of Commerce members, and CEO partner organizations. Additional copies may be purchased by calling 315-470-1800 or visiting <http://bit.ly/BuyCommunityGuide>. Members can also download the guide from the CenterState CEO website at www.centerstateceo.com/publications.

Businesses interested in advertising in next year’s community guide are invited to contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com.



Attention Human Resource Depts.

The CNY Community Guide is an excellent recruitment piece and great resource for new hires to receive during a company’s onboarding process. Call 315-470-1800 or visit <http://bit.ly/BuyCommunityGuide> to place an order.

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

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



GO TO: CAREERS.GOODLIFECNY.COM

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



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SALT CITY MARKET ANNOUNCES VENDORS; UP START EXPANDS INTO TRADES AND CONSTRUCTION

During the last year, 18 food entrepreneurs representing a diverse cross section of the Syracuse community have competed for one of 10 merchant booths in the new Salt City Market. **Candidates took part in a food industry specific StartIt! training program through CenterState CEO's Up Start program and participated in pop-up events to test their recipes and concepts.** After a series of final interviews, eight winners were announced at a surprise event at the offices of The Allyn Family Foundation. Opening in November, the Salt City Market food hall will feature eight local chefs whose food represents cultures and experiences from around the world.

Winners will continue training and receive technical assistance to prepare them for successful business ownership. They will shadow owners of several local restaurants, travel to visit food halls and learn from others. In addition to the eight winners, the market is searching for one or two established vendors looking to expand to fill the remaining two booths.

Those entrepreneurs not selected for the food hall can also continue working with Up Start to refine and strengthen the skills necessary to grow a catering business — and several will be making the leap into business ownership in other locations in the city.

In addition to the food hall, Salt City Market will include a Salt City Coffee shop (another Up Start graduate), a grocery store, mixed income apartments as well as office and event space. The \$25 million project is being funded by The Allyn Family Foundation, which created the Syracuse Urban Partnership, a separate nonprofit to own the building and run the food hall. The Salt City Market is an example of how CenterState CEO's Economic Inclusion portfolio partners with local organizations to leverage access to economic opportunity as a means to foster vibrant neighborhoods.

This year, Up Start will venture into a second sector-specific training program, with the development of a StartIt! training course specifically designed for businesses in the trades and construction to help implement the Syracuse Build initiative.

For more information about CenterState's role in Salt City Market, or to learn how Up Start can help grow small businesses, contact Clara Cedeño at ccedeno@centerstateceo.com.



Salt City Market winners and cuisine, top row, from left: Sarinthra Tong-Ngork, Thailand; Latoya Ricks and Gloria McCuban, Jamaican; Fiona Day, sweet and savory pies; and Sleyrow Mason, Southern cuisine. Bottom row, from left: Hein San, Burma; Ngoc Huynh, Vietnamese; Dreamer Glen-Johnson, American soul; and Duyen Nguyen, Asian bakery.



Boost & Build

Three CenterState CEO Up Start clients recently participated in a KeyBank Business Boost & Build C.U.S.E Collaborative Pitch Competition. Owners pitched their business concepts in an attempt to win \$5,000 to help grow their small business. The winner was Up Start program client Stacey Bailey, who plans to use the money to refurbish a food truck to help with her business, A Taste of Honey Catering.

Other contestants included Dreamer Glen-Johnson of Miss Prissy's, a new Salt City Market vendor; Belangie Perez of Chocola Te'; Elizabeth Race of Eco-Baggeez; and Maggie Levy of Razzle Dazzle. The C.U.S.E Collaborative is an initiative of the KeyBank Business Boost & Build program, powered by Jump Start. Partners, including CenterState CEO, Upstate Economic Minority Alliance, WISE Women's Business Center and Syracuse University, provide resources to help start and grow small businesses. To learn more, contact Clara Cedeño at ccedeno@centerstateceo.com.



Up Start client Stacey Bailey, A Taste of Honey Catering (center), wins \$5,000 at the KeyBank Business Boost & Build and C.U.S.E. Collaborative Pitch competition.



Who Will Win \$1 Million? GENIUS NY Finals Night is Set to Break Attendance Record

Last year, GENIUS NY Finals Night was standing room only. This exciting event features five startup teams pitching for a \$1 million award. The free event is 5:30 p.m., Wednesday, April 22 at the Marriott Syracuse Downtown.

This year's teams are BotsandUs (United Kingdom); DroneSeed (Seattle, WA); Eget Liber (Syracuse, NY); Geopipe (New York City, NY); and Skyy Network (Australia). Come watch as these startups talk about their emerging technology and how Syracuse and Central New York are the perfect place to scale it.

GENIUS NY Finals Night is sponsored by Thales, Visual Technologies and Hancock Estabrook, LLP. Giant check sponsor is Dermody, Burke & Brown, CPAs, LLC. Register for free tickets at www.geniusny.com. Space is limited.



Sentient Blue was the 2019 GENIUS NY \$1 million grand prize winner.

GENIUS NY 2017 Grand Prize Winner Acquires GENIUS NY 2018 Startup

AutoModality, Inc. has acquired UsPLM, Inc., a drone management platform provider. UsPLM creates a product lifecycle management solution for mobile robotic platforms and drones that will become a key component of AutoModality's Mission Control Enterprise SaaS offering.

The two successful startups are past GENIUS NY finalists. AutoModality won the \$1 million grand prize in 2017, the first year of the drone accelerator. UsPLM took part in the 2018 accelerator.

"AutoModality and UsPLM are perfect partners in creating a

true end-to-end drone hardware/software/ management solution for enterprises of all sizes," said Yunpeng Li, co-founder of UsPLM. "UsPLM's ERP and enterprise expertise coupled with AutoModality's advanced perception and navigation technologies create a true world-beater solution."

AutoModality's AM Mission Control Cloud-based software-as-a-service will enable users to plan, execute and manage their missions, in addition to storing, managing and analyzing the data post-mission. Learn more at www.automodality.com.



Sharing the Love

Partnerships prevail when it comes to successful destination marketing, and Visit Syracuse continues to value its ongoing relationship with I Love New York. Tasked with covering an incredible array of statewide events and activities that have a worldwide reach, I Love NY relies on input from Visit Syracuse to keep the lines of communication open. The results are showing as Greater Syracuse shines in a variety of I Love New York blogs. Most recent 2020 blog themes include:

8 Amazing Attractions in New York State You Can Reach by Train, featuring Destiny USA and the Great New York State Fair.

Discover the Best Family-Friendly Indoor Activities in New York, encouraging readers to find adventure at the WonderWorks Canyon Climb.

Top Things to Do in New York This February, included an invitation to stay warm and enjoy the season at Winter Fair.

17 Unique Date Ideas in New York boasts of Clinton Square Ice Rink in a roundup of the state's best gliding and twirling spots for that perfect Instagram photo.

25 of the Best Diners in New York gives a wonderful shout out to Nestico's Too, "the kind of place where regulars hang out" and the "all natural, freshly prepared" temptations at Rise N Shine Diner.

14 New York Bagel Shops You Have to Try tells the story of Water Street Bagel Co., the "sleekly designed shop where the bagels are boiled and then finished in a wood oven for a perfect mix of chew and crunch," combined with coffee from local roaster, Recess.

2020 New York State Vacations to Book Now encourages fans to look forward to the Great New York State Fair.

It's no secret that New York state is an incredible treasure trove of fun, engaging, diverse and welcoming experiences. Thanks to I Love NY for sharing Greater Syracuse on its worldwide stage. Visit www.iloveny.com/blog to see the area is in good company.

I Love NY
I Love New York Blog
8 Amazing Attractions in New York State You Can Reach by Train
Feb 05, 2020 by Danielle Lee

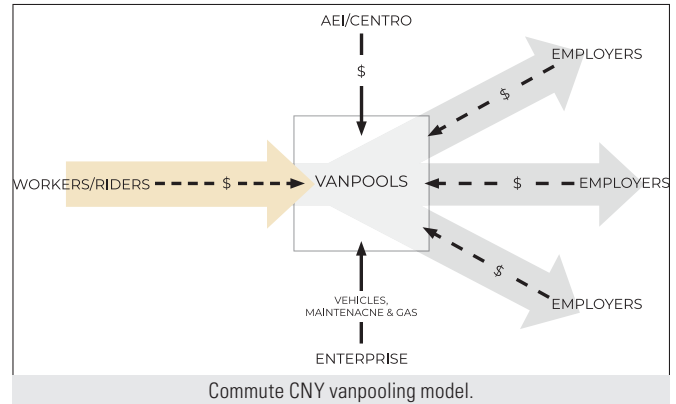
Did you know that many of New York State's most exciting attractions are accessible by train? These eight attractions include all the transportation information you need to plan a trip, in most cases using only mass transit. Read on to learn more about how to take a train to attractions that are sure to provide fun-filled memories, whether you're looking for a day trip, weekend getaway, or even a longer vacation. ...

[Continue Reading >](#)

CEO INITIATIVES RECEIVE STATE INVESTMENT continued from front page

“This investment in our work enables us, together with our partners, to directly impact some of the most significant barriers to economic opportunity,” said Rob Simpson, president of CenterState CEO. “We are grateful to Governor Cuomo for acknowledging this critical work in our community, to Onondaga County for its leadership of the AEI, and to our many partners working alongside us towards a common vision to drive meaningful change through these investments.”

The Alliance for Economic Inclusion is an anti-poverty initiative comprised of 24 community leaders from the five county Central New York region. These volunteers were chosen to represent the diversity of governments, businesses, schools and economic opportunities and challenges as identified by the community. Onondaga County administers the project, provides the funding upfront and is then reimbursed by the state.



Alliance for Economic Inclusion Funded Project Highlights

Several CenterState CEO members and mission-aligned partners also received AEI funding to advance impactful projects to holistically address the community’s challenges. Among them:

Access Dental (Southeast Gateway partner)

Dunbar Association

Hack Upstate (Syracuse Surge partner)

Home Headquarters*

Jubilee Homes of Syracuse, Inc.

Loretto* (Health Train partner)

Northside Learning Center (Northside UP partner)

OnPoint For College*

Oswego County Opportunities*

PEACE Inc.*

Rescue Mission Alliance of Syracuse*

Syracuse Urban Partnership (Allyn Foundation*)

United Radio* (ProTrain partner)

Upstate Minority Economic Alliance (organizational partner)

YWCA of Syracuse and Onondaga County*

**Denotes CenterState CEO and GOFCC members*

For a complete list of projects, visit: <https://tinyurl.com/vrxmjct>

CEO SEEKS CONSULTANTS TO SUPPORT ITS WORK

CenterState CEO has issued a request for qualifications from a diverse group of consultants (individuals or entities) to provide a variety of services relevant to CEO’s focus areas and help drive the organization’s work forward. The intention is to create a pool of pre-identified experts that are ready to fulfill scopes of work as needs arise, and that, over time, gain a deeper understanding of CEO’s dynamic work.

Consultants would provide support and capacity to CenterState CEO’s in-house teams to execute developing projects and initiatives. **Immediate and near-term needs include: communications and marketing; strategic planning and project management; data, research and evaluation; diversity, equity and inclusion; business lending and finance. Longer-term needs include real estate finance, and architecture and design.**

Applicants should complete a Consultant Pool Submission Form, <https://tinyurl.com/t54o3jq>, and send any additional, relevant materials to Robin Kennedy at rkennedy@centerstateceo.com. Applications will be accepted on a rolling basis. Successful applicants will become participants of the Consultant Pool. CEO staff will share specific project needs with relevant consultants as they arise to develop and execute contracts with defined scopes of work, durations and budgets.

Request For Qualifications for Consultant Pool

Read the full RFQ scope and application process here:
<https://tinyurl.com/r18cbjc>.

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.

Acropolis Realty Group acropolisrealtygroup.com



Stephen Case, Owner
115 Jefferson St., Syracuse, NY 13202

315-396-0493

Acropolis Realty Group is a full service real estate firm based in Syracuse. ARG specializes in property management, commercial sales and leasing, and residential home sales.



Barton & Loguidice bartonandloguidice.com



John Benson, Vice President
443 Electronics Parkway, Liverpool, NY 13088

315-457-5200

Barton & Loguidice has more than 55 years of experience helping communities throughout the Northeast and Mid-Atlantic states meet their engineering, environmental science, planning and landscape architecture needs. It provides planning, funding procurement, site design, engineering and construction phase services for projects involving facilities, sustainable design, green infrastructure, recreational facilities, renewable energy, site utilities, water and wastewater, solid waste, transportation, municipal engineering, community revitalization and environmental issues. The firm has offices across New York state as well as in Pennsylvania, Maryland and New Jersey.



CNY Care Collaborative, Inc. www.cnycares.org



Cathy Homkey, Executive Director
Lincoln Building, 109 Otisco St., 2nd Floor, Syracuse, NY 13204

315-703-2960

The Central New York Care Collaborative (CNY Cares) is a partnership that connects more than 2,000 health care and community-based service providers in six counties across Central New York -- Cayuga, Lewis, Madison, Oneida, Onondaga and Oswego. The primary goal of the collaborative is to serve the population by improving the coordination of health care services, enhancing the quality of performance outcomes, and creating an overall better system of care for patients.



Syracuse University www.syracuse.edu



J. Michael Haynie, Vice Chancellor for Strategic Initiatives and Innovation
IVMF at Barclay, 101 Waverly Ave., Syracuse, NY 13244

315-443-0141

Syracuse University is a private research university that advances knowledge across disciplines to drive breakthrough discoveries and breakout leadership. Its collection of 13 schools and colleges with over 200 customizable majors close the gap between education and action, so students can take on the world. In and beyond the classroom, SU connects people, perspectives and practices to solve interconnected challenges with interdisciplinary approaches. Together, they're a powerful community that moves ideas, individuals and impact beyond what's possible.





“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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dbbllc.com

GOFCC ANNUAL MEETING CELEBRATES GROWTH

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) hosted its 2020 annual meeting at the Lake Ontario Event & Conference Center in Oswego. Nearly 250 people attended the meeting to hear GOFCC Executive Director Katie Toomey highlight the economic progress happening across Oswego County and how programs and projects supported by the chamber will continue to drive momentum.



“The progress we are seeing is the result of the community’s clear vision for what can be achieved. It’s reflected in Oswego County being one of the only counties in New York state to secure Downtown Revitalization Initiative funding for two cities, Oswego and Fulton. These investments create a vibrancy that is attractive to young talent,” said Toomey. “In the city of Oswego, the millennial population is up 24.5% from 2012 to 2018, according to American Community Survey estimates. And at 5.2%, the unemployment rate has been more than cut half since 2012.”

The event also featured a keynote address by Melanie Littlejohn, New York vice president for National Grid, and chair of CenterState CEO. “Oswego County’s transformation is a great example of what can be done when business leaders and community partners work together,” Littlejohn said. “It’s thrilling to see the progress taking place right here in our own backyard and the investments that help put the region on the map.”

The Chamber also presented three awards during the event:

- Community Investor Award: Bill Greene Jr., owner of the Oswego Sub Shop.
- The first Nancy L. Premo – Woman of Distinction Award: Reyne Pierce, vice president of residential and consumer lending at Pathfinder Bank.
- President’s Award: Kerrie Webb, executive director of the Oswego YMCA and president of the GOFCC Advisory Council.

Thank you Presenting Sponsor: Exelon; Business Sponsors: Oswego Health, Pathfinder Bank and Novelis; Community Sponsor: Oswego County Federal Credit Union; Video Sponsors: KR Productions and Step One Creative; Centerpiece Sponsor: Elemental; and Supporting Sponsors: AmeriCU Credit Union, Attis, Mitchell’s Speedway Press and SUNY Oswego.



GOFCC President Katie Toomey presented three awards during the annual meeting. Left: Kerrie Webb, executive director of the Oswego YMCA and past president of the GOFCC Advisory Council, accepts the President’s Award. Center: Bill Greene Jr., owner of the Oswego Sub Shop, celebrates winning the Community Investor Award. Right: Reyne Pierce, vice president of residential and consumer lending at Pathfinder Bank, receives the first annual Nancy L. Premo – Woman of Distinction Award.

CNYIBA OFFERS GRANTS AND SERVICES

The Central New York International Business Alliance (CNYIBA) is in the business of helping local companies grow. CNYIBA can help regional companies access more than \$60,000 in grants to help drive exports. These funds can be used to help pay for trade shows, plane tickets, hotel costs, finding buyer services, certification, lab test costs and more.



The CNYIBA can assist companies with the rising price and complexity of tariffs. The CNYIBA can help navigate options such as establishing foreign trade zones, duty deferral, duty drawbacks, product exclusion lists, De-Minimis regulations and more.

The CNYIBA helps dozens of regional companies with grants and tariff assistance each year. It’s also the hub for regional exporters looking to resolve export challenges, find buyers, deal with export regulations, payment solutions, logistics guidance, tax benefits, export plans and all areas of exporting.

The CNYIBA is a regional membership organization that holds regular export education events and co-hosts the ExportNY Training program with the Whitman School of Management at Syracuse University and the TDO. CenterState CEO members receive a 50% discount on CNYIBA membership dues.

Contact CNYIBA Executive Director Steven King at 315-470-1800 or sking@cnyiba.net for more information on how these grants and additional services can help your business expand.

CENTERSTATE CEO ECONOMIC CHAMPION

N.K. BHANDARI, Architecture & Engineering, P.C.

Now celebrating its 40th year, N.K. BHANDARI, Architecture & Engineering, P.C. (NKB) has proudly been providing unrivaled service to clients in the federal, education, health care, commercial, hospitality and corporate sectors since 1980. Based in the historic Rockwest Center on Syracuse's Westside, NKB offers comprehensive architecture, structural engineering, interior design and planning services.

Since 2018, NKB has doubled in size and currently employs 22 employees, with 17 located in Syracuse. This growth has necessitated greater geographic reach with personnel positioned in Washington D.C., Buffalo; Whitehall, Michigan; and West Point to better support clients.

In 2019, NKB services expanded to include a free-standing master planning unit. NKB currently has master planning personnel embedded full-time at the U.S. Military Academy at West Point, spearheading the initiative to envision and drive the academy's future built environment.

In 2019, the firm intentionally committed to fighting hunger and homelessness in Central New York. NKB employees now participate in monthly outreach to the Rescue Mission and Samaritan Center.

NKB's client-focused team of architects, engineers, planners and designers continually push the envelope to deliver unique solutions and innovative results.

Driven by their core values of integrity, quality, professionalism and creativity, NKB is passionate about improving the spaces where we live, work and play.

"Our team is grateful for the opportunity to be of service to our clients and impact the communities in which we work and live," says Chris Resig, NKB president. "Providing unrivaled service is what we love to do."

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.



NKB's recently renovated office space in the historic Rockwest Center on West Fayette Street.



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Good Morning Downtown Syracuse Progress Breakfast

Thursday, March 26

SKY Armory, 351 S. Clinton St., Syracuse

Join the Downtown Committee and Mower for breakfast later this month to hear from three exciting presenters sharing information about projects that are transforming downtown Syracuse and influencing the region. Tickets are on sale now! Please visit DowntownSyracuse.com/ProgressBreakfast for more information.



The Downtown Committee is planning another Progress Breakfast in October. Share topics of interest at mail@downtownsyracuse.com or via social media.

Flower Power: Support Beautification Blooming Throughout Downtown

In just two months, downtown will bloom with 330 hanging flower baskets, adorned with petunias from Oliver B. Paine Greenhouses — a Downtown Farmers Market vendor. The flower baskets bring a vibrancy to downtown as the summer season starts. Support the beautification work of the Downtown Syracuse Foundation and plant your own seeds of vibrancy by sponsoring a hanging flower basket (or several). Each \$50 tax-deductible donation sponsors one flower basket for the 2020 season. Checks may be mailed to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or paid by credit card at <http://DowntownSyracuse.com/Get-Involved>.



Downtown Living Tour

Saturday, May 16

Volunteer Opportunities Available

The Downtown Committee's 14th annual Downtown Living Tour is Saturday, May 16. The event runs 11 a.m. to 4 p.m. and will showcase some of the newest, most unique residential spaces in downtown Syracuse. Organizers welcome volunteers to help staff the tour. Each shift is 2.5 hours. Volunteers receive a free ticket to the tour and a T-shirt. Email mail@downtownsyracuse.com to volunteer.



Tour tickets go on sale in mid-April. Stay tuned for a preview of tour stops within the next few weeks at <http://downtownsyracuse.com>.

Help with Downtown's Earth Day Cleanup

Saturday, April 25, 2020

The Downtown Committee is looking for volunteers to help with the Earth Day Cleanup.

Downtown Committee staff will meet volunteers at four locations throughout downtown from 8:30 to 11:30 a.m., Saturday, April 25. The Downtown Committee will supply volunteers with trash bags, gloves, T-shirts and lunch. Interested volunteers should email mail@downtownsyracuse.com. Learn more at DowntownSyracuse.com.



Like the Downtown Committee on Facebook ([Downtown Syracuse](https://www.facebook.com/DowntownSyracuse)), follow them on Twitter ([@downtownSYR](https://twitter.com/downtownSYR)) or like them on Instagram ([@downtownsyracuse](https://www.instagram.com/downtownsyracuse)). Join the conversation with the hashtag, [#MyDowntownSYRstory](https://www.instagram.com/hashtag/MyDowntownSYRstory).



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.



Green Hills Farms located in the Valley at 5933 S. Salina St., Syracuse, celebrates its 85th anniversary.



Onondaga County CASH Coalition celebrates the VITA kickoff (Volunteer Income Tax Assistance) at PEACE, Inc.

Grand Openings:

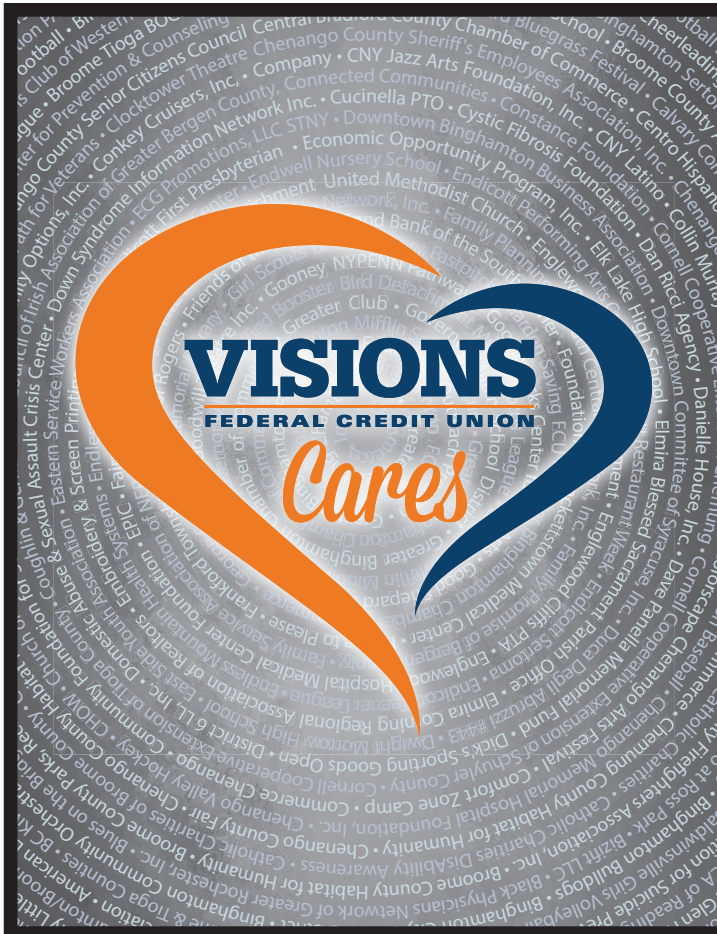
K9 Crate Escape, Doggie Day Care and Grooming, 2115 Downer Street Road, Baldwinsville

Margarita's Mexican Cantina, 203 Walton St., Syracuse

Mother Goose Medical Supply, 720 N. Main St., North Syracuse

Anniversary:

Encompass Workplace Testing, Coffeen St., Watertown, 1st



COMMITTED TO COMMUNITY

Visions is about people, not profits. Giving back is what we do. Visions supports hundreds of causes with donations that fund good works, employee volunteers who pay it forward, and sponsorships that support community events. Because Visions Cares, where you bank can make a difference where you live.

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MEMBER ESSENTIALS

Navy awards **Lockheed Martin** \$185 million contract that could be worth up to \$812 million. **Lockheed Martin** wins \$19.3 million contract modification for submarine hulls.

Army extends deal with **SRC** of Cicero for technology to battle small drones by \$22 million. **Kevin Hair** starts as new SRC CEO.

Onondaga Community College and SUNY Environmental Science and Forestry sign transfer agreement giving OCC students a seamless path to 18 ESF majors.

The Center for Wound Care and Hyperbaric Medicine at **St. Joseph's Health** awarded national accreditation with distinction.

Cathy Cucharale launches **Cucharale Consulting Group**.

The Kresge Foundation awarded a \$495,000 grant to **Onondaga Community College, PEACE, Inc., On Point For College,** and JOBS Plus! to participate in Kresge's BOOST initiative.

Barton & Loguidice receives "Above and Beyond Award" by the New York State Employer Support of the Guard & Reserve for exceptional treatment of a deployed employee.



Yellow Brick Road casino in Chittenango opens its entertainment wing expansion.

Study finds **Upstate Medical University** has \$2.5 billion impact on state and local economy. **Upstate University Hospital** set to open Adolescent Psychiatric Unit.

Cornell University joins consortium to work for sustainable business supply chains.

Hancock International Airport traffic increases nearly 12% in 2019.

Crouse Health invests \$2.5 million in pediatric cardiac catheterization suite upgrade. Shineman Foundation awards **Crouse Health** \$150,000 grant for NICU renovation project.

Destiny USA says motor coach visits increased 11% in 2019.

Oswego Health invests in registered nursing tuition assistance program. **Oswego Health** appoints Kim Dec, MPH, new executive director of Physician Care, P.C.

Paulus Development of Syracuse completed a \$25 million renovation on a Binghamton mixed-use development. The Community Preservation Corp. and Hueber-Breuer Construction Co. Inc. collaborated on the project.



Syracuse Mets name Chad Kreuter as new manager.

Syracuse University to use \$15 million donation for art scholarships, immersion experiences.

Oneida Nation buys Verona hotel, will rebrand as Sandstone Hollow Inn.

Le Moyne College launches Erie 21 initiative to address education, support "innovation economy."

Westelcom Networks, Inc. network design recognized in top 10 worldwide by Juniper Networks.

Maxian + Horst Landscape Architects Land Planners rebranded to **Terry Horst Landscape Architecture, PC**.



Share Member News with Us!

Submit your member news at www.centerstateceo.com/add-member-news

or share your stories with us at

[membernews@centerstateceo.com!](mailto:membernews@centerstateceo.com)



TRAVEL THE WORLD WITH CENTERSTATE CEO

Tour Sicily & Malta

CenterState CEO journeys to Sicily and Malta from October 31 to November 12, 2020. Highlights include Palermo, Cefalu, a farm visit, Erice, Agrigento, Taormina, Siracusa, Tas-Sliema, Medina and Valletta. This trip includes roundtrip air from Syracuse Hancock International Airport, air taxes and fees, hotel transfers and 18 meals. Per person rates if booked by May 1, 2020: double \$4,549; single \$5,149; triple \$4,499. Contact Jeanine Lombardi at 315-701-2648 or jlombardi@nyaaa.com to reserve your spot.



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

MEMBER MILESTONES

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

55 YEARS

Equitable

35 YEARS

JPW Companies
The Central New York Business Journal

30 YEARS

Syracuse Catholic Press Association - The Catholic Sun

25 YEARS

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WestRock, Solvay Mill

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Airport Lighting Co.

15 YEARS

Aspen Dental Management Inc.
McQuade & Bannigan

10 YEARS

Owera Vineyards
Crown Risk Management, LLC
Density

5 YEARS

Brown Duke & Fogel, P.C. (BDF)
Newman & Lickstein
City of Oswego

NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months, each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, co-chaired by Rita Marble, Pinnacle Employee Services, and Charles Harkola, Nurse Connection Staffing, Inc.

Black Cub Productions, LLC



Black Cub Productions is a digital creative agency, creating strategy, design, branding and content for companies and consumers. Black Cub specializes in optimizing content to be used for multiple platforms to create unique interactions to expand both reach and audience engagement.

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Cucharale Consulting Group, LLC



Cucharale Consulting Group, LLC (CCG) provides comprehensive solutions for a diverse range of financial firms and businesses. CCG focuses on the challenges that companies face regarding regulatory compliance, business development and organizational management.

Cathy Cucharale
6808 Lowell Road
Rome, NY 13440 315-794-9863

Eget Liber, Inc.

Autonomous, semi-submersible ROV to mitigate the life-cycle of cyanobacterium or blue-green algae in freshwater lakes.

Jason Dean
The Tech Garden
Syracuse, NY 13202 315-281-7608

Geopipe

Immersive digital twins and rich 3D data about real cities, instantly accessible for training simulations, games, architecture and beyond.

Christopher Mitchell
16 Washington Place
New York, NY 10003 917-696-1961
https://geopi.pe

Highland Animal Hospital



Highland Animal Hospital is dedicated to providing exceptional, affordable veterinary services to its clients and the pets they care for. All visits are conducted in a caring and compassionate manner while providing its clients with the support and knowledge they need to live a long, happy life.

Ali Hawthorn
12 Gertrude Drive
Central Square, NY 13036 315-668-8867
www.highlandanimalhospitalcny.com

Provider One Corp.

Provider One is a medical tech company that connects scribes with physicians on a fully comprehensive mobile app. Provider One's app streamlines every aspect of workflow, including the Telescribe service, which provides scribes to rural and underserved areas.

Linda Dintino
532 Cumberland Ave.
Syracuse, NY 13210 315-210-9707
www.provider-one.com

Pro Structura

Pro Structura provides a framework for the intelligent application of technology to building operations and maintenance, construction and renovation projects and the teams that perform those projects. Through a series of point-solutions the Pro Structura platform will meet the emerging needs of building owners, design professionals and the teams with whom they work.

Craig Kaputa
The Tech Garden
Syracuse, NY 13202 315-834-2356
www.prostructura.com

Skyy Network

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Rory Houston
https://skyy.network/



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EVENTS

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

CenterState CEO Annual Meeting Celebrating 10 Years

Wednesday, April 29
Noon to 1:30 p.m.

The Oncenter, 800 S. State St., Syracuse

Register by April 22 at

www.centerstateceo.com/events

or contact Lisa Metot at 315-470-1870

Join the region's largest annual gathering of business leaders for a celebration of CenterState CEO's 10 year anniversary, and a look toward the region's future growth.

Member cost: \$80/person;
\$800/table of 10.

Non-members: \$90/person;
\$900/table of 10

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How Final Regulations Enhance Opportunity Zone Program Incentives, March 5

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

Scholar Hotel Syracuse, 1060 E. Genesee St., Syracuse

Join Bousquet Holstein PLLC attorneys to learn about recently published final regulations for the Federal Opportunity Zone (OZ) program, benefits to investors, the types of eligible projects, and how to maximize the program's benefits for your business. CenterState CEO will also present the Opportunity Zone Prospectus, a tool to promote OZs in the region to Opportunity Zone Funds. Coffee and breakfast pastries provided.

Cost: \$20 for members; \$30 for non-members.



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CNYIBA Country Program Series - Doing Business in Mexico, March 5

11:45 a.m. Lunch; 12 to 1:30 p.m. Program

Century Club, 480 James St., Syracuse

Companies of all sizes can learn more about increasing international business with Mexico. Speakers include Monica Vera, managing director of TMF in Mexico City and a Syracuse University graduate, and Randy Worzala, head of business development, TMF Group North America.

Cost: \$35 for CNYIBA members; \$45 for non-members.



Marketing Workshop: 2020 Trends with The Digital Hyve, March 5

Noon to 1:30 p.m.

The Tech Garden, 235 Harrison St., Syracuse

Staying relevant on how to promote your business is vital to its success. Learn the 2020 marketing trends with experts from The Digital Hyve.

Cost: Free for Tech Garden members; \$10 for CenterState CEO members; \$15 for non-members.



Creating a Positive Workplace, March 10

8:30 to 10 a.m.

The Tech Garden, 235 Harrison St., Syracuse

New York state laws now require all public and private employers to provide annual sexual harassment training along with written sexual harassment prevention policies. Employers, including sole proprietors, must know how the new laws cover them and their employees. The program is designed to train all employees, with a special 30-minute supervisory session. Companies and organizations will be provided documentation that they have delivered training, which is being taught by Pinnacle Human Resources, LLC.

Cost: \$15 for members; \$30 for non-members.



Founders Fireside Chat featuring SparkCharge, March 19

5 to 6:30 p.m.

The Tech Garden, 235 Harrison St., Syracuse

Learn firsthand from SparkCharge founders about building and scaling a business in Central New York. The Fireside Chat series features the stars of CNY's startup ecosystem.

Cost: Free. Light refreshments will be available.



So You Want to Start a Podcast: Learn How to Design, Develop, Produce and more!, March 24

11:30 a.m. Registration; 12 to 1:30 p.m. Program

The Tech Garden, 235 Harrison St., Syracuse

Join SyracuseFirst and CenterState CEO for a podcast panel. Bring your lunch and learn best practices, production details, marketing needs, real experience and more, from industry experts: Susie Ippolito, Susie Ippolito Brands; Adam Raymonda, Rogue Dialogue Productions; and Josh Grosvent, KROCK.

Cost: \$20/person.



SAVE THE DATE - MARCH 26

Diversity & Inclusion Luncheon and Panel Discussion

GENIUS NY Finals Night, April 22

5 to 8 p.m.

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

Five startups developing technologies in the unmanned aerial systems sector will pitch their companies for a shot at a \$1 million grand prize and four \$500,000 awards! GENIUS NY is the world's largest business accelerator for unmanned systems. Sponsorship opportunities are available. Contact Beth Savicki at 315-470-1800 or bsavicki@centerstateceo.com for more information. Sponsored by Thales, Visual Technologies and Hancock Estabrook LLP.

Cost: Free at www.geniusny.com. Registration is required. For more information, contact Kara Jones at kjones@centerstateceo.com.



GENIUS NY

GOFCC Events

Oswego County Restaurant Week, March 7 to 14

Throughout Oswego County

This exciting week-long program drives business to Oswego County restaurants during the colder months. Don't miss the chance to sample the area's many unique menus at a discounted price by exploring new restaurants or by visiting old favorites.

Learn more at www.oswegofultonchamber.com.

How to Better Manage Time During the Business Day, March 11

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

Cayuga Community College, Fulton Campus

Learn Sandler strategies and tactics to develop a time management plan to control your tasks and activities, generate new business and manage your existing business in 2020. The program will address finding time for business development and account management, unproductive days or weeks and finding time for work that generates revenue.

Cost: \$10 for members; \$20 for non-members. Register at www.oswegofultonchamber.com.



Sandler Training

MILESTONES



Retirement

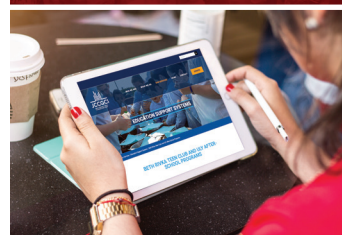


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