

ANNUAL MEETING: REMAIN AGILE AND PIVOT TOWARD NEW OPPORTUNITIES

In his Pivot-themed Annual Meeting message, CenterState CEO President Robert Simpson reminded attendees about the importance of staying problem focused, rather than product focused. He encouraged a willingness to remain agile in the face of new challenges and opportunities, recognizing that successful companies and communities have learned that growth is not predicated on what they have to sell, but rather on the customer or community need that they are trying to solve.

“Markets change, just as customer needs evolve. Businesses must anticipate, identify and react proactively to these changes or ignore these signals at their own peril,” said Simpson. “These are also lessons we are wise to heed at the community and regional level as we face significant opportunities alongside economic, social and demographic challenges. **We must be willing to shift our approach and pivot toward new solutions. Now more than ever, driving economic growth and shared opportunity requires the intentional and interconnected design of programs, policies and systems to ensure our efforts are at the forefront of economic development today.**”

The event’s keynote address was given by David Lee, the vice president of Innovation and the Strategic Enterprise Fund at UPS. As part of the leadership team at UPS, Lee works to accelerate and enable innovation across the company’s global network of services and operations by connecting bright people with interesting problems. Building on his 2017 TED Talk message, “*Why the Jobs of the Future Won’t Feel Like Work*,” Lee highlighted the incredible speed of change and how advances in artificial intelligence, machine learning and robotics will dramatically impact how people work. He encouraged leaders to begin designing human-centered work that allows people to be dynamic human beings that will drive better outcomes for talent and the company.

“Jobs that are narrowly defined around a single, predictable task are at great disadvantage to automation. AI and robotics are best suited to handle repeatable tasks,” said Lee. “However, jobs where people are encouraged and enabled to do many different things, seven to 10 different things, won’t be replaced by software any time real soon. It’s when people have environments where they can collaborate and bring a wide variety of ideas, skills and interests to work that they are most engaged and excited to be there. Not only that, but they will be doing work that unleashes the amazing human ability to adjust to uncertain situations. We

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KeyBank Business Boost and Build Program to Support CEO’s Up Start Program

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CenterState CEO Events

CenterState CEO Clambake Thursday, August 2, 2018

Hinerwadel’s Grove
5300 W. Taft Road, North Syracuse
4 to 8 p.m.

See page 22 for details.

Register at centerstateceo.com/events
or contact Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com.



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GOVERNMENT RELATIONS

Business Highlights of the 2019 New York State Budget



The \$168.3 billion New York state budget that took effect April includes many provisions that will impact the state business climate and the local region. Overall, state spending was kept below the 2 percent cap again and the budget deficit, which was originally estimated by the governor to be \$4.4 billion, was closed.

Several of CenterState CEO's priority issues resulted in positive outcomes in the final budget.

- The Historic Preservation Tax Credit (HPTC) was extended and improved, providing additional incentives for restoration and renovations of both commercial and residential historic buildings. Local New York State Senator David Valesky and Assemblyman William Magnarelli were particularly visible in the effort to include the HPTC in the Senate and Assembly budget bills. This extension gives assurances and incentives to projects on hold, on the drawing board and those yet to be proposed during the next several years.
 - The \$175 million workforce initiative establishes a promising new approach that will dovetail with regional efforts directed to meet short and long-term needs of local businesses and emerging sectors.
 - Several tax and policy proposals around the telecommunications and cable television industries

failed to be included in the enacted budget.

- Mitigation of the limited deductions for state and local taxes emerged in a two-pronged approach developed as a response to the federal tax bill in 2017: an opt-in payroll tax and the establishment of charitable entities to receive revenue for health care and education in exchange for significant tax deductions, which is also an option at the local level.
- A mixed blessing came to Upstate transit operations in stop-gap funding for this year, but no permanent solution to its funding formula in years ahead. Funding for local highways and bridges stayed flat with some extra money for extreme winter recovery roadway repairs.
- Regional Economic Development Councils received an eighth round of \$750 million in funding and another round of Downtown Revitalization Initiative grants will see a third year of \$100 million.

One CEO priority issue was cut from the budget:

- A package of changes to the state's Minority and Women Owned Business Enterprise (MWBE) program, originally proposed in the governor's Executive Budget. Additional resources could have improved turnaround time for applicants, renewals and other existing services to MWBE businesses, even without other changes to the program.

The Legislative session ends June 20 with a number of legislative and policy initiatives still to be addressed. To learn more, contact Deb Warner, vice president, public policy & government relations, at dwarner@centerstateceo.com or 315-470-1845.

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need to create more human-centered work that invites workers to be more human – put another way, we need to stop designing jobs that ask people to act like robots. It’s critical that today’s leaders start redesigning work and creating jobs that will still be relevant in an age of intelligent machines.”

Hundreds of business and community leaders attended the meeting held at Onondaga Community College’s SRC Arena in Syracuse. CenterState CEO’s Business of the Year Award winners in five categories were also announced. See page 4 for details.



To read CenterState CEO’s 2018 Annual Report, visit www.centerstateceo.com/annualreport



Visit the CenterState CEO YouTube Channel to watch speeches by Simpson, Lee and other videos from the event.

www.youtube.com/CenterStateCEO



To solve problems, CenterState CEO President Rob Simpson suggests attendees shift their attention from being product focused to being problem focused.



Keynote speaker David Lee, of UPS, discusses the importance of creating jobs that cannot be easily adopted by robots.

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MEET THE 2018 BUSINESSES OF THE YEAR

CenterState CEO congratulates its members honored with the 2018 Business of the Year awards.

Awards were presented by Jeff Knauss, co-founder, The Digital Hyve, a 2017 Business of the Year honoree; CenterState CEO President Robert Simpson; and James Fox, CenterState CEO board chairman and chairman and president of OBG. Awards were accepted by Dr. Danielle Laraque-Arena, president, SUNY Upstate Medical University; Colleen Merced, executive director, McMahon Ryan Child Advocacy Center; Joe Convertino, Jr., president, and Joe Convertino, Sr., CEO, CH Insurance; and Thomas Schneider, president and CEO, Pathfinder Bank. The Minority-owned Business of the Year Award was presented in partnership with the Upstate Minority Economic Alliance (UMEA) by Rickey Brown, UMEA executive director, to Vicki Brackens, Brackens Financial Solutions Network, LLC.



CH Insurance

Companies with Less than 50 Employees

CH Insurance, a full independent agency, added five new employees in the past year and invested nearly a half million dollars in capital expenditures to accommodate its physical growth, moving to a new downtown office. It introduced a new CRM to heighten the customer service experience; launched a new corporate wellness program; advanced new cyber security focus for online assets to ensure customer peace of mind; and offered new services in its national division, DHH Insurance – the only agency dedicated to the deaf and hard of hearing. The company was voted as one of the Best Places to Work in CNY and a Best Family Owned Business in Onondaga County.

www.chinsurance.cc



Pathfinder Bank

Companies with More than 50 Employees

Pathfinder Bank has been providing community banking services to Central New York residents and businesses for 158 years. In 2017, it added 21 new employees; experienced a 20 percent annual rate of growth; introduced the “My Bank” campaign to measure customer satisfaction; increased its assets by 17.7 percent; reported a \$3 million increase in income from 2016 to 2017; contributed more than \$450,000 to local organizations as a part of their Charitable Community Service donation initiative; and became a member of the First Time Home Buyers Club in 2017, which means it can offer grants of up to \$7,500. Pathfinder also has an employee events committee and an extensive employee benefits program.

www.pathfinderbank.com



SUNY Upstate Medical University

Community Involvement

SUNY Upstate Medical University, one of the largest employers in the region, gives back to the communities it serves through education, biomedical research, health care and community service. Whether collecting coats for refugees or mentoring local elementary school students in science, Upstate staff and students are involved in dozens of community service activities. Its employees donate to hundreds of health and human services agencies; volunteer at numerous charitable programs; and mentor students at their work sites, including supporting access to underserved or underrepresented students. In addition, the Upstate Foundation awarded nearly \$8.4 million to support patients, researchers, students and charitable programs in 2017.

www.upstate.edu



McMahon/Ryan Child Advocacy Center

Nonprofit

McMahon/Ryan Child Advocacy Center is a community leader in child abuse prevention, intervention and education. Their work saves lives. In 2017, they served 1,036 children and their non-offending family members, in addition to more than 100 youth victims of human trafficking. McMahon/Ryan CAC also educated more than 500 law enforcement officers and medical personnel. They have grown their physical space from 3,000 square feet to a 30,000-square-foot facility to include multidisciplinary partners. Eighty-eight cents of every donated dollar raised goes toward providing services and the employee turnover rate is very low due to extensive training, professional development opportunities and a broad benefits package.

www.mcmahonryan.org



Brackens Financial Solutions Network, LLC

Minority-owned Business

Brackens Financial Solutions Network, LLC (BFSN) is a boutique financial services firm focused on strategic financial planning for individuals concerned with the creation of sustainable retirement income. Approximately 85 percent of its work is client referred. In 2017, BFSN added one employee. Owner Vicki Brackens was recognized with the 2018 Network Journal 25 Influential Black Women in Business Award. She has also received the New York State Comptroller's Office Award and the Marjorie Dowdell Fortitude Award from Delta Sigma Theta Sorority Inc. Brackens is a weekly commentator on money matters on Power 620 AM. This year, BFSN celebrated its 10th anniversary as lead sponsor of the CNY Jazz and Arts Foundation Black History Month Jazz Cabaret.

www.brackensfsn.com



Watch the Business of the Year winner videos at www.youtube.com/CenterStateCEO.



Visit www.facebook.com/centerstate for more photos from the event.

Hundreds of business and community leaders listen to keynote speaker David Lee, of UPS, at CenterState CEO's Annual Meeting at the SRC Arena at Onondaga Community College.

NEW INVESTOR FOCUS

PRESENTED BY:



Dermody, Burke & Brown, CPAs, LLC

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.

The Digital Hyve

www.digitalhyve.com



Jeff Knauss, Co-Founder

126 N. Salina St., Suite 500, Syracuse 13202

315-412-0988

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Rescue Mission Alliance of Syracuse

rescuemissionalliance.org



Daniel Sieburg, Chief Executive Officer

155 Gifford St., Syracuse 13202

315-701-3823

The Rescue Mission was founded in Syracuse in 1887, and has a long history of serving those in need. While its programs have evolved over the decades, its values of faith, hope and love form the foundation of its service. The organization's mission is to share hope, end hunger and homelessness, change lives and strengthen communities, one person at a time.



UMR – a UnitedHealthcare company

www.uhc.com



Donald Napier, Senior Vice President

2425 James St., Syracuse 13206

315-432-9171

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United Parcel Service

www.ups.com



Mike Feron, Northeast District Director of Operations

6975 Northern Blvd., E. Syracuse 13057

315-433-1615

UPS (NYSE: UPS) is a global leader in logistics, offering a broad range of solutions including the transportation of packages and freight; the facilitation of international trade, and the deployment of advanced technology to more efficiently manage the world of business. Since its founding in 1907, UPS has built a legacy as a caring and responsible corporate citizen, supporting programs that provide long-term solutions to community needs.



*"We have developed a strong relationship with **Dermody, Burke & Brown** that transcends numbers. They are true business professionals and have contributed to our long term success."*

-Nick Matt
CEO, Matt Brewing Co.



Nick Matt, Fred Matt, Jim Kane (DB&B) David Bowles (DB&B)

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Dermody, Burke & Brown, CPAs, LLC

Nascentia Health

In September 2017, VNA Homecare, VNA Homecare Options, Home Aides of Central New York, and all of their affiliated organizations were unified into one new health care system – Nascentia Health. Dedicated to protecting and advancing the region’s health care environment, the system reflects a continued commitment to providing care through collaboration and a unified vision.

A health care system without walls, Nascentia takes a holistic approach to in-home patient care, addressing immediate needs, supporting positive long-term medical and lifestyle choices, and leveraging leading-edge approaches and technologies to improve outcomes and quality of life.

In January, the system opened its new, 47,000-square-foot headquarters at 1050 W. Genesee St., Syracuse. Keeping the headquarters at this location ensured a centralized location and main base for its nearly 550 employees who travel across the system’s 48-county service area. The space also allows for an expanded and centralized location of the system’s Continuing Care Call Center, which serves as the point-of-entry for home and community-based services. Space has been allocated for public use (community room and PT/OT suite), bringing the community closer to the services that can assist them across the lifespan and continuum of care.

As a regional health care leader, Nascentia is recognized for its innovative care technologies, exceptional employee achievements and overall contributions to the community. Recent employee awards/recognitions include the 2017 Telehealth Honors® award, Excellence in Healthcare’s 2017 Physical Therapist of the Year Award, and LeadingAge New York’s 2017 James W. Sanderson Memorial Award for Leadership.

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.



Nascentia Health’s new headquarters: 1050 W. Genesee St., Syracuse.

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KEYBANK BUSINESS BOOST AND BUILD PROGRAM TO SUPPORT CEO'S UP START, CREATE JOBS

CenterState CEO, in collaboration with its partners, has been awarded \$115,000 from JumpStart as a part of the KeyBank Boost & Build program. The KeyBank Business Boost & Build program in New York is designed to stimulate economic growth in Buffalo, Rochester, Syracuse and Albany by partnering with organizations that will provide high-impact technical assistance to entrepreneurs and small business owners in urban neighborhoods that have struggled to access these services in the past.



CenterState CEO's Economic Inclusion team will lead a collaborative effort along with the Upstate Minority Economic Alliance and Syracuse University's South Side Innovation Center and WISE. The award will help build CenterState CEO and its partners' capacity to contribute to these goals primarily through its Up Start program. The collaboration will expose Syracuse-area entrepreneurs and business owners to increased access to capital and a replicable, scalable model of economic inclusion – with the goal of creating jobs in the region thus easing current social burdens of unemployment and poverty.

"We are thrilled to receive this grant, which helps take our efforts in economic inclusion to another level," says Dominic Robinson, vice president of economic inclusion at CenterState CEO. "More than just funding, JumpStart and KeyBank are helping us forge a strong collaboration with local partners – and providing access to best practices and content expertise."

FRONTIER AIRLINES ARRIVES IN SYRACUSE

Denver-based Frontier Airlines begins service at Syracuse Hancock International Airport this summer. The low-cost carrier starts with service between Syracuse and two new markets – Denver and Raleigh-Durham; it also introduces competitive service to Chicago and Orlando.



Starting July 2, Frontier Airlines launches new nonstop flights to Raleigh-Durham and Denver. Introductory fares start as low as \$29 each way to Raleigh-Durham and \$69 each way to Denver (plus fees). These flights meet increasing demand on two growing routes. In fact, Denver, is the second most visited destination from Syracuse that does not have nonstop service.



Beginning August 12, Frontier will bring new competition to two of Syracuse's most frequently visited destinations, Chicago and Orlando. Introductory fares start as low as \$39 each way to Chicago and \$49 each way to Orlando (plus fees).

Allegiant Air has also announced new summer and fall seasonal nonstop flights between Syracuse and Nashville, beginning June 14. Introductory fares start as low as \$49 each way (plus fees).

These new flights are in addition to the growth that Syracuse Hancock International Airport has seen from Delta and other major carriers along some other major business routes. In all, Syracuse will soon have nonstop service to 21 destinations, provided by seven airlines, including global network airlines, low-cost carriers and ultra-low-cost carriers.

This progress is the result of the work of CEO's air service team and the strong partnership with the Syracuse Regional Airport Authority, led by Executive Director Christina Callahan. Questions or air service priority requests may be directed to Kevin Schwab, vice president of air service development, at kschwab@centerstateceo.com or 315-470-1944.



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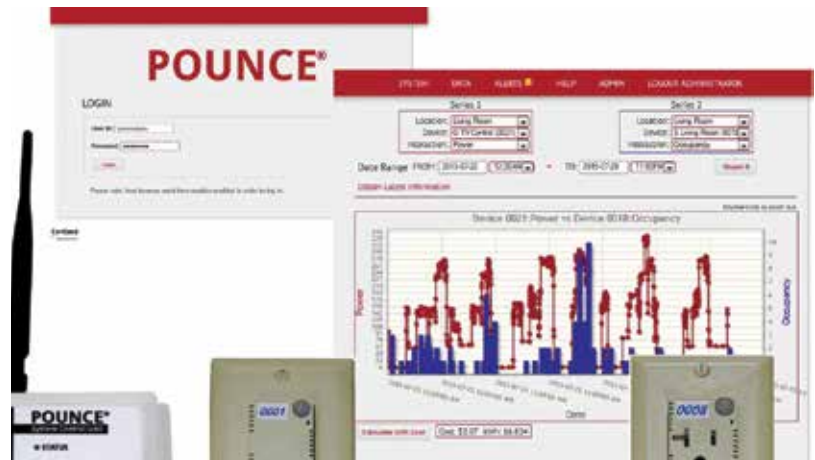
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Cortland Research Joins The Tech Garden

Cortland Research, a former member of NYSERDA Clean Tech Center and the creator of the energy management system POUNCE® Systems, has joined The Tech Garden. Owner Steve McMahon and his son created the system that combines lighting, plug-loads, heating, cooling and ventilation sensing and controls into one simple package that will reduce energy consumption.

POUNCE® Systems are designed to help the user reduce the amount of energy required for daily life and accomplishes this without negative effects on the user's comfort. The information that a POUNCE® System provides about indoor environment can help to improve the environment. One example of this energy reduction is present at The Tech Garden where a POUNCE® System is installed, controlling lights throughout the building.

Learn more at www.pouncesystems.com.



DRONE TESTING WITH NASA SCALES UP

The NUAIR Alliance and the New York UAS Test Site (NYUASTS) continue to work with NASA to test drone air traffic management. The unmanned aircraft system (UAS) traffic management (UTM) project at NASA aims to enable access to low-altitude airspace for small unmanned aircraft systems (sUAS) in a safe, efficient and fair manner. To achieve this, NASA is collaborating with the FAA, UAS Test Sites, including the NYUASTS at Griffiss International Airport, in Rome, and industry experts to develop and test a UTM system research prototype with capabilities that will eventually become part of an operational system.

NASA is leading the research, development and Technical Capability Level (TCL) series testing, each increasing in complexity. NUAIR and the NYUASTS have supported this testing (TCL1) since 2015, which previously focused on agriculture, firefighting and infrastructure monitoring, geofencing, altitude "rules of the road" and vehicle trajectory scheduling. UTM TCL2, completed in October 2016, leveraged TCL1 results and focused on beyond visual line-of-sight operations in sparsely populated areas.

TCL3 testing is currently being performed at NYUASTS to analyze technologies for safely separating "cooperative" unmanned aircraft from "non-cooperative" drones that do not operate over moderately populated areas. Ultimately, TCL4 testing will be over higher density urban environments. These tests build capabilities ultimately leading to safer operations and opening the door for regular safe drone operations.



Chuck Hereth, NUAIR Alliance's lead pilot, operates a drone that is flying on the airfield at Griffiss International Airport in Rome, NY, from within the New York UAS Operations Center.

NY UAS Symposium, September 10-12, 2018

The NUAIR Alliance is hosting the inaugural New York UAS Symposium at the Turning Stone Casino & Resort and the New York UAS Test Site from September 10-12, 2018. The symposium will focus on UAS policy; attendees will hear from UAS industry experts on the UAS Integration Pilot Program, UAS Traffic Management Pilot Program, UAS Law & Policy Institute, National Unmanned Systems Testing and Rating and the New York UTM Corridor. The NUAIR Alliance is accepting breakout session ideas at info@nuair.org.

FOTOKITE WINS GENIUS NY \$1 MILLION GRAND PRIZE

The winner of the \$1 million grand prize from the GENIUS NY 2.0 accelerator is Fotokite, a team from Switzerland. GENIUS NY, a year-long business accelerator, is one of the world's largest business competitions focused on unmanned systems, cross-connected platforms and other technology-based sectors. Six finalist teams were awarded a total of nearly \$3 million at its recent finals event. Participants are required to operate their business in Central New York for at least one year.

During the event held at the Marriott Syracuse Downtown, the six teams pitched their business plans to a panel of judges and to a live audience. Following the pitches, all six competitors were awarded one of six investments. Quantify was awarded the second-place prize of \$600,000; TruWeather was named third place, winning \$400,000; while three finalists, UsPLM, Dropcopter and Precision Vision all were awarded \$250,000. TruWeather was also named the crowd favorite in a live poll taken during the event. The teams will use these investments to continue to accelerate their growth and expand their presence in the region.

Chris McCall, CEO of Fotokite, said, "This support from GENIUS NY and CenterState CEO is a total game-changer for Fotokite. We are excited to expand operations here to support our customers moving forward."

Rick Clonan, vice president of innovation and entrepreneurship at CenterState CEO said, "Teams are taking the feedback they received from judges to refine their business plans to accelerate their growth. We look forward to helping these teams make industry connections and refine their technologies over the next several months. The coming months will be incredibly productive for these teams and the resources we provide will be leveraged to drive further success."

GENIUS NY, funded by Empire State Development and administered by The Tech Garden and CenterState CEO, also offers company stipends, housing, resources, programming and networking opportunities.

The GENIUS NY teams' business plans and pitches were judged by Colonel Anthony Basile, vice president of operations, NUAIR Alliance; Somak Chattopadhyay, investor and managing partner for Armory Square Ventures; Jim Fayle, regional director, Empire State Development Corporation; Craig Marcinkowski, vice president, strategy and corporate development at SRC/ Gryphon Sensors; David M. Montanaro, president and founder of Strategic Advisory Associates; Noa Simons, executive director at Upstate Capital Association of NY; and Marc Viggiano, president and CEO at Niteopark LLC.

Learn more at www.geniusny.com.



Chris McCall, CEO of Fotokite from Switzerland, accepts the \$1 million grand prize in the GENIUS NY business competition for developing a kite-like, tethered drone that can stay aloft for 24-hours fully autonomously.



Quantify, a Michigan-based startup, is awarded second place and \$600,000 at the GENIUS NY finals. Quantify uses advanced image process technology to harvest parking data using aerial imagery collected over time at the city scale.



TruWeather Solutions wins third place and \$400,000 at GENIUS NY's Finals Night. The Virginia-based company adopts emerging science and technology to improve weather threat detection and predictions in the private sector and civilian government institutions, internationally.

Success Story

Last year's GENIUS NY's Round 1 winner, AutoModality, has successfully launched its Perceptive Navigation software, which turns small drones into highly precise automated inspection agents. AutoModality's Automated Drone Warehouse Inspection Solution (ADWIS) takes stock of inventory 50 percent faster than manual inspection and avoids putting humans in harm's way. Cell tower and vineyard owners are among those also interested in the automated technology. Learn more at www.automodality.com.

Thank You Sponsors



CEO/COE PARTNERSHIP: GREEN DEVELOPMENT

Ride and Drive Electric Vehicles June 14 at Syracuse CoE

NYSERDA invites the Central New York community to ride and drive electric vehicles (EV) June 14 at SyracuseCoE's new multi-modal transportation testbed. The free event will give participants an opportunity to test drive a variety of electric car models, including a Tesla, and learn about the benefits of driving plug-in hybrid or battery-powered cars. This event will feature several of the latest EV models and provide the public an opportunity to learn about EV's cutting-edge driving experiences, low maintenance requirements and affordable costs and charging prices.

To achieve New York state's goal of reducing greenhouse gas emissions 40 percent by 2030, the Charge NY program was initiated, offering EV buyers a financial rebate of up to \$2,000 for qualified vehicles. This rebate is available in addition to the federal tax credit of up to \$7,500. A full list of the more than 30 electric vehicles that qualify for the rebate can be found on NYSERDA's website.

Currently there are more than 2,000 charging stations across New York state and by 2021 there is expected to be 10,000 stations throughout the state, with a million by 2025.

The "Ride & Drive Event" is 10:30 a.m. to 3 p.m. Thursday, June 14 at SyracuseCoE's parking lot, rain or shine, with food trucks on site. Solarize CNY, Clean Communities of Central New York, as well as SyracuseCoE partner firms SparkCharge, Standard Hydrogen and National Grid will also be on hand to provide information about the latest programs and technologies available to alternative fuel vehicles. No registration is required.



The public is invited to test drive a variety of electric car models at the Syracuse Center of Excellence on June 14.

SBA ANNOUNCES 2018 EMERGING LEADERS PARTICIPANTS

The U.S. Small Business Administration Syracuse District Office recently announced the participants selected for the 2018 Emerging Leaders program for Central New York small businesses.

Twenty local businesses including CenterState CEO and Upstate Minority Economic Alliance members have been competitively selected this year: **Altenew, Syracuse; Bell & Spina Architects, Syracuse; Blue Water Capital Management, LLC, Syracuse; Interior Innovations, Utica; and Upstate Printing Inc., Syracuse.**



They come from diverse sectors, including manufacturing, food service, and technology. Led by returning instructor John Liddy, the Emerging Leaders program began on April 11 with the first class and will continue through November. Over a period of seven months and 13 training classes, participants will work with mentors and develop connections with other business owners and community leaders. Upon graduation, participants will exit the program with a strategic growth plan for their business, developed using the knowledge, skills, and techniques honed in the class.

The intense program, providing more than 40 hours of advanced management training at the Tech Garden, has been a collaboration of the SBA Syracuse District Office with the Blackstone LaunchPad, CenterState CEO, CNY TDO, City of Syracuse Office of Neighborhood and Business Development, Falcone Center for Entrepreneurship, MACNY, Onondaga County, Onondaga Small Business Development Center, SUNY ESF, Syracuse SCORE Chapter, The Downtown Committee, The Tech Garden and the WISE Women's Business Center. Learn more at www.sba.gov/ny/syracuse.

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CEO EVENTS CREATE NEW CONNECTIONS FOR MEMBERS

New Signature Access Event

CenterState CEO members got a sneak peek at the U.S. Bowling Congress event taking



place at the Oncenter during a recent Signature Access Event (formerly known as the Delta High Altitude Event). The 48-lane bowling venue will serve more than 30,000 bowlers from across the country in a competition that lasts until July.

The Signature Access Event was sponsored by Dannible and McKee. Attendees heard from Danny Liedka, president of Visit Syracuse as well as a representative from the U.S. Bowling Congress. Mike Durkin, of CBD Companies, was the lucky winner of two tickets to see “Dirty Dancing” at the Landmark Theatre, an overnight stay at the Jefferson Clinton Hotel and dinner at the Lemon Grass restaurant.



From left to right at the recent Signature Access Event are Andrew Fish, CenterState CEO; Chris Didio, Dannible and McKee; and Mike Durkin, CBD Companies.

Business After Hours – Embassy Suites at Destiny USA

Nearly 100 members enjoyed a recent Business After Hours and Member Showcase at the Embassy Suites at Destiny USA. The \$48 million hotel opened last fall. The following CenterState CEO members had table displays at the event:

- AP Professionals
- ACC Technical Services
- All Star Alley & Tavern
- Business Journal News Network
- CNY SERVICE Home Team@Keller Williams Realty
- del Lago Resort & Casino
- Embassy Suites
- SeaBreeze Park
- The Help by Maryanne
- Westelcom Network

Carrie Miller, of thyssenkrupp Elevator Corporation, was the lucky winner of two tickets on Delta Air Lines. See the events listings on page 22 for upcoming opportunities to network.



Kevin Schwab, of CenterState CEO, with Carrie Miller, of thyssenkrupp Elevator Corporation, who won two tickets on Delta Air Lines at the recent Business After Hours and Member Showcase event.

Speed Networking at TERACAI

CenterState CEO is always working to connect its members with ideas, inspiration and each other. A recent speed networking event sought to do just that, with an opportunity to speak with dozens of fellow CenterState CEO members. About 50 people attended the event at TERACAI in North Syracuse. Peppino’s catered the event.

See the events calendar on page 22 for upcoming opportunities to learn from fellow members and improve your business.



More than 50 people attended a recent speed networking event at TERACAI in North Syracuse.

Visit Syracuse Launches STAMPED! SYRACUSE

Visit Syracuse has officially launched an exciting new app enabling hand-held access to a variety of fun and entertaining experiences throughout the region. Available in the App Store and on Google Play, **STAMPED! SYRACUSE** brings the Syracuse and Central New York experience right to your phone.

The initial unveiling of the app includes the **Sip on Syracuse Beverage Trail**. Visit a participating trail stop, check-in with their code, (get STAMPED!) unlock levels at different milestones and be eligible for prizes via an app-based passport system. Additional passport-based trails will soon be introduced into the app.

STAMPED! SYRACUSE also works as a smart resource to find a special selection of places to explore, things to do and delightful culinary experiences, providing a platform for visitors and residents to find special deals and promotions from participating businesses.

As Visit Syracuse moves forward to drive tourism demand via the continued pursuit of a variety of meetings, conventions, events, motor coach group tours, leisure visitors and travel journalists, area businesses are invited to promote deals or special offers to a bigger audience. With the launch of the new app, Visit Syracuse is offering introductory packages at a variety of levels to help promote area businesses to **STAMPED! SYRACUSE** and www.VisitSyracuse.com users. In addition, special offers will be provided via an interactive wall display at the Visit Syracuse Welcome Center at the Oncenter through July. Special introductory rates won't last long, so let Visit Syracuse help promote your business to United States Bowling Congress Championships bowlers, Ironman participants, festival goers and thousands more visitors heading to the region in the coming months. For more information, email AdOpps@VisitSyracuse.com.



Visit Syracuse now has an app to highlight fun and exciting experiences throughout the region.

REGIONAL AEROSPACE EXPORTERS ATTEND SINGAPORE AIR SHOW

CenterState CEO and the Central New York International Business Alliance (CNYIBA) recently supported five regional companies by taking them to the Singapore Air Show. Funding was provided by the Market Developer Cooperator Program Grant received from the International Trade Administration.

The five companies who shared CenterState CEO's trade show booth were Gryphon Sensors; Murphy & Nolan; TECT Corp.; TACTAIR Fluid Controls; and UTC Aerospace (Rome, NY division). Months of planning facilitated pre-arranged meetings during the week as well as impromptu meetings at the booth. The show was highly successful with connections and opportunities generated by each company throughout the week.

UAS Central also attended the show seeking opportunities for foreign companies interested in the Central New York unmanned aerial systems initiative.

Held every two years, the Singapore Air Show is Asia's largest aerospace and defense event. With significant growth ahead for Asian aerospace, air travel opportunities abound for U.S. aerospace companies. Asian airlines are ordering more planes than ever and Asia has eight of the ten fastest growing airports on the planet.

Companies interested in growth through exporting should contact the CNYIBA at www.cnyiba.net. Services include access to grant funds and support for trade shows and finding buyers overseas.



Under Secretary of Commerce for Export Administration Mira Ricardel meets with (from left) Ed Maron, UTC Aerospace; Jamie Snow, TACTAIR; Steven King, CNYIBA; and Tom Kallmann, Kallman Worldwide, at the CenterState CEO booth at the Singapore Air Show. Brady Cass from Gryphon Sensors has his back to the camera.

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For more information, please contact CenterState CEO's Account Manager, Chris Murphy, at chris.murphy@staples.com or 315-741-3779.



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WELCOMES DISNEY INSTITUTE TO
Doubletree Hotel Syracuse, Carrier Circle, Syracuse, NY
September 19, 2018
9AM - 5PM



Register Today at www.CenterStateCEO.com/Disney
Space is Limited.

Presenting Marketing Participant:



Marketing Participants:



Downtown Living Tour

Saturday, May 19, 2018

11 a.m. to 4 p.m.

Advance sale tickets to the 2018 Downtown Living Tour are on sale now through May 17, for \$12 at the following locations:

- Online at www.downtownsyracuse.com/DowntownLivingTour
- In person at the Downtown Committee's office at 115 W. Fayette St. from 9 a.m. to 5 p.m. Monday through Friday
- By phone at 315-422-8284
- After May 17, tickets will be available for purchase only on the day of the event, from 11 a.m. to 2:30 p.m. at the City Hall Commons Atrium – adjacent to **State Tower** – located at 201 W. Washington St.

From luxury condos and beautiful apartments carved from the city's most iconic historic and commercial spaces, to never-before-seen additions to downtown's residential neighborhood and beyond, the 2018 Downtown Living Tour promises to provide guests with inside access to the most talked-about residential addresses in and around downtown Syracuse.

Tour Headquarters: The 2018 Living Tour begins at **State Tower**, located at 109 S. Warren St. The first residents moved in in February. Located in the Hanover Square Historic District, **State Tower** is the pinnacle of city living and is home to a mix of studio, one-bedroom and two-bedroom apartments. Each unit features a unique floor plan, delivering stunning vistas, modern layouts and deluxe amenities.

Tour Stops:

- The Empire Building, 472 S. Salina St.
- 239 E. Water St.
- Tallman Block, 219 W. Fayette St.
- Iron Pier, 720 Van Rensselaer St.
- Redhouse Arts Center, 400 S. Salina St.
- Grange Expansion, 203 E. Water St.
- Oak Knitting Mill Apartments, 102 W. Division St.
- 435 S. Warren St.

P.S.: Tour-goers are invited to rest their legs and enjoy appetizers and drinks in the Aloft Syracuse Inner Harbor Hotel, which is serving as the Official 2018 Tour Rest Stop!

More details about all tour stops and all things related to the Downtown Living Tour may be found at www.downtownsyracuse.com/downtownlivingtour.

Sponsored by:



Downtown Blossoms

Later this month, Downtown Syracuse will bloom in purple and pink. Keeping with tradition, 335 hanging flower baskets, adorned with petunias from Downtown Farmers Market vendor Oliver B. Paine Greenhouses, will dress downtown streets as the summer season starts. Support the beautification work of the Downtown Syracuse Foundation by sponsoring a hanging flower basket (or several!). Each \$50 tax-deductible donation sponsors one flower basket for the 2018 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/flowers>.



Save the Date: Downtown Farmers Market Returns Next Month!

The Downtown Farmers Market returns for its 46th season on Tuesday, June 12. From 7 a.m. to 3 p.m. every Tuesday rain or shine through October 9, dozens of the region's best farmers and produce dealers converge at Clinton Square. Get involved and keep up with the latest market happenings by subscribing to the electronic farmers market newsletter, distributed every Monday during the market season. Email mail@downtownsyracuse.com to sign up.



MEMBER ESSENTIALS

Point Place Casino boosts local economy and creates hundreds of new jobs.

New York State Legislature recognizes **Watkins Glen International** for its contributions to the economy and culture of the region and state.

Fleet Feet Sports implements fit id 3-D scanners to fit customers with the correct shoes.



Dinosaur Bar-B-Que announces partnership with Goldbelly to air mail BBQ nationwide.

Berkshire Bank Foundation announces funding opportunity for nonprofits.

NBT Bank to relocate and expand Syracuse location.

St. Joseph's Health buys naming rights to Lakeview Amphitheater.

New **iLoveKickboxing** fitness franchise opens in DeWitt.



Excellus BlueCross BlueShield selects seven Central New York nonprofits to receive Community Health Awards, including CenterState CEO members: Clear Path for Veterans; Prevention Network; and WCNY.

Syracuse's **Bankers Healthcare Group** ranked a top employer by Fortune magazine.

Syracuse Hancock International Airport announces two new airlines: **Frontier Airlines** and **Allegiant Air**.

National Grid names James Bruckner New York president.

HealthWay's Intellipure portable air cleaner was featured on television station KTLA's "Good Morning LA" as the top remedy for seasonal allergies.



Dr. Robert Corona named interim CEO of **Upstate University Hospital**.

ABC Creative Group's first satellite office opens in Binghamton.

Immediate Mailing Services, Inc. in Liverpool receives tax breaks to expand.

Crouse Health secures federal grant to address substance-use disorders.

Syracuse University College of Law offers new online law-degree program.



Photo credit: Stephen Sartori, Syracuse University

Pathfinder Bank to open new branch in Clay.

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 Cory LaDuke, Cushman & Wakefield/Pyramid Brokerage Company, Inc. Danielle Mensing, Alzheimer's Association, CNY Chapter, is vice chair.

Blue Eagle Strategies, LLC



Blue Eagle Strategies' focus is to provide effective and efficient advice that helps clients develop and implement clear and winning growth strategies. With extensive experience in the private and public sector Blue Eagle Strategies enhances clients' strategic decision-making, communication and relationships while reinforcing a positive and aligned team culture with improved performance.

G. Rob Scott
4465 E. Genesee St. 315-391-3886
DeWitt, NY 13214
www.blueaglestrategies.com

Dental Health Solutions PLLC

Barb Anderson
PO Box 538 315-592-2400
Oswego, NY 13126
www.dentalhealthsolutionspllc.com

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I Love Kickboxing is the fitness kickboxing program that's helped thousands of people worldwide finally reach their fitness and fat loss goals... while having more fun than anything else they tried! I Love Kickboxing is ready to help you reach your health goals.

Bruno Ranieri
6341 Ledgewood Drive 315-523-7915
Jamesville, NY 13078
www.ilovekickboxingdewittny.com

The Seneca Group



The Seneca Group seeks to make a difference in people's lives, the lives of their families and the institutions and causes they care most about. At the heart of that vision is the conviction that money without a purpose is meaningless. The Seneca Group looks at planning as a combination of succession, estate and financial planning. The team helps families and business owners plan and coordinate the transfer of assets and wealth in the way that best matches their values and vision.

Steven Flanders
440 S. Warren St., sixth floor 315-473-7135
Syracuse, NY 13202
www.ubs.com/team/thesenecagroup

The Stoop Kitchen



The Stoop Kitchen is a hip and homey place with two floors, two bars, a performance kitchen and houses its sibling, Stoop Bakery Café. The Stoop Kitchen serves a seasonal, locally sourced menu that changes every six to eight weeks, and is inclusive for all dietary preferences including meat-eaters, vegetarian, vegan and gluten-free. The first-floor bar favors mixology and a unique selection of spirits, wines and micro-brews, while the upstairs bar features more than 160 tequilas and mescals. Dinner is served Wednesday through Sunday, with Sunday brunch. The bakery is open daily Wednesday through Sunday, and serves the finest in world-class French pastries, with French café lunches of demi-baguette sandwiches, soup, focaccias and personal pizza. The Stoop Kitchen features outdoor seating in the season.

Eric Alderman
311 W. Fayette St. 315-257-7000
Syracuse, NY 13202
www.stoopkitchen.com

Stoop Bakery Cafe



The Stoop Bakery Café is a community-inclusive meeting and eating place that offers the finest French sweet and savory pastries, viennoiserie creations and freshly baked crusty artisan breads of French Master Baker Yemen Tounsi. The Stoop Bakery calls it Amour Fou... translated as Stoop-id Crazy Love, which is how people feel about our bakery creations. Come in for quick takeout, or to relax anytime of the day and "come hang out" to meet, work, or play on your devices, while enjoying our great WiFi, Forty Weight espresso and drip coffee drinks with your breakfast, French Café lunch of demi-baguette sandwiches, house-made soup, salad, focaccia, individual pizzas, or just for an afternoon snack.

Eric Alderman
311 W. Fayette St. 315-257-7000
Syracuse, NY 13202
www.stoopbakerycafe.com

Swiftridge Capital, LLC



Swiftridge Capital was founded on the idea that small businesses and investors need more options for financing projects, operations and most importantly growth. Swiftridge Capital, with more than 50 lender relationships, has options. Many lenders have the freedom to operate under looser restrictions than traditional financing sources allowing more businesses, investors and business owners to qualify for financing needs. Financing options include commercial real estate, purchase, rehab, development and construction, equipment financing, working capital, accounts receivable and inventory financing, business acquisition, SBA loans, start-up capital and more.

Alexander Fedrizzi
18 Frawley Drive 315-675-5450
Baldwinsville, NY 13027
https://swiftridgcapital.com

Tesla, Inc.

Tesla's vehicles are produced at its factory in Fremont, California, where the vast majority of the vehicle's components are also made. To create an entire sustainable energy ecosystem, Tesla also manufactures a unique set of energy solutions, Powerwall, Powerpack and Solar Roof, enabling homeowners, businesses and utilities to manage renewable energy generation, storage and consumption supporting Tesla's automotive and energy products is Gigafactory 1 – a facility designed to significantly reduce battery cell costs and, by 2018, produce more lithium-ion batteries annually than were produced worldwide in 2013. By bringing cell production in-house, Tesla manufactures batteries at the volumes required to meet production goals, while creating thousands of jobs. At Gigafactory 2 in Buffalo, New York Tesla manufactures Solar Roof. Tesla desires to bring one of its signature retail locations to Syracuse pending the outcome of legislation pending in the New York State Senate.

Kate Burson
160 Vanbrunt 610-597-4587
Brooklyn, NY 11231
www.tesla.com

Upstate Interactive

Upstate Interactive is a women-owned business that helps B2B organizations turn great ideas into software. Upstate Interactive specializes in the following industries: defense, drones, security, healthcare and higher education.

Doug Crescenzi
The Tech Garden
235 Harrison St.
Syracuse, NY 13202
www.upstate.agency

315-436-8655

Westelcom Network Inc.



Westelcom is a provider of advanced telecommunications solutions operating throughout Central and Northern New York. Westelcom's Syracuse data center is a carrier neutral collocation facility that allows interconnection with national and statewide fiber networks and is directly connected to Microsoft, Amazon and Google cloud platforms focusing on providing carrier neutral collocation and server collocation services. Westelcom also provides advanced IP phone and data solutions to include hosted PBX and firewall.

Jill Van Hoesen
State Tower Building
109 S. Warren St.
Syracuse, NY 13202 315-755-2255
130 Park Place
Watertown, NY 13601 315-755-2255
www.westelcom.com

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Ryan Baldwin
159 W. First St.
Oswego, NY 13126

315-326-0001

MEMBER MILESTONES

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

55 YEARS

Dellas Graphics, Inc.

30 YEARS

Staff Leasing, Inc.

10 YEARS

Comfort Suites Cicero - Syracuse North
Fairmount Glen Miniature Golf
Panera Bread
SUNdhm
The Edgewater Company, LLC
Town Mechanical, Inc.

45 YEARS

Lamacchia Honda

25 YEARS

CNYRTA

40 YEARS

CXtec
DUMAC Business Systems, Inc.

15 YEARS

FOX68 WSYT-MY43 WNYS
Ron Bush Oil, Inc.

35 YEARS

Parsons-McKenna Construction Co.

5 YEARS

AP Professionals
Geiger Properties
Horn Companies
The Icon Companies

CEO IS NO. 14 AMONG BEST COMPANIES TO WORK FOR IN NY

CenterState CEO is pleased to announce that it is No. 14 among the top 27 small employers in the state, according to the New York State Society for Human Resource Management's annual Best Companies to Work for in New York State awards program.

The program evaluates and ranks the best places of employment in the state based on employee satisfaction and engagement, as well as workplace practices and policies. Employees' survey responses count for 75 percent of the ranking formula.

"This type of recognition is not an individual award," said Robert Simpson, president of CenterState CEO. "Each member of our staff contributes to a culture of service and success by going above and beyond for our members and this region."

The recognition was presented at The Best Companies to Work for in New York State awards dinner held in Albany last month.



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.



Biscotti Café, 741 N. Salina St. in Syracuse celebrates the restaurant's 20th anniversary.



Bradley's Jewelers located at 309 Vine St. in Liverpool celebrates its 40th anniversary.



Five Star Urgent Care enjoys its grand opening at 6227 Thompson Road in Syracuse.



Danlee Medical Products, Inc. located at 6075 E. Molloy Road in Syracuse, gets lots of recognition for its warehouse expansion.



DiMarco, Abiusi & Pascarella, CPAs, PC, 4 Clinton Square in Syracuse celebrate the firm's recent expansion.



Luciano's Pizza & Wings located at 609 S. Main St., North Syracuse, promotes its new business.



PEACE, Inc., 217 S. Salina St., Syracuse, celebrates the organization's 50th anniversary.



The Salvation Army Syracuse Area Services at 677 S. Salina St. in Syracuse celebrates its 135th anniversary.



Michael Sgro, LLC, is congratulated at a grand opening at 359 S. Warren St., Syracuse.



The Cuse Center at the Center for Community Alternatives located at 115 E. Jefferson St. in Syracuse celebrates its grand opening.

EVENTS

CenterState CEO Clambake

Thursday, August 2, 2018

4 to 8 p.m.

Hinerwadel's Grove

5300 W. Taft Road, North Syracuse

Register by July 26

at www.centerstateceo.com/events

or contact Lisa Metot at 315-470-1870 or

lmotot@centerstateceo.com.

Join CenterState CEO for great food,
music and fun!

Make it your company picnic!

Cost: \$70/person for members;
\$80/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 6-ft. table.

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



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

IP Perspectives and Strategies for Overseas Markets, May 16

11:30 a.m. to 5:30 p.m.

Once Lincoln Center, 110 W. Fayette St., Syracuse

Learn effective strategies to protect your intellectual property (IP) in
foreign markets. Each presenter will speak on his country's unique



IP laws to help companies open up new opportunities and markets outside the U.S. Speakers include:
Shengping Yang, Beyond Attorneys at Law from China; Shuichi Shitara, Taiyo, Nakajima & Kato
from Japan; Peter (SungJin) Chun, Muhann Patent & Law Firm from Korea; Andreas Pfund, DREISS
Patentanwalt PartG mbB from Europe; George McGuire, Bond, Schoeneck & King from the U.S.
Sponsored by Bond, Schoeneck & King, CNYIBA and CenterState CEO.

Cost: \$40 for Bond clients, members of CenterState CEO and CNYIBA; \$50 for all others.

UMEA Community Engagement Awards, May 24

5:30 to 9 p.m.

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

The Upstate Minority Economic Alliance is holding its inaugural Community
Engagement Awards to highlight regional efforts to support its businesses
and the successes of its individual firms. The keynote speaker is Vaughn Irons,
Atlanta Businessman of the Year and CEO of ADP Solutions, a national community
economic development firm. Sponsored by: Wegmans Food & Pharmacy; VIP
Structures; Brackens Financial Solutions Network; SUNY Upstate Medical
University; Pathfinder Bank; Excellus BlueCross BlueShield; Marriott Syracuse Downtown; Syracuse
Housing Authority; Home Headquarters; and Onondaga Community College.

Cost: \$65. Register at www.centerstateceo.com/events.



Discover Your Disc Style: Lunch & Learn, June 1

11:30 a.m. to 2 p.m.

TDO – Train.Develop.Optimize, 445 Electronics Parkway, Suite 102, Liverpool

Discover your DiSC style and learn to identify others' communication
preferences. The program will introduce methods for increasing team
effectiveness and employee engagement, implications for sales and customer
relations, as well as personal performance in the workplace and other aspects
of life.

Cost: \$125.



Speed Networking, June 12

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

TERACAI, 217 Lawrence Road East, North Syracuse

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

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



CNYIBA Port Tour of New York and New Jersey, June 13

7 a.m. to 7:30 p.m.

Maher Terminal, NJ

Tour of Maher Terminal in the Port of New York and New Jersey, one of
the busiest ports in the world. Learn how they manage thousands of ocean
shipping containers daily; use X-ray to inspect shipments; trans-load to
and from rail and truck; and cooperate with U.S. Customs and Border
Protection. Includes a presentation from Port Authority management.
Sponsored by Mohawk Global Logistics.

Cost: \$95 for CNYIBA members; \$125 for non-members. Space is limited.



GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

For more information on GOFCC events, visit www.oswegofultonchamber.com.



Speed Networking, May 23

8:30 to 10:30 a.m.

Mimi's Drive In, 201 N. 2nd St., Fulton

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

Cost: \$10 for members; \$20 for non-members.

GOFCC Golf Social, June 18

Oswego Country Club, 610 West 1st St., Oswego

Details TBA

Business After Hours, June 27

5 to 6:30 p.m.

Holiday Inn Express & Suites of Oswego, 140 E. 13th St., Oswego

Join the GOFCC for a Business After Hours as the Holiday Inn Express & Suites celebrates its second birthday! Network with other business professionals while enjoying food, beverages, music and tours of the facility.

Cost: \$5 for members; \$10 for non-members.

SAVE THE DATE – GOFCC Summer Celebration and Pig Roast, August 15

Bayshore Grove, 104 Bayshore Dr., Oswego.

MAKE SCOTLAND YOUR NEXT ADVENTURE

Discover Scotland with CenterState CEO, September 23 to October 2, 2018. Highlights include bagpipe lessons, whisky distillery, Isle of Skye, Armadale Castle, Loch Ness, Orkney Islands, Dunrobin Castle, sheepdog demonstrations, St. Andrews, Edinburgh Castle and a Scottish cooking experience. Price includes round-trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges and hotel transfers. AAA members receive a \$50 discount per person. For more information and rates, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The gardens of Dunrobin Castle in Scotland.

JOURNEY ON A TRIP TO SPECTACULAR SOUTH AFRICA

Join CenterState CEO on a trip to spectacular South Africa, February 21 to March 5, 2019. Highlights include Johannesburg, Soweto, Kruger National Park, a safari game drive, Knysna, Featherbed Nature Reserve, an ostrich farm visit, winery lunch and tasting, Cape Town, Table Mountain and more! Per person rates, if booked by August 22, 2018, are: \$4,999 (double) and \$5,649 (single). Prices include 21 meals, round-trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges and hotel transfers. Optional post-tour extensions available. AAA members receive an additional \$50 off per person. For more information, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The spectacular South Africa trip includes a safari game drive like the one above.

Buy Tickets ► www.centerstateceo.com/events

UMEA

THE UPSTATE MINORITY ECONOMIC ALLIANCE

Inaugural MWBE
Community Engagement Awards

Hosted by the Upstate Minority Economic Alliance in recognition of the many public, private and corporate institutions that support and contribute to the success of our regional MWBE firms.

May 24, 2018 | 5:30 to 9 p.m.

Marriott Syracuse Downtown

Keynote Speaker: Vaughn Irons, Atlanta Businessman of the Year and CEO of ADP Solutions, a community economic development firm.

Sponsored by:



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 **PathFinder**
Local Community Bank

 **Excellus**
INSURANCE

 **MARRIOTT**
SYRACUSE DOWNTOWN

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Syracuse Housing Authority

 **HOME**
DEPOT

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