

GENIUS NY 2.0 GAINING GLOBAL ATTENTION

On the heels of GENIUS NY's round 1 success, the program is seeing ongoing interest from companies across the globe as it closes its application period for a second round of funding. GENIUS NY received more than 250 submissions for next year's competition and has gained stronger brand awareness in the global unmanned aerial systems (UAS) community. Several applicants reapplied this year; many are from out of state; and a few are from across the globe, including India and Australia. There was also an increase in women-owned businesses.

GENIUS NY is the world's largest business accelerator competition for UAS, funded by Empire State Development and housed at CenterState CEO's The Tech Garden. The program provides an unprecedented opportunity for companies to take home more than \$1 million to advance their technologies in the UAS industry.

Last month, GENIUS NY staff attended Interdrone, an international drone conference in Las Vegas, NV, and met with numerous applicants to continue promoting the program and raise awareness of Central New York as a global hub for unmanned systems. UAS companies at the conference were familiar with the unmanned system efforts being made in Central New York such as the construction of a 50-mile corridor customized for unmanned aircrafts and the creation of NUSTAR, a new testing center for drone safety, durability and cybersecurity.

In addition, a number of investors attending Interdrone were interested in learning about the six current GENIUS NY teams whose accelerator program ends in December and are currently seeking follow-on funding.



GENIUS NY



GENIUS NY—the world's largest business accelerator competition for unmanned aerial systems—prepares for round 2.0 in 2018. Pictured is an AutoModality drone. AutoModality won \$1 million in the inaugural GENIUS NY competition to advance its UAS technologies.

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Regional Economic
Development Council

CNY Regional Council
Recommends 38
Projects

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Make Scotland Your
Next Adventure

Economic Champions Luncheon

Wednesday, October 11, 2017

Noon to 1:30 p.m. • Convention Center at Oncenter

Keynote Speaker: Quentin Hillsman
Head Coach, Syracuse University Women's Basketball

Community Visionary Award Sponsored by Wegmans
to Jubilee Homes of Syracuse, Inc.

Register by October 4

at centerstateceo.com/economic-champions-luncheon
or contact Lisa Metot at 315-470-1870 or lmetot@centerstateceo.com.

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GOVERNMENT RELATIONS

CenterState New York Seeks Federal UAS Support at AUVSI



The Central New York and Mohawk Valley regions were well represented at last month's Association for Unmanned Vehicle Systems International (AUVSI) Hill Day lobbying event in the nation's capital. More than 10 individuals from SRC, Inc., AX Enterprize, Gryphon Sensors, Lockheed Martin, the NUAIR Alliance, Griffiss International Airport and CenterState CEO joined more than 130 participants in briefings and congressional visits delivering key messages for the unmanned systems industry. The day

ended with a reception in the foyer of Rayburn House Office Building for the Science and Tech Fair. Exhibiting NUAIR partners included Lockheed Martin and NavMar.

Regional participants were divided among more than a dozen groups and assigned to senators and representatives from across the U.S., including area representatives senators Charles Schumer and Kirsten Gillibrand, and members of the House of Representatives John Katko, Claudia Tenney and Tom Reed.

In addition to topics directly related to the region's UAS initiatives, participants advocated for:

- Support for enhanced government and industry collaboration.

- Commitment to research and development for unmanned systems in the air, on land and sea.
- Support federal appropriations with stable funding providing predictability for the UAS industry.
- Support the National Defense Authorization Act to allow military to increase use of unmanned systems to avoid putting service members directly in harm's way.
- Support a long-term Federal Aviation Administration (FAA) Reauthorization bill that extends FAA programs and the UAS test sites and funding critical to accelerating commercial UAS use.
- Support the Safe DRONE Act, which would extend and fund the UAS test sites, fund college and university UAS workforce development and provide resources to the FAA to speed up their UAS work.
- Oppose legislation giving local authority to restrict UAS operations, eroding safety and UAS operations by creating a complicated patchwork of municipal ordinances.

To learn more contact Deb Warner, vice president, public policy and government relations, at 315-470-1845 or dwarner@centerstateceo.com.

MEET THE CANDIDATES RECEPTION, OCTOBER 18

Syracuse Tomorrow's Annual Meet the Candidates Reception is Wednesday, October 18. It returns 5 to 7 p.m., Upstairs at Dinosaur Bar-B-Que. This fundraiser for the CenterState CEO's political action committee is an informal meet and greet for this year's class of state and local candidates, including the Onondaga County Legislature, Mayor of the City of Syracuse, Syracuse Common Council and countywide town supervisors. Current office holders are also invited.

Advance registration is required at <https://goo.gl/CB7KWT>.

Note: Political contributions are not tax deductible.

Thank You Sponsors



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CNY REGIONAL COUNCIL RECOMMENDS 38 PROJECTS

The Central New York Regional Economic Development Council (CNYREDC) has submitted its seventh progress report and regional revitalization plan update to New York state.

The progress report outlines the success that the CNYREDC has created during the past six years, having received \$906.8 million, including \$500 million through the Upstate Revitalization Initiative (URI) for its strategic plan, CNY Rising. This funding has allowed for expansion of businesses in the community, investments in traditionally underserved neighborhoods and the creation of hundreds of new jobs. Since year one, 72 percent of priority projects from past rounds are complete or on schedule; with 141 projects that have leveraged more than \$1.27 billion in private investment.

This year, the council has recommended 38 priority ESD projects in round 7. These projects represent a total proposed state investment of more than \$23 million, leveraging \$137.3 million in private and other funding for total project expenses of more than \$158.5 million, and a five-year total payroll of nearly \$100.6 million. Collectively, they support the creation of 582 new jobs, 955 indirect jobs, the retention of 2,216 existing jobs and leverage a return on invest of 13.38 to 1.

The report also highlights progress on state priorities and its CNY Rising plan. All told, more than \$180 million of the \$500 million URI award has been committed to 51 projects. This funding leverages \$849 million in outside project investments and commits more than 1,900 new jobs.

Key initiatives prioritized in CNY Rising and prior year plans outlined in the progress report include:

- Strong progress on building a globally recognized hub for unmanned systems, including development of the nation's largest and most comprehensive 50-mile Beyond Visual Line of Site test corridor, which will enable the next evolution of unmanned civil aviation.
- Companies just half way through the GENIUS NY program's first round have hired new employees and are expanding their customer base in New York, with round two accepting application now.
- Saab Defense and Security USA announced it will invest \$55 million, move its northeast headquarters to East Syracuse and add 260 new high-tech jobs, showing the real and potential growth of the unmanned systems and related industries in the region.
- Multiple active discussions with agricultural companies looking to expand or move to the region with announcements on those efforts anticipated in the near future.
- Progress on creating greater economic inclusion and mobility within historically underrepresented minority groups; investment to fully fund the Syracuse Promise College Collaborative; and the creation of the Alliance for Economic Inclusion.
- Ongoing discussions and public engagement around Consensus, the commission to modernize local government, on how to improve existing government structures for better decision making.
- Advancement of major projects supported through the URI, such as TCGPlayer.com, which will add 42 jobs in a newly renovated Downtown Syracuse headquarters; Hill Rom/Welch Allyn's plan to invest \$4.2 million and create more than 100 jobs; and ongoing enhancements to the visitor experience at the Great New York State Fair.

"Investments made through the regional council process and the Upstate Revitalization Initiative are transforming the region and economy," said Robert Simpson, president of CenterState CEO and co-chair of the CNYREDC. "While it is still early in the URI's five-year process, the community is seeing its impact in the creation of jobs, new investments and in positive perceptions both from those inside and outside the region. The successes to date are signs of impact yet to come, and the CNYREDC remains committed to driving economic opportunities for the community and advocating on behalf of projects that align with the region's assets and strategies."



Central New York
Regional Economic
Development Council

“ Investments made through the regional council process and the Upstate Revitalization Initiative are transforming the region and economy ”

CENTERSTATE CEO HOSTS NATIONAL CONFERENCE ON BEST PRACTICES IN IMMIGRANT ECONOMIC DEVELOPMENT

The Welcoming Economies Convening, October 23 and 24, at the Marriott Syracuse Downtown, will attract more than 350 participants from across the country to share best practices on engaging the talents and skillsets of immigrant communities. This is an opportunity for employers to learn how to build a more competitive workforce in today's environment and how the CenterState New York region can accelerate a more resilient and diverse entrepreneurial landscape.

CenterState CEO is offering its members a special Workforce Track to learn more about immigrant economic contributions to the region and across the country and how the area can continue to accelerate the success of New Americans to ultimately drive growth. The track includes admission to two afternoon panels, Workforce Innovations at the State and Local Level and The Business Case for New Americans: Building a Competitive Workforce through Immigrants and Refugees, and the closing plenary by John Dau, one of the original Lost Boys from Sudan and a social entrepreneur.

CenterState CEO members interested in attending both days of the conference can access additional opportunities:

Monday morning starts with a Stickley Furniture Factory Tour. Attendees will see how Stickley has invested in diversifying its workforce to create a stronger and more prosperous company.

Monday afternoon, attendees will choose from three tours on the Northside, exploring the constantly changing micro-neighborhoods and the vibrant storefronts filled with international markets and restaurants.

Monday evening closes with Ignite Talks, a series of five-minute, fast-paced innovative presentations and a pop-up international food court opening reception in partnership with My Lucky Tummy at Sky Armory.

Tuesday, attendees can select three different panels throughout the day focusing on topics of business engagement; entrepreneurship; neighborhood development; workforce development; and social cohesion and equity.

Learn more or register at www.weglobalnetwork.org/2017-syracuse.



Global Network

Welcoming Economies Convening
October 23-24, 2017
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Register at
www.weglobalnetwork.org/2017-syracuse
Featured Speakers:



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John Dau Foundation
President



Ali Noorani
National Immigration Forum
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GENIUS NY 2.0 GAINING GLOBAL ATTENTION continued from front page

Some of those investors were invited to attend the first GENIUS NY Investor Day in New York City held recently in partnership with Perkins Coie. The GENIUS NY teams presented their businesses in front of more than 30 investors focused on the unmanned systems industry.

The six current teams will continue to operate in Syracuse even as their program ends. Three of the six teams have already outgrown their offices and are now renting larger spaces at The Tech Garden.

GENIUS NY 2.0 officially begins this January and the program is seeking mentors, speakers and sponsors for next year. Professionals with a background in business leadership, emerging technology, growing startups and unmanned systems are ideal candidates for mentors and speakers. To learn more please visit www.geniusny.com or contact Jon Parry at jparry@thetechgarden.com.

Get Involved with GENIUS NY

Mentor & Advise: GENIUS NY is looking for mentors and advisors with experience in executive management, business operations, investment and expertise in the UAS industry.

Host the New Teams: Six new teams from around the country will be living in Central New York for 2018. We're looking for events, tours, company visits and opportunities to help them become familiar with the area.

Become a Sponsor: GENIUS NY is the world's largest business competition in unmanned systems and is making a name for itself across the globe. The program has a large following and many events that sponsors can take advantage of throughout the year.

Contact Jon Parry at 315-470-1982 or jparry@thetechgarden.com.

www.geniusny.com



GENIUS NY

NUAIR PARTNER AUTOMODALITY ADVANCES REAL-WORLD APPLICATIONS OF ITS AWARD-WINNING TECHNOLOGY

AutoModality, a Central New York drone navigation company, recently demonstrated its unique capabilities to Assemblyman Al Stirpe and the Assembly Speaker Carl Heastie at Gryphon Sensors in North Syracuse. The demo highlighted AutoModality's Perceptive Navigation system that allows a drone to navigate autonomously and safely fly very near to objects.

Gryphon Sensors, an SRC company and world-leader in intelligent drone detection systems, hosted the AutoModality demo. Gryphon, SRC, and Automodality are Central New York companies partnering with the NUAIR Alliance to strengthen the region's global leadership position in the unmanned aircraft systems (UAS) sector.

Using 3D maps and sending high-definition video in real-time, AutoModality's drones provide a faster, safer and more efficient method for inspecting buildings, bridges, power lines and other challenging terrain. AutoModality can get within three feet of objects using computerized optics instead of GPS to control movements. This technology is especially useful to navigate areas that are difficult to access, dangerous for inspectors and often GPS-denied. AutoModality is also the winner of last year's \$1 million grand prize in the GENIUS NY competition and winner of the 2016 DJI SDK Challenge that focused on search and rescue.

CenterState CEO and NUAIR work to advance UAS-related economic development opportunities by actively pursuing business attraction leads to bring firms and jobs to the region. For more information on NUAIR's unmanned testing capabilities visit www.nuairalliance.org.



Jimmy Halliday (kneeling), aviation director at AutoModality, explains its Perceptive Navigation system to Assembly Speaker Carl Heastie (third from left) and Assemblyman Al Stirpe (fourth from left). Also pictured are Rob Simpson (left), CenterState CEO, and Craig Marcinkowski (behind Halliday), Gryphon Sensors.

Tech Garden Introduces New Members to Local Resources

The Tech Garden recently welcomed nine new members. At their orientation, members learned about local resources, funding opportunities and events happening at the incubator. Members also networked with companies from The Tech Garden’s new resource portal, which is being launched this year, and is populated with more than 50 service providers from all industries relevant to entrepreneurs’ growth. Tech Garden members can access the portal and select and schedule a meeting with a previously vetted provider. The new members are bringing innovative ideas and new technologies to The Tech Garden and are excited to begin their journey.

Kenji Yoshino, of Smartphone Microscope, with his newest prototype. Smartphone Microscope turns everyday cellphone cameras into powerful digital microscopes.



The Tech Garden Virtual Member Cut to the Chase Media Inc., Launches Innovative Dating App

Cut to The Chase Media, Inc., which joined The Tech Garden in 2015, recently launched its mobile application in Syracuse.

Cut to The Chase’s app allows users to meet someone who interests them face-to-face anonymously and securely before a first date. To keep users safe, and the platform’s reputation pure, Cut to the Chase has implemented an inappropriate content or “panic button” for use by either party during a video chat.

The technology allows for the user to push a button on the device that will:

- take a screenshot of the video stream (or capture the text chat session); and
- log the usernames,
- IP address and
- device ID for both participants.

The application will then package the digital assets and alert staff.

“The most successful products have always solved a problem in an innovative way. As actual users of the other dating services we saw a need for a fast, fun, uncomplicated, dating app that was safe and that cut to the chase,” said Patricia Deferio, co-founder and Co-CEO.

For more information please visit <http://cuttothechaseapp.com>.



Patricia Hurley Deferio and Michele Erbland Shannon, co-founders of Cut to the Chase, a mobile dating app, holding a photo from their younger years when they first met.

Drones over Downtown

The first ever Drones over Downtown was held at The Tech Garden in August to promote and educate the community on unmanned aerial systems (UAS). The event, which attracted more than 200 people, was sponsored by GENIUS NY, The Tech Garden and Gryphon Sensors. Attendees were able to fly a drone inside a net, network with local UAS companies and enjoy local food, drink and live music. To learn more about local UAS efforts visit <http://nuairalliance.org>.



Destiny USA's New Embassy Suites by Hilton Hotel is Open for Business

Destiny USA and Embassy Suites by Hilton, a global brand of upscale, all-suite hotels from Hilton recently celebrated the opening of the new onsite 209-room Embassy Suites by Hilton Syracuse—Destiny USA with a ribbon-cutting ceremony. The hotel began construction in June 2016, and is the first hotel at Destiny USA, featuring an onsite restaurant, a pool and is the go-to property for guests traveling to visit the international travel and tourist destination.

The hotel welcomes guests to enjoy its two-room suites where travelers can spread out and enjoy a free, cooked-to-order breakfast each morning, free Wi-Fi, and complimentary drinks and snacks for each night. The hotel is managed by Aimbridge Hospitality.

"Tourism is a large part of our local economy," said Onondaga County Executive Joanie Mahoney. "With the growth of Canadian tourists and other guests from beyond the Syracuse area, largely driven by the success of Destiny USA, the Embassy Suites hotel will provide additional sales tax revenue, room occupancy taxes and has created new and permanent jobs for area residents.

Guests staying at Destiny USA's first onsite hotel will also enjoy extra perks, including added savings and conveniences. This includes an exclusive Destiny USA "Stay & Save" savings pass received at check-in, full of extra savings at various shopping, dining, outlet and entertainment venues, and access to the destination's first-ever "Shop & Drop" shopping bag delivery service. Guests will be able to shop all day at Destiny USA, and drop their shopping bags at Destiny USA's Guest Services locations to have them delivered to their hotel room.

The property also offers 10,000 square feet of flexible meeting space for special events. Additional amenities include an indoor heated pool, fitness center, a full-service restaurant on-site and a 24-hour convenience shop. The hotel also offers a complimentary shuttle service within a six-mile radius.

The project was constructed by Hueber-Breuer Construction Co. and financed by a lending group led by M&T Bank and joined by Berkshire Bank and Tompkins Trust Company.

Embassy Suites by Hilton Syracuse Destiny USA is located 311 Hiawatha Blvd. W. For more information or to make a reservation, travelers may visit embassysuites.com or call 315-303-1650.



Community leaders and elected officials cut the ribbon at the grand opening of the Embassy Suites by Hilton Syracuse—Destiny USA.

Visit Syracuse on the Road

The Visit Syracuse team is hard at work promoting Syracuse and sometimes, it requires time away from the office. Here's a list of some of the organization's recent tourism promotion ventures:

LGBT Expo, New York City	Sept. 9-10
Small Market Meetings, South Bend, IN	Sept. 26-28
National Association of Sports Commission, Detroit, MI	Oct. 9-11
Connect Faith, Cincinnati, OH	Oct. 24-26



Visit Syracuse, headquartered in Syracuse, is Onondaga County's accredited destination marketing organization for tourism related economic development leading the production of more than \$765 million in direct visitor spending annually. For more information, visit www.VisitSyracuse.com.

Showcasing Downtown as a Retail Destination

Upstairs at the Landmark Theatre was recently transformed into an 80-foot runway for the Syracuse Style Fashion Show. The Downtown Committee partnered with Syracuse Fashion Week to organize the event, featuring fashions from 14 downtown retailers. Four downtown hair salons provided styling for nearly 100 models. The event drew more than 1,000 people.

The Downtown Committee would like to thank the participating retailers and salons for their participation in the event, which raises downtown Syracuse's profile as a retail destination:



The Landmark Theatre provided the perfect backdrop for Syracuse Fashion Week.

Accents of Armory Square

The Changing Room

Cloud City Comics

Designs by Bronze Bersani

The Eureka Company

Fashion Fix

Indie Kids

Ish Guitars

Vintage Love (maeflowers vintage)

Midnight Sun

New York Optometric

Oculus Tattoo

Projex 214

Showoffs Boutique

Ashley Hansen's Beauty Nation

Industry

Lavish Lofts

Marisa's Fortress of Beauty

New Beautification Program Debuts: 115 Mums Dress Downtown Streets

The Downtown Committee is excited to introduce a new fall planting. In September, the Downtown Committee planted 115 mums throughout downtown Syracuse. More information about the new beautification program may be found at <http://downtownsyracuse.com/news>. Support the work of the Downtown Syracuse Foundation year-round by sponsoring a hanging flower basket. Each tax-deductible donation of \$50 supports one basket for the 2018 season. To sponsor a flower basket, please visit www.downtownsyracuse.com/get-involved/downtown-beautification/.



Good Morning, Downtown Syracuse!

Progress Breakfast, 8 a.m., Thursday, October 26 at the Oncenter

Theme: Destination Downtown

Tickets are on sale for the next Progress Breakfast. Presented by the Downtown Committee and Eric Mower & Associates, the theme will focus on three elements that make downtown Syracuse stand out as a destination. Attendees will hear from John Stage, the founder of Dinosaur Bar-B-Que, who will speak to why he chose downtown Syracuse for his flagship restaurant and how it's become a tourism destination. Vance Lederman, senior vice president of business operations for the Syracuse Crunch, will share how the AHL hockey team contributes to downtown's culture and energy. Finally, Kathie Morris, owner of The Changing Room—a women's retail boutique—and a downtown resident, will shed light on how downtown's retail climate has helped shape the residential landscape. Purchase tickets at <http://downtownsyracuse.com/progressbreakfast> or by calling Kristine Sherlock at 315-422-8284.



Like the Downtown Committee on Facebook (**Downtown Syracuse**), follow them on Twitter (**@downtownSYR**) or like them on Instagram (**@downtownsyracuse**). Join the conversation with the hashtag, #MyDowntownSYRstory.



SIDA Grant Allows for Increased Downtown Security, Enhanced Maintenance

The Syracuse Industrial Development Agency (SIDA) awarded the Downtown Committee of Syracuse, Inc. \$213,000 in funding to ensure downtown remains safe, clean and welcoming. This fall, additional security cameras will be installed throughout downtown and the Downtown Committee's Security Department will add evening and weekend security patrols. The committee's Environmental Maintenance Department will also add weekend coverage. The funds will help the Downtown Committee continue to deliver its signature programming, which is imperative since downtown continues to expand with more than 800 housing units added since 2007.

A strong partnership between the Downtown Committee's security staff and the Syracuse Police Department allows for collaboration to maintain downtown's status as one of the safest neighborhoods for residents, employees and visitors.




The Future of Interstate 81

As the community looks forward to a decision from the New York State Department of Transportation regarding the elevated portion of Interstate 81 that runs through downtown Syracuse, the Downtown Committee continues to advocate for the Community Grid as the solution that will provide the greatest opportunity to support the area's continued revitalization. The Community Grid will best meet the community's needs and enhance economic vitality moving forward through:

- Providing opportunities for increased connections between neighborhoods
- Increased accessibility
- Increased tax revenue
- New development opportunities



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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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Solvay Bank is Not Afraid to Admit its Age

On March 17, 2017, Solvay Bank proudly celebrated its 100th anniversary. Through its tenure, it has experienced many of the challenges impacting the world and local marketplace, but has remained independent. It is the oldest headquartered and operating community bank in Onondaga County.



A rendering of Solvay Bank's Baldwinsville office at 197 Downer Street, the bank's 10th branch location. It is slated to open later in 2017.

Solvay Bank was established on March 17, 1917 as a way for Solvay Process employees to easily cash checks and access other bank services. It quickly became a pillar in the community and its reputation as a reliable financial partner spread across Onondaga County. In 1981, the bank began expanding its branch network beginning in Westvale and later established offices in Camillus, downtown Syracuse in the State Tower Building, Fairmount, North Syracuse, Liverpool, Cicero and DeWitt. It also maintains solvaybank.com as its home on the web where customers can find out more about products and services, access their accounts, read about important financial topics and apply for an account or loan.

In addition to personal banking services, Solvay Bank is also a one-stop shop for commercial banking and lending. The bank offers a full range of solutions to help businesses manage their finances including cash management solutions, business credit cards, and various loans and lines of credit. It also offers trust and investment services, and insurance through its subsidiary, Solvay Bank Insurance Agency.

Solvay Bank isn't slowing down anytime soon. Later this year, the bank plans on opening its 10th office at 197 Downer St. in Baldwinsville. This new location will integrate banking technology tools and feature a tech bar for hands-on demonstrations of digital products for both personal and business clients.

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



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CXtec acquires Georgia-based Atlantix, becomes the leading secondary market hardware supplier. The acquisition may create up to 25 **CXtec** jobs in North Syracuse.

Destiny USA's new Embassy Suites by Hilton Hotel is now open for business.



Uber, **Lyft** provide rides to the Carrier Dome for Syracuse football and basketball games.

Chobani donates 300,000 packages of yogurt to Hurricane Harvey flood victims.

SRC Inc. and Saab Defense and Security USA lead U.S. military battle against small drones. **SRC** hires 80 new employees.

Lockheed Martin Syracuse wins \$46 million contract for Marine Corps radars.

Construction begins at **Everson Museum of Art**.

HealthWay partners with United Nations Population Fund to combat air pollution. PURE, **HealthWay's** sister company, is experiencing rapid growth in allergy travel market.



\$45 million upgrades begin at **Syracuse Hancock International Airport**.

Mohawk Valley Community College receives more than \$1 million in federal funds for Youthbuild program.

Mohawk Valley Community College earns continuing ACEN accreditation for nursing degree program.

New York state awards \$1.25 million grant to **Upstate**

Medical University for lead-poisoning control center.

OCRRA wins top environmental award in North America for its compost program.

M&T Bank Launches 'Understanding What's Important Business Challenge' to celebrate local businesses and their community impact.

Tucker Lounsbury is hired as president of **NBT-Mang Insurance Agency**.

JADAK releases VIBE®, its new embedded fixed mount machine vision camera.

Family Practice Associates and **Syracuse Orthopedic Specialists** announce new office location to open in Liverpool.

Solvay Bank announces plans to open a tenth branch office in Baldwinsville.

UnitedHealthcare creates \$10,000 Community Care Award.



SYRACUSE FOOTBALL

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NEW PARTNERS

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

Embassy Suites by Hilton Syracuse-Destiny USA



Welcome to the new Embassy Suites by Hilton Syracuse Destiny USA! Located just steps from Destiny USA Shopping/Dining/Entertainment. Located just minutes from downtown, six miles from Syracuse Hancock International Airport and three miles from Syracuse University. Wake up each morning to a free made-to-order breakfast. And end a busy day with drinks and snacks at the complimentary evening reception. The on-site restaurant offers comfort food and appetizers in a relaxed atmosphere. Daily room service is available, and the 24-hour sundries shop offers premium snacks, beverages and toiletries. Relax in one of the studio or one-bedroom suites featuring a separate living area with sofa bed and flat-screen TV in each room. Take advantage of the wet bar, refrigerator, microwave and complimentary WiFi. Treat yourself to a higher level room for beautiful views of downtown Syracuse. Go for a swim in the indoor heated pool and get in a workout in the fitness center. Let the expert team help you plan a successful wedding, meeting or special event in the flexible 10,000 square foot event space.

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Orangetheory Fitness is a one-hour, full body workout that is sweeping the world. The heart-rate monitored group interval training concept provides strength, endurance and power training with scientifically proven calorie burn for up to 36 hours after. The group fitness aspect holds members accountable while creating an atmosphere that is inviting and motivating.
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CEO ESSENTIALS

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EVENTS

CenterState CEO Economic Champions Luncheon

Wednesday, October 11, 2017

Noon to 1:30 p.m.

Convention Center at Oncenter
800 S. State St., Syracuse

Keynote Speaker: Quentin Hillsman
Head Coach, Syracuse University Women's Basketball

Community Visionary Award Sponsored by Wegmans to Jubilee Homes of Syracuse, Inc.

Register by October 4

at www.centerstateceo.com/economic-champions-luncheon
or contact Lisa Metot at 315-470-1870 or
lmotot@centerstateceo.com.

Celebrating outstanding businesses and organizations for their contributions to the growth of the region's economy by hiring new employees; expanding, relocating or making capital investments due to growth; and/or receiving state or national awards.

Cost: \$55 for CenterState CEO members / \$550 for a table; \$65 for non-members / \$650 for a table.

PRESENTING SPONSOR:

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

Business After Hours and Member Showcase at Movie Tavern, October 3 5 to 7 p.m.

180 Township Blvd., Camillus

Network and mingle with members at Movie Tavern. All attendees will have the chance to win two tickets on Delta Air Lines. Appetizers and one beverage ticket will be provided. For information on displaying your business at this event, contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com.
Cost: \$15 for members and \$25 for non-members.



Speed Networking, October 18

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

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." Space is limited. Please pre-register. Breakfast provided by Peppino's Catering.
Cost \$15 for members; \$25 for non-members.



Welcoming Economies Convening, October 23 to 25

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

The Convening will weave together cutting edge policies, successful programs, innovative ideas and a network of trailblazers in the emerging field of immigrant economic development.

Learn more or register at www.weglobalnetwork.org/2017-syracuse.



Global Network

The Hidden Costs of Turnover: Why Talent Retention is Critical to Profitability, November 8

8:30 to 10 a.m.

ONEGROUP, 706 N. Clinton St., Syracuse

Cost of turnover has a huge impact on a company's profitability. Losing a valuable employee can cost an organization anywhere from one to three times their annual salary! We will look at the direct and indirect costs associated with employee turnover, and explore ways in which turnover can be reduced. Presented by Leslie Rose McDonald, Pathfinders CTS, Inc.
Cost: \$10 for members; \$20 for nonmembers.



SyracuseFirst's Buy Local Bash, November 20

5 to 9 p.m.

CNY Regional Market (F Shed), 2100 Park St., Syracuse

Buy Local Bash, presented by AmeriCU, brings together community members and locally owned, independent businesses of Central New York for a one-of-a-kind social, shopping and tasting event. This event spreads awareness about the importance of buying local and kicks off Buy Local Month, an effort to support local independents during the holiday season. Cost: \$15 each or two for \$25. Contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com for additional information on sponsorships and/or vendor opportunities.



Executive Leadership Development Series Information Session, December 1

9 to 10 a.m.

Columbia College of Missouri – Hancock Field, 6796 Townline Road, Syracuse

The program is presented by Columbia College of Missouri – Hancock Field, with curriculum support from the Whitman School at Syracuse University, Le Moyne College, Empire State College, University College, Ahern & Murphy and Leadership Greater Syracuse. The series helps rising managers and executives reach the next level by enhancing critical thinking, communication and empowerment skills.



The Office 365 Immersion Experience, December 5

8:30 to 10:30 a.m.

The Tech Garden, 235 Harrison St., Syracuse

The Office 365 Immersion Experience is an interactive and engaging session that gives attendees a chance to try Office 365 hands-on with a device provided to you. Learn more about Office 365 and better understand its end-user adoption. Presented by IV4.

Cost \$20 for members; \$30 for non-members. Space is limited to 20 attendees.



GREATER OSWEGO-FULTON CHAMBER OF COMMERCE EVENTS

Social Media Marketing and Advertising Workshop, October 3

8:30 to 11 a.m.

Greater Oswego-Fulton Chamber of Commerce, 121 E. First St., Oswego

Learn about the most successful social media trends and platforms for small businesses and organizations. Chris Lorence of the Small Business Development Center has more than 30 years of public relations and marketing experience and specializes in working with small- to medium-size businesses and organizations.

Round Table Discussion with Colleen Deacon, October 5

8:30 to 10 a.m.

Greater Oswego-Fulton Chamber of Commerce, 121 E. First St., Oswego

As the Governor's representative in the Central New York region, Deacon will provide information on initiatives Gov. Andrew Cuomo is rolling out. Join us to learn more about state programs and have an opportunity to ask questions

Register today at www.oswegofultonchamber.com



SAVE THE DATE:
Holiday Social
December 7

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. Per person rates if booked by March 23, 2018 are \$3,899 (double) and \$4,399 (single). Price includes round-trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges and hotel transfers. AAA members receive an additional \$50 discount per person. For more information, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The gardens of Dunrobin Castle in Scotland.



SCOTLAND TRAVEL PRESENTATION: OCTOBER 25

Join CenterState CEO for a travel presentation about Scotland at 5:30 p.m. Wednesday, October 25 at AAA Western & Central New York, 5103 W. Genesee St., Camillus, to learn more. RSVP to 315-701-2648 or jlombardi@nyaaa.com. The presentation is free to attend.

MEMBER MILESTONES

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

50 YEARS

Clinton's Ditch Cooperative Co., Inc.

35 YEARS

Hematology-Oncology Associates Of Central New York, PC

25 YEARS

CADimensions, Inc.

Pastabilities

Doyle Security Systems, Inc.

Menter, Rudin & Trivelpiece, PC

Mohawk Global Logistics

20 YEARS

Camillus Business Forms

Ahern, Murphy & Associates

National Kidney Foundation of Central New York, Inc.

15 YEARS

Dot Foods

Dot Transportation

10 YEARS

Allen Tool Phoenix Inc.

Mission Restaurant

SMR Fibre

Francis Audio-Visual

5 YEARS

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

Cavalry Club

ANSUN Graphics

Aquarii, Inc.

Vernon Downs Casino and Hotel

New York Homeowners Construction Co., LLC

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