

FINANCIAL ASSISTANCE AVAILABLE FOR CNY BUSINESSES TO EXPLORE ASEAN MARKETS

CenterState CEO is offering a unique opportunity to Central New York businesses interested in exploring growth opportunities and increased sales in one of the fastest growing markets in the world: the Association of Southeast Asian Nations (ASEAN), consisting of Singapore, Malaysia, Thailand, Vietnam, Cambodia, Laos, Myanmar, Indonesia, the Philippines and Brunei.

The ASEAN has a market of \$2.6 trillion annually, with a strong record of economic growth, 4.8 percent, in 2016-2017. A population of 622 million people and a stable labor market, domestic demand, wage growth and strong private consumption will remain major growth drivers in the region. Public spending, particularly on infrastructure projects, provides additional fiscal stimulus.

Through its participation in the U.S. Department of Commerce's Market Development Cooperator Program (MDCP), with technical assistance from the CNY International Business Alliance (CNYIBA), and support from National Grid and New York State's Global NY program, **CenterState CEO can offer businesses interested in generating sales in this part of the world grant funding to travel to the region, pay for trade show fees and booth rentals, or produce marketing materials.** Additionally, the CNYIBA can support companies with technical support such as finding distributors or customers in the region, and resolving trade financing or regulatory issues.

Five of the ASEAN nations (Singapore, Malaysia, Thailand, Vietnam and Indonesia), present particular opportunity to Central New York businesses as they are among the top 30 trading partners of the United States, with Singapore acting as key gateway to the ASEAN. Singapore has been ranked No. 1 by the World



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Business Journal News Network

Friday, September 15

Rosamond Gifford Zoo
One Conservation Place, Syracuse

7:30 a.m. registration and continental breakfast
8 to 10 a.m. program

Featuring:

Rickey Brown
Executive Director, Upstate Minority Economic Alliance

Janie Goddard
President, JADAK

Angela Lee
Vice President, Human Resources, Welch Allyn

Ryan Novak
Owner, Chocolate Pizza Company

Sharon Owens
CEO, Syracuse Model Neighborhood Facility, Inc.

John Wildhack
Director of Athletics, Syracuse University

Plus 1 More!

GOVERNMENT RELATIONS

CenterState CEO Seeks to Inform Changes to NYS MWBE Policy



The New York State Division of Minority and Women’s Business Development (DMWBBD) recently released its 2016 Disparity Study, introducing policy recommendations to improve the existing program by increasing participation of Minority and Women-Owned Business Enterprises (MWBE) on state contracts and assisting the state in building a stronger MWBE program. The benefits to New York state are to identify best practices, increase the number of bidders on state contracts and lower the state’s procurement costs.



Division of Minority and Women’s Business Development

The study looked at construction and construction related services and commodities based on input from 17 meetings attended by more than 1,000 individuals. Recommendations include new steps to standardize and streamline the application process, increase staffing resources and training, amend the waiver process, track utilization and provide more outreach and technical training, along with remedies for certain barriers and biases emanating from the “Preferred Source Offerings,” and longer term contracts. The

complete study and FAQs can be found at: <https://esd.ny.gov/doing-business-ny/mwbe/mwbe-reports>.

CenterState CEO’s interest in this effort is twofold: 1) Help member businesses who contract with and receive grants from New York state to meet the 30 percent state MWBE participation requirement. 2) Improve the process for existing MWBEs and grow the ranks of MWBEs in the CenterState NY region.

CenterState CEO seeks to identify more MWBEs to be certified to fill currently vacant categories, and in partnership with the Upstate Minority Economic Alliance, will develop a comprehensive policy position and recommendations.

CEO will obtain reaction to the recommendations and input through a series of three roundtable discussions, one each for women-owned businesses; minority-owned business; and contractors and grant recipients. The input from these meetings will be compiled into a position paper to be shared with DMWBE and state representatives.

To participate in meetings or provide input to CenterState CEO, contact Deb Warner, vice president for public policy and government relations, at 315-470-1845 or dwarner@centerstateceo.com.

CONCEPT TO COMMERCIALIZATION BOOT CAMP FEATURES EXPERT PRESENTERS

The CNY Biotechnology Accelerator is offering medical device “Concept to Commercialization” workshops this fall. Topics of interest – including design and development, legal and startup planning, sources of financial support for new ventures, and data and resources – are directed toward medical device manufacturers and entrepreneurial businesses of all types.

The next workshop sessions will be held September 14 to 15, and October 12 to 13 at the CNY Biotechnology Accelerator’s Upstate MIND center. Registration is \$100 per workshop. For more information and registration visit www.upstatefoundation.org/CNYBIOTECH.

Sponsors for the program include the CNY Biotech Accelerator, Empire State Development, the NYS Science + Technology Law Center and High Tech Rochester.



SUNY Upstate Medical University’s Dr. Robert Corona addresses participants at a Concept to Commercialization Boot Camp workshop.

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Bank for ease of doing business since 2003. As a result, the U.S. has a favorable balance of trade with Singapore, with U.S. exports to Singapore totaling \$28.7 billion in 2015, and Singapore selling \$18.2 billion of goods and services to the United States.

Additional advantages to U.S. firms doing business in Singapore include:

- Major distribution and logistics hub
- Lack of corruption
- Favorable tax codes
- Strong intellectual property protection
- English-speaking population

Several CenterState CEO members that have traveled to the ASEAN with support from CenterState CEO and the MDCP program have seen impressive results, including finding distributors and gaining new global sales and customers.

Businesses interested in these opportunities should contact Dave Mankiewicz, 315-470-1942, at CenterState CEO or Steven King, 315-470-1925, at the CNYIBA.

Explore the ASEAN at the Singapore Airshow

The Singapore Airshow, the largest defense and aerospace exhibition in Asia, will take place February 6 to 11, 2018 at the Changi Exhibition Center in Singapore.



The Airshow provides multiple opportunities to Central New York businesses to make contact with potential new customers, including a trade program offering pre-scheduled meetings, a hosted buyers program to facilitate procurement matching, technology seminars, business forums and a leadership summit.

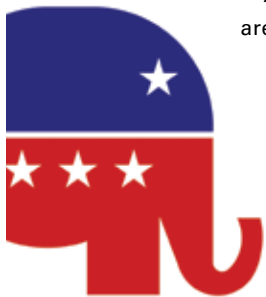
Funds are available through CenterState CEO's MDCP program to pay for travel, hotel, marketing and booth expenses. Contact Dave Mankiewicz, 315-470-1942, or Steven King, 315-470-1925, to learn more.

MAYORAL CANDIDATE FORUM IS SEPTEMBER 26 - MAKE YOUR RESERVATIONS!

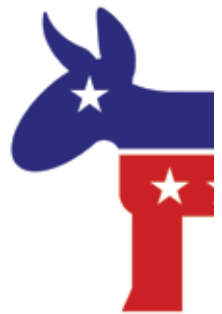
Space is limited for the CenterState CEO Syracuse Mayoral Candidate Forum at the Crowne Plaza Hotel. The event takes place 3 to 6:30 p.m., Tuesday, September 26, including a networking reception sponsored by the Columbian Financial Group.



The city of Syracuse is the veritable heart of the region. The next mayor faces historic challenges and opportunities that will directly impact not only city residents and businesses, but also the entire region, particularly in the areas of infrastructure (I-81 and more), economic development, economic inclusion, poverty, education and government modernization.



Don't miss this unique format featuring all candidates on the ballot for mayor of the city of Syracuse. Each candidate will have at least 30 minutes alone with attendees to share in-depth and candid responses on key topics preselected by CenterState CEO members. There will be time for additional questions and networking at the conclusion of the event.



This members-only event is \$30 per person. Register at www.centerstateceo.com/news-events/mayoral-candidate-forum before Wednesday, September 20.

SAVE THE DATE:

MEET THE CANDIDATES RECEPTION, OCTOBER 18

Syracuse Tomorrow's Annual Meet the Candidates Reception is Wednesday, October 18. It returns from 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



WALMART BEGINS TESTING PACKAGE DELIVERY AT NEW YORK UAS TEST SITE

The Oneida County Legislature recently approved two resolutions that will allow the retail giant Walmart to rent and conduct unmanned aircraft system (UAS) research and perform tests for drone package delivery at Griffiss International Airport in Rome, NY. Walmart will pay more than \$1.6 million to rent a 28,000-square-foot hanger at Griffiss.

Drone test flights are scheduled to start immediately and will consist of flying an unmanned aerial vehicle (UAV) from one location on the Griffiss airfield to another, 12 days a month and six hours per day. The technology installed at Griffiss allows for the UAV to be tracked at all times and to collect data in real-



A drone practicing package delivery.

time to be analyzed to improve UAV performance and safety. Successful testing conducted by Walmart will build a safety case to present to the Federal Aviation Administration (FAA) to prove drone deliveries are a real possibility and help position Griffiss as the premier testing facility for the booming drone delivery industry.

CenterState CEO and the NUAIR Alliance work to advance UAS-related economic development opportunities for the region, actively pursuing business attraction leads to bring firms and jobs to the region. The New York UAS Test Site is managed by NUAIR, a New York-based non-profit coalition of more than 150 private and public entities and academic institutions working together to operate and oversee UAS test ranges in New York, Massachusetts and Michigan. Whether it's measuring a drone's suitability for a safe flight (airworthiness), testing platforms and payloads, or helping research and development of UAS by working with NASA and the FAA, NUAIR and its partners have the resources to meet any customer requests. Needs range from small to large operations with different drone applications. Some needing access to airspace and facilities, like Walmart, or others needing trained pilots to test its product. For more information on unmanned testing capabilities, visit www.nuairalliance.org.

New One-of-a-Kind Drone Tracking System Launched in Central New York

Gov. Andrew Cuomo announced that Gryphon Sensors, a SRC Inc. company, has developed a state-of-the-art mobile Unmanned Traffic Management system called Mobile Skylight.

Mobile Skylight sets a new standard in drone security and UAS traffic management. Featuring an array of self-contained multispectral sensors, the system provides accurate, three-dimensional detection of low-flying, small UAS out to 10 kilometers. Contained in a sleek van, Mobile Skylight is a complete mobile command center featuring 4x4 off-road capability and can be taken anywhere without a commercial driver's license. It's designed for rapid deployment of a wide range of applications including stadium, special event security, first responder and search and rescue operations, infrastructure and utility inspection.

The Mobile Skylight is part of the CNY Rising initiative, Project USAFE.



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WORK TRAIN LAUNCHES MANUFACTURING CAREER READINESS PROGRAM

“ProTrain” (short for “Production Training”), a six-week manufacturing career-training program, recently graduated its first cohort of 10 students with a 90 percent placement rate. The program, delivered through the SUNY Educational Opportunity Center in downtown Syracuse, prepares graduates for entry-level employment and provides additional foundational skills needed to advance up the career ladder in industries across the manufacturing sector.

ProTrain is the most recent job training program developed by Work Train, a community workforce initiative, led by CenterState CEO. Working together with manufacturing employers and community partners, ProTrain was designed to help meet the employment needs of local manufacturers and provide person-centered training to members of the local community with an aptitude for a career in manufacturing. A new “Workforce Car Buyer program” is one of the many unique features of the program. Piloted with Syracuse Cooperative Federal Credit Union, the program enabled three newly hired graduates to purchase vehicles needed to get to work.

ProTrain employer partners play a critical role in the success of the program. They assist in program development, provide tours of their facilities, contribute to the continuous improvement of the program, as well as provide potential placement opportunities for ProTrain graduates.

Community partners are also integral in recruitment, in both the delivery of supports and employment preparation services. After job placement, employed graduates continue to receive access to additional programming such as the Workforce Car Buyer program and ongoing career coaching through On Point for Jobs.

The ProTrain program is also made possible through the support of NYS Assemblyman Al Stirpe. To learn more about the program, contact Kira Crawford at 315-470-1834 or kcrawford@centerstateceo.com.



ProTrain students and their instructors celebrate the program's inaugural graduation.

ProTrain Employer Partners

Anaren
Anoplate
ICM Controls
JADAK
JMA Wireless
Knowles
Marquardt Switches
Steri-Pharma

ProTrain Community Partners

JobsPlus!
MACNY
Onondaga County Re-Entry Task Force
Refugee Assistance Program
Urban Jobs Task Force
Volunteer Lawyers Project

Watch the Launch of ProTrain
at <https://youtu.be/fZlbtvToMwc>



BSNY INTRODUCES NEW IDENTITY AND PRIVACY PROTECTION BENEFIT

CenterState CEO is proud to announce the launch of a new identity protection benefit from Benefit Solutions of NY (BSNY) and InfoArmor. The partnership offers identity, financial and privacy protection against the \$16 billion crime identity theft inflicted on more than 15.4 Americans last year.

InfoArmor’s industry-leading technology detects fraud at the source (when thieves first use your information to apply for accounts) to catch misuse sooner and minimize damages. Enrollment in PrivacyArmor® will protect individuals and families from the devastation of identity theft. In addition to identity and tri-bureau credit monitoring, it also includes other tools to help protect one’s identity, such as social media reputation monitoring. SocialArmor® protects against cyberbullying and reputational damage across Facebook, LinkedIn, Twitter and Instagram profiles. Other tools are available to view identity alerts, reduce unwanted solicitations and verify account information.

In the increasingly digital world, the risk of identity theft is real. It is more important than ever to proactively monitor for misuse of identity information. Without the proper protection the results of I.D. theft can devastate victims both financially and emotionally. Identity criminals can empty accounts, ruin credit, put people in debt, create legal trouble and much more. Prevention and early detection are the best ways to ensure protection.

Enjoy the peace of mind that comes with being safeguarded from identity crime. Contact BSNY at 315-470-1930 or visit www.businesssolutionsny.com for more information.



Does your small business have the next big idea for a health & wellness community project?

Enter your idea to win \$10,000 to fund your company's community project.



COMMUNITY CARE AWARD

1. Submit your idea in 300 words or less (ideas must involve a nonprofit organization)
2. Top 5 will be invited to a live pitch event to present their idea to a panel of business and health care experts
3. Winner will receive \$10,000 to fund the community project

ENTER BEFORE SEPTEMBER 29TH AT

www.centerstateceo.com/UnitedHealthcareAward

BENEFITS

- \$10,000 for your business and nonprofit partner to support health & wellness of your community
- Media and community exposure for your business
- Named Syracuse's "2017 UnitedHealthcare Community Care Award" winner!

TIMELINE

- September 29 — Deadline for applications
- Mid-October — Top 5 finalists announced
- November — Finalist presentations and Syracuse's 2017 UnitedHealthcare Community Care Award winner will be revealed!

ELIGIBILITY

- Businesses in Oswego, Onondaga, Cortland, Madison, and Oneida counties with 2-250 employees

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Did you add one or more employees in the past year?

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Expand operations or make capital expenditures and improvements due to growth?

Receive state or national recognition for your company's accomplishments? Then ...

NOMINATE YOUR COMPANY AS AN ECONOMIC CHAMPION!

www.centerstateceo.com/Economic-Champions

Submissions must be received by Wednesday, September 20, 2017

For more information, contact: Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com

CenterState CEO's 2017 ECONOMIC CHAMPIONS LUNCHEON

Wednesday, October 11, 2017

11:30 Registration | 12:00 to 1:30 Luncheon & Program

Nicholas J. Pirro Convention Center at Oncenter
800 S. State St., Syracuse

Register by October 4, 2017: www.centerstateceo.com/events

Or contact, Lisa Metot at 315-470-1870 or Imetot@centerstateceo.com



Last year's event celebrated 295 champions!

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COULD YOUR BUSINESS USE \$1 MILLION DOLLARS?

New York state is leading the way in the unmanned aerial systems (UAS) sector with industry-defining investments and a commitment to help grow companies in this sector. The GENIUS NY competition, through funding from New York state, awards \$1 million to the company selected as the winner of this two phase, in-residence accelerator program.

Phase One: Six teams receive a monthly stipend (\$10,000 each) and a housing subsidy to participate in the three-month accelerator. The first phase concludes with a business pitch and prizes of \$2.75 million: **First - up to \$1,000,000; Second - up to \$600,000; Third - up to \$400,000; Fourth through sixth - \$250,000 each.**

Phase Two: All six teams automatically enter the second phase of the accelerator for another nine months, culminating with an Investor Demo Day in front of investors and judges.

Applications are accepted until October 1. Learn more and apply at www.geniusny.com.



GENIUS NY

Speaker Heastie Visits Growing Technology Companies in Syracuse

NYS Assembly Speaker Carl Heastie kicked off his 2017 statewide tour with Assemblyman Al Stirpe by visiting local entrepreneurs and GENIUS NY teams at The Tech Garden. The visit provided a look at growing industries developing in the Central New York area, including new UAS focused companies.

Ascent AeroSystems showcased its Sprite drones currently being manufactured in Central New York. Their uniquely cylindrical shaped drones are designed to be portable, rugged and powerful tools.

Sasi Prabhakaran, CEO and founder at Akrobotix, shared a demo of his team's custom-built drone, equipped with real-time Simultaneous Localization and Mapping. The unmanned vehicle is capable of mapping its environment while simultaneously approximating its own position on the map. Based on this data, the drone can navigate through any space without GPS—indoors or outdoors.

The visit concluded with GENIUS NY grand prize winner AutoModality performing a real time building inspection demonstration outside Gryphon Sensors. Aviation Director Jimmy Halliday prepared the launch of their customized DJI M100 drone.

AutoModality utilizes Photogrammetry 3D modeling and sensor packages to teach drones to fly automatically in GPS denied

locations such as bridges and warehouses. The team's technology is focused on inspecting underneath bridges, improving safety, speed and accuracy.

GENIUS NY, a business accelerator program located in The Tech Garden, is administered by CenterState CEO and is funded through a \$5 million grant from New York State's Empire State Development.

Newest Virtual Member Builds Smartphone Microscopes

The Tech Garden welcomes Kenji Yoshino, the inventor of The Smartphone Microscope. In 2013, Yoshino released a DIY smartphone microscope tutorial on YouTube that went viral with more than 2.5 million viewers.

The Smartphone Microscope extends fundamental scientific observation beyond the laboratory to the palm of your hand, offering anyone with a smart device the ability to peek into the microscopic world with an affordable, easy-to-use microscope.

The Smartphone Microscope is dedicated to democratizing science by creating products that inspire learning through exploration and are being used in classrooms around the world.

Watch the video at https://youtu.be/KpMTkr_aiYU.



Pictured with Speaker Heastie (far right) are from left: Sasi Viswanatnatnan, CEO, Akrobotix; Krishna Chandra Joshi, intern, Akrobotix; Robert Simpson, president, CenterState CEO; and Assemblyman Al Stirpe.

SkyOp Offers Course in How to Fly Drones

SkyOp—a 2017 GENIUS NY winner—recently held an 18-hour drone pilot training for the growing unmanned aircraft systems (UAS) industry. Attendees learned how to fly visually and systematically; about Federal Aviation Administration rules and regulations needed to get certified for commercial use; and about the technology’s vast potential.

Brian Pitre, co-founder of SkyOp, knows hundreds of uses for both fixed-wing UAS that look like small airplanes and quad-copter designs. Farmers can gauge crop watering and fertilizing and decide when to harvest more efficiently than walking the fields. Drones can also be used in real estate and construction to survey a building site before excavating it within one centimeter of ground levels. To learn more, visit www.skyop.com.



Kara Alheim, CenterState CEO, learns how to fly a drone at The Tech Garden.

TECH MEETS TASTE SHOWCASES LOCAL PRODUCTS AND SERVICES

CenterState CEO and Up Start—CEO’s collaborative business development program—recently hosted Tech Meets Taste. More than 150 people attended the festivities on The Tech Garden patio, which featured young, tech companies and independent local business owners, including businesses from the Upstate Minority Economic Alliance.

The more than 30 vendors offered samples of global delicacies and local services ranging from energy solutions and digital marketing services, to fresh roasted gourmet coffee and farm winery tastings. Entertainment was provided by K-Mase Productions.

Congratulations to Ben Robbins of S.S.P. Manufacturing (Selflock Screw Products), winner of the 50/50 raffle.



Shankevia Dean, owner of Kevi's Treats shares one of her samples.



Attendees enjoy sampling local products, networking and entertainment, including the Crowne Plaza Syracuse’s spread.



The Empire Brewing Company and Beak & Skiff Apple Orchard’s 1911 Established co-promote their beverages.

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Full Harvest at the Downtown Farmers Market

As the temperatures dip and the leaves begin to change, the Downtown Farmers Market will be in full harvest season. Fresh produce, locally grown fruits and vegetables, plants and flowers, baked goods, eggs and more are available for purchase! The Downtown Farmers Market continues every Tuesday, rain or shine, through October 10. As many as 50 of the region's best farmers converge upon Clinton Square 7 a.m. to 3 p.m. every Tuesday during market season.



Things to Do at the Downtown Farmers Market

1. The Food Bank of Central New York presents live cooking demonstrations 10 a.m. to 1 p.m., showing visitors how to prepare their fresh market purchases. Attendees receive \$4 in Market Bucks, redeemable at participating produce dealers and vendors, as well as a useful kitchen tool. The Food Bank of CNY's cooking demonstrations conclude later this month.
2. Visitors are encouraged to collect recipe cards from the Onondaga County Public Library, featuring fresh fruit, vegetables and other ingredients that can be purchased at the market.
3. Every week, one of the participating farmers or produce dealers donates an item (or several items) for the Downtown Committee's free drawing. Market visitors may enter the weekly drawing at the Downtown Farmers Market Information Booth to receive awesome prizes.



A visitor makes a purchase at the Downtown Farmers Market.

To receive weekly updates about what's happening at the Downtown Farmers Market, send an email to mail@downtownsyracuse.com.

Syracuse Style: Thursday, September 14

On Thursday, September 14, Walton Street will be transformed into an 80-foot runway for the seventh annual presentation of Syracuse Style – a showcase of the hippest fall trends in men, women and children styles and accessories. The Downtown Committee partners with Syracuse Fashion Week to organize the event, which features fashions from many downtown retailers. Meanwhile, downtown salons provide hair styling for the models as well. Last year's event drew 1,500 attendees! The show begins at 7:30 p.m. and is free to attend. VIP seats are available for purchase at www.DowntownSyracuse.com/SyracuseStyle.



Good Morning Downtown Syracuse Progress Breakfast Spotlights Downtown as a Destination

In October, attendees will learn about three exciting elements that are driving people to downtown Syracuse. More details and ticket information are at www.DowntownSyracuse.com/ProgressBreakfast.



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World Canals Conference

2017 marks the 200th anniversary of the year construction began on New York's storied Erie Canal. During the 19th century, the canal ran through downtown Syracuse. Individuals dedicated to preserving the waterway's legacy created a canal museum in the heart of Syracuse and saved a unique building destined for the wrecking ball.

Syracuse, which is home to the only remaining weighlock building in America, will host the 2017 World Canals Conference (WCC) September 24 to 28.

The Weighlock Building on Erie Boulevard, the site of the 19th century canal, was built in 1850 by New York state to collect tolls from boat operators. In 1956, the Canal Society of New York state sponsored legislation to give the building to the department of education. In a surprise move, the governor vetoed the legislation, saying a highway might claim the structure.

Concerned citizens mounted a lobbying effort to save both buildings. Their efforts persuaded the Board of Supervisors to accept the Weighlock Building on behalf of Onondaga County. The agreement required that the property be used for a "public canal museum." After significant renovations, the museum opened its doors on October 25, 1962. It was the first museum in the state dedicated to the Erie Canal.

From day one, the Erie Canal Museum celebrated and preserved the only remaining weighlock building in America. This historic structure stands as a monument to the man-made waterway's transformative role in U.S. history, and is the museum's most important artifact. Visit the museum and Weighlock Building, located at 318 Erie Blvd. E. It's open seven days a week, and admission is free with a suggested \$5 donation. For more information visit: www.eriecanalmuseum.org; email: contactus@eriecanalmuseum.org; or phone: 315-471-0593.



World Canals Conference Public Kick Off Event

September 24

1 to 6 p.m.

Syracuse Inner Harbor, Creekwalk
and Downtown Museums

Open to the public and conference attendees. Come one and all to enjoy a day of fun, learning, entertainment, and merriment on the water. For information on WCC events that are open to the public as well as other Erie Canal related events in Central New York, visit: www.VisitSyracuse.com/events and enter the word Canal.

CENTERSTATE CEO ECONOMIC CHAMPION

Anaren, Inc.

As a successful Upstate New York manufacturer and employer of about 1,100 people, Anaren, Inc., continues to advance its engineering expertise and manufacturing processes that improve performance and cost for its customers. During the past year, Anaren has increased its employee base by 10 percent, in response to recent contract awards. These include support of the Long Range Discrimination Radar (LRDR) system and RF beamforming assemblies supporting the U.S. Navy’s new AN/SPY-6(V) Air and Missile Defense Radar (AMDR). Anaren is considered a strategic partner by leading defense electronics OEMs and most recently received the Premier Supplier Excellence Award for Technical Innovation from Raytheon.

Formed in 1967, Anaren’s corporate offices and upstate manufacturing facilities are located in East Syracuse with additional manufacturing facilities located in Salem, NH; Littleton, CO; and Suzhou, China. With varied manufacturing specialties among facilities, collaboration is encouraged and enhanced through vertical integration.

Anaren has aggressively given back to the Syracuse area through a variety of donations and community outreach by employees. Most recently, Anaren employees participated in Community Services Day, where for 20 years, a majority of Anaren employees have given their time and energy to more than 20 local nonprofit organizations in a variety of ways. Service includes cleaning, raking and building to creating, writing and packaging for these organizations.

Anaren celebrates its 50th anniversary in 2017 as a leading global designer and manufacturer of high-frequency RF microwave components and looks forward to the next 50 years as a leading local manufacturer, employer and community supporter.

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



Anaren’s management team: from left are Larry A. Sala, president and chief executive officer; Diane E. Moore, vice president of human resources; Mark P. Burdick, president, wireless group; David E. Kopf, president, space and defense group; Conrad R. Gagnon (sitting) senior vice president, chief financial officer; and Jeffrey F. Liebl, president, Internet of Things.

MEMBER MILESTONES

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

40 YEARS

Dannible & McKee, LLP

35 YEARS

K S & R

25 YEARS

H.C. Bainbridge, Inc.

Oliva Companies

Plank Road Printing

20 YEARS

American Heart Association

15 YEARS

Morgan Stanley

10 YEARS

Al’s Wine & Whiskey

Innovative Interfaces, Inc.

Lemon Grass & Bistro Eléphant

5 YEARS

CIRCARE

Syracuse Technologies

Powers Wealth Management/UBS Financial Services, Inc.

Darco Manufacturing, Inc.

CENTERSTATE CEO ANNUAL CLAMBAKE RAISES MONEY FOR CHARITY

More than 650 CenterState CEO members enjoyed great food, music and fun at CEO's annual clambake at Hinerwadel's Grove in North Syracuse. This summer tradition is a great opportunity for members to enjoy a fun night with their colleagues and CenterState CEO leadership and staff.

An evening highlight was the dunk tank sponsored by CH Insurance to benefit six local charities. Joe Convertino, Jr., president, CH Insurance, got dunked 24 times in 25 minutes! He raised \$243, which CH Insurance matched. Jeff Knauss of the Digital Hyve raised enough money for 840 meals through the CNY Food Bank.

Special thanks to participants:

- Andrew Fish, CenterState CEO
- Jason Smorol, Syracuse Chiefs
- Jeff Knauss, The Digital Hyve
- Joe Convertino Jr., CH Insurance
- Lauren Kochian, The MOST
- Katie Reed, Empire Brewing Company and 1911

Charity:

- Helping Hounds of CNY
- Loretto Foundation
- Food Bank of Central New York
- In My Father's Kitchen
- The MOST
- David's Refuge

Congratulations to Danielle Wysowski from Retail Flooring Solutions, winner of the grand prize: two, round-trip tickets on Delta Air Lines, and Art Diamond of Property Restoration, winner of the 50/50 Raffle.



Endless clams at Hinerwadel's Grove in North Syracuse are always a hit.



Jason Smorol, Syracuse Chiefs, heckles the crowd at the dunk tank, sponsored by CH Insurance.

Thank You Sponsors

- Presenting: Tompkins Trust Company
- Corporate: National Grid; CBD Companies
- Business: ACC Technical Services
- Money Machine: AXA Advisors
- Dunk Tank: CH Insurance; Taylor Rental Center
- Supporting: Maplewood Suites Extended Stay; New York Home Construction LLC; Nickels Energy Solutions; Momentum Telecom; Dave & Busters; Leadership Greater Syracuse; Live Nation
- Media: Advance Media Group; Business Journal News Network; News Radio 570 WSYR Now on 106.9 FM



Attendees enjoy networking at the CEO's Annual Clambake, sponsored by Tompkins Trust Company.



Wally Dengas (center), National Grid, comes away with a fistful of cash from the money booth, sponsored by AXA Advisors.



Ben Conger (center), M&T Bank, connects with fellow CEO members.

MEMBER ESSENTIALS

Berkshire Bank awards \$20,000 in capacity building grants. **Berkshire Bank** employees donate more than 6,000 hours of community service. **Berkshire Bank** awards \$5,000 grant to **Mohawk Valley Community College** Foundation for Young Entrepreneurs Academy.

National Science Foundation awards **Mohawk Valley Community College** \$3 million grant for College Math Corps. **Mohawk Valley Community College** offers accelerated Business Management and Criminal Justice degree programs.

G&C Food Distributors completes first phase of \$18 million expansion project.

Everson Museum of Art to receive \$150,000 Central New York Community Foundation grant to prevent water damage.



Lyft begins operations at **Hancock International Airport**.

Wegmans named one of top places to work for millennials. **Wegmans** starts serving beer, wine; opens Burger Bar. **Wegmans** to start home delivery in Syracuse area.

Chobani launches new product called Smooth, a blended, low-fat, American style yogurt.



Maguire Family of Dealerships proposes five-story "iconic" car tower near Syracuse highway.

Oneida Nation to open liquor "superstore" next to Yellow Brick Casino.

Rebecca Newman replaces **Housing Visions'** CEO Kenyon Craig after 27 years; fixes up homes in 15 cities.



Christopher Community Centers at St. Camillus begin construction on \$12.6 million Harborbrook Apartments in Geddes.

Crouse Health completes first phase of \$38 million emergency department project. **Crouse Health** gets \$16.3 million grant to expand drug treatment program. **Crouse Health** begins using Watchman cardiovascular device to treat Afib patients.

NSF awards **Syracuse University** \$4 million to recruit "underrepresented" STEM students. **Syracuse University** awarded NSF grant to study workers in Gig Economy. **Small Business Administration** awards **Syracuse University's** IVMF \$1.5 million for veteran-entrepreneur training.

Gov. Andrew Cuomo joins government officials for the opening of **Tessy Plastics'** new facility in Van Buren.



Terakeet named one of top companies to work for in New York.

AmeriCU partners with Stewart's Shops to offer more fee-free ATM access to members.

Budweiser Clydesdales at **Anheuser-Busch's** Baldwinsville brewery.



Heuber-Breuer Construction serves as general contractor for ongoing 505 on Walnut luxury student apartment complex.

Alicia Barton named **NYSERDA's** new leader.



Oswego Health opens new physical therapy office in Oswego.

Byrne Dairy joins New York State Grown & Certified program.



Harris Beach names Christopher Jagel as new CEO.

FAA awards Syracuse, Oswego and Cortland **airports** federal grants for improvements.

KeyBank Foundation makes historic \$24 million, four-year commitment to JumpStart. **KeyBank** is acquiring Cain Brothers investment bank.

Lockheed Martin Owego wins \$158 million contract to upgrade planes.

St. Joseph's Health adds operating room and opens electrophysiology lab.

Annese Associates acquired by IT services firm ConvergeOne.

Upstate Medical University makes Most Wired hospitals list for 2017. Seven startups selected for Medical Device Innovation Challenge, sponsored by Upstate MIND and Central New York Biotech Accelerator at **Upstate Medical University**.

Mohawk Valley Community College adds online degree program in Health Information Technology.

Gryphon Sensors develops a one-of-a-kind drone tracking system.

Cayuga Community College offers new online Event & Tourism Management Degree program.

SUNY Cortland rated national "Best Value" college. **SUNY Cortland** implements energy saving measures at Old Main. **SUNY Cortland** partners with Naval Research Center.

Digital Hyve selected for Google Partners Elevator Program.

Anaren, Inc. receives Premier Supplier Excellence Award from Raytheon.

Army adds \$11 million to contract with **SRC** of Cicero to battle low-flying drones.

Wegmans, ADP, SRC and **Ernst & Young** all rated in the 25 best workplaces in New York.

EAR Q, a Syracuse-based company, joins the Chicago Bears to help students in need.

IV4 recognized as top 200 Microsoft Solution Provider of 2017.

Novelty gift shop Boxlunch brings its pop culture apparel and merchandise to **Destiny USA**; **Windsor** also opens. **Pole Position Raceway at Destiny USA** to rebrand itself as RPM Raceway.

A new 39,000-square-foot facility for corporate, charter and private aircraft is under construction at **Syracuse Hancock International Airport**. Project by Freeman Holdings and **Hueber-Breuer Construction Co.**



Hancock Estabrook launches student loan repayment program.

Harrison Bakery featured in O, The Oprah Magazine.



Brownell Center rebranded as **Liberty Resources Integrated Health Care**.

CENTERSTATE CEO MEMBER DISCOUNTS

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

Breakout Games

6501C Basile Row
East Syracuse, NY 13057
315-948-8454

www.breakoutgames.com/syracuse

This isn't your average outing or everyday experience—Breakout is for those who would rather solve mysteries than watch someone else have all the fun. Participants have 60 minutes to escape. Part problem-solving, part adrenaline, end-to-end fun.

Discount: CenterState CEO members receive 30 percent off using promotional code CENTER30 when they book. Offer expires December 31, 2017.

Strong Industries

9090 Destiny USA Drive
Syracuse, NY 13204
315-422-1842

www.strongspas.com

Since 1992 Strong Spas has been a leading manufacturer of quality hot tubs. Strong Spas provide hydrotherapy and relaxation, ensuring better quality sleep, less stress and overall better health and wellness. Its retail locations showcase hot tubs with patented hard covers and maintenance-free cabinets at low factory pricing.

Discount: CenterState CEO members receive 10 percent off a purchase. Offer expires October 15, 2017.

Orangetheory Fitness

3150 Erie Blvd. E.
Syracuse, NY 13214
315-256-3960

www.orangetheoryfitness.com

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.

Discount: CenterState CEO members receive \$20 off a heart rate monitor, mention code: CenterState. Offer expires October 1, 2017.

Increase Your Company's Visibility...Offer a Member Discount! Contact Sharon Abert at sabert@centerstateceo.com or 315-470-1810 today!

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.



Computer Outlet North, Inc. celebrates its new expanded location at 21 Water St. in Baldwinsville.



CenterState CEO Ambassadors recognize new business, **TemperaturePro of Syracuse**, located at 300 Gateway Drive North in North Syracuse.

Anniversaries

The Guest House, 722 W. Manlius St., East Syracuse, 1st

Hillside Work Scholarship Connection, 704 Salt Springs Road, Syracuse, 10th

Research & Marketing Strategies, Inc. (RMS), 15 E. Genesee St. in Baldwinsville, 15th

Liverpool Art Center, 101 Lake Drive, Liverpool, 15th

CNY Fertility Center, 195 Intrepid Lane, Syracuse, 20th

The Hearth, 138 Old Liverpool Road, Liverpool, 25th

SRC, Inc., 7502 Round Pond Road, North Syracuse, 60th

Grand Openings

Drive Research, 1 Steeplechase Lane, Baldwinsville

Hampton Inn & Suites – Syracuse North/Airport Area, 1305

Buckley Road, North Syracuse

Caps and Wraps Beauty Supply, 3410 Burnet Ave., Syracuse

Relocations / Expansions

Candlewood Suites, 6550 Baptist Way, East Syracuse

ACR Health, 990 James St., Syracuse

Barado's On The Water, 57 Bradberry Road, Central Square

Vera House, 723 James St., Syracuse

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

Open Hand Theater, Shoppingtown Mall, Erie Boulevard, Dewitt

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.

3C Human Resources Consulting, LLC

Engage 3C HRC to develop customized human resource solutions that lead to both employee and company success. We provide an HR presence for companies that do not have a need for a full-time human resources department or we can partner with your current human resources department to work on those projects that you never seem to have time to complete.

Robert Rogers
PO Box 19010
Syracuse, NY 13209
www.3c-hrc.com

315-243-9136

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AIS is a cyber security firm founded and headquartered in Rome, New York, and maintains operating locations throughout the United States. AIS provides government and commercial customers with industry leading cyber security capabilities and services such as research, development, consulting, testing, forensics, remediation and training. For more information, visit www.ainfosec.com.

Vijay Srinivas
153 Brooks Road
Rome, NY 13441
www.ainfosec.com

315-336-3306

Tom Anelli & Associates, PC



Tom Anelli & Associates is a DWI defense firm handling the defense of those charged with DWI across the state of New York. Tom Anelli's passion for defending individuals charged with DWI is fueled by his love for helping others and his belief that those charged with DWI are often good people who have made a mistake or are suffering from an alcohol addiction. If the charge is the result of a mistake then Mr. Anelli and his associates try and keep their client's life from becoming derailed as a result of the charge. In the event the charge is the result of a problem with alcohol, then Mr. Anelli and his associates use the charge as a means to get their clients into an alcohol evaluation and eventually the right level of treatment for their problem. In the instance someone has been wrongfully accused of the charge, Mr. Anelli's 13 years of focusing solely on handling DWI cases, and his extensive training throughout the nation helps his clients to attain the best possible result under the circumstances of their charges.

Tom Anelli
121 E. Water St.
Syracuse, NY 13202
www.tomanellidwi.com

315-345-9641

Chimera Integrations, LLC



Chimera Integrations is a solutions provider that seeks out and implements cutting-edge technology to help secure your facility as well as boost productivity. With its network of partners, Chimera Integrations can be a one-stop shop for security, life safety, communications, visitor management, mass notification, elevator control and much more. Chimera has strong experience in the most challenging of environments including hospital campuses, manufacturing plants, mixed-use buildings, distribution warehouses, and city-wide infrastructure planning and installations. Give Chimera a call for any of your technology needs.

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North Syracuse, NY 13212
www.chimeraintegrations.com

315-849-2080

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1232 Tulip St.
Liverpool, NY 13090
www.cleantec.us

315-463-5353

ICELAND'S MAGICAL NORTHERN LIGHTS

Discover Iceland's Magical Northern Lights with CenterState CEO, February 20 to 26, 2018. Highlights include Reykjavik, Northern Lights Cruise, Golden Circle, Thingvellir National Park, Geysir, Gullfoss, Seljalandsfoss, Vik, Eyjafjallajokull Volcano Visitor Center, Skogar Museum, Skogafoss, Jokulsarlon Glacial Lagoon, Skaftafell National Park, Vatnajokull Glacier and Blue Lagoon. Per person rates: \$3,429 (double) and \$3,929 (single). Price includes round-trip airfare from Syracuse Hancock International Airport, air taxes, airport-hotel transfers, tour manager and 10 meals. For more information, call 315-701-2648.



Jokulsarlon Lagoon Glaciers, Iceland

First Class Events & Conferences

First Class Events & Conferences is a dba of Rolling Enterprises, Inc. (est. 2008). First Class is a full-scale firm that plans and executes special events, meetings and conferences. First Class specializes in hotel and vendor sourcing, procurement and contracting, stakeholder recruitment, hospitality and on-site logistics management.

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Eric Voelker
PO Box 511
Lake George, NY 12845
www.sixflags.com/greatescape

518-824-6000

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Lighttower Fiber Networks is the premier provider of all-fiber, high-performance networking solutions, delivered over our own network, enabling award-winning customer support and service reliability. The Lighttower Network extends over 33,000 route miles throughout the Northeast, Mid-Atlantic and Midwest.

Tom Castronova
300 Meridian Centre
Rochester, NY 14618
www.lighttower.com

585-697-5183

Orso's Nu-Look Collision Center

Nu-Look Collision with 14 locations in Rochester, has now opened its first Syracuse location. Formerly Orso's Autobody Shop, they are now known as "Orso's Nu-Look Collision Center." Rental cars and shuttle service are available on site and they work directly with most insurance companies. Nu-Look's mission is to provide quality repairs and honest, trustworthy service.

Maureen Richardson
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Space is Limited.

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Participant:



Marketing
Participants:

University College
Syracuse University

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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

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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www.visualtec.com

Register online at www.centerstateceo.com/events

Business After Hours at the Jefferson Clinton Hotel, September 13 5 to 7 p.m.

416 South Clinton St., Syracuse

Join CenterState CEO to celebrate the 90th anniversary of the Jefferson Clinton Hotel. Event includes appetizers, drinks and live entertainment.
Cost: \$10 for members; \$20 for non-members. Contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com



7 Habits of 7 Highly Successful People, September 15

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

Rosamond Gifford Zoo, One Conservation Place, Syracuse

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

Cost: \$25 for members; \$35 for non-members. Contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.



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Disney's Approach to Leadership Excellence, September 20

9 a.m. to 5 p.m.

Holiday Inn Syracuse/Airport, 441 Electronics Pkwy., Liverpool

Disney Institute allows area professionals to identify the personal and organizational values that drive them as a leader to carry out their organization's vision and their role in operationalizing culture-building and team support.

Cost \$329 for members; \$349 for non-members. Contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.



Mayoral Candidate Forum, September 26

3 to 6 p.m.

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

Hear firsthand each mayoral candidate's strategy for issues that are top concerns for the future of the city of Syracuse and its role in the regional economy. See page 3 for details.

Cost: \$30 for CenterState CEO members, includes a networking reception. Contact Deb Warner at 315-470-1945 or dwarner@centerstateceo.com.



Export Financing and Foreign Exchange, September 27

8:30 to 11:30 a.m.

Syracuse Center of Excellence, 727 E. Washington St., Syracuse

Learn how to increase export sales and expand international business by managing financial risk; obtaining working capital loans; offering competitive terms; minimizing risks in emerging markets and protecting against buyer default. Also learn of NYS grants programs to support export business development.

Cost: \$25 for CNYIBA members; \$35 for non-members and includes continental breakfast. Register at www.cnyiba.net/events-calendar.



Understanding the Risks of Cybersecurity for Your Business, Featuring Congressman John Katko, September 29

8:30 to 10 a.m.

Embassy Suites Syracuse, 6646 Old Collamer Road South, East Syracuse

Join CenterState CEO and U.S. Congressman John Katko for a discussion on the impact of cybersecurity and the complex debate over federal policy.

Engage with a panel of local business experts about information security, risk management and how to mitigate cyber-threats to your business.

Cost: \$15 for members. Contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.



AXA
redefining standards®

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; \$25 for non-members. Contact: Karen DeJoseph, 315-470-1997 or kdejoseph@centerstateceo.com.



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 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: \$25 for members; \$35 for non-members. Contact: Karen DeJoseph, 315-470-1997 or kdejoseph@centerstateceo.com.



Meet the Candidates Reception, October 18

5 to 7 p.m.

Upstairs at the Dinosaur Bar-B-Que, 246 W. Willow St., Syracuse

This annual fundraiser for CenterState CEO's political action committee is an informal way to meet 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.

Cost: \$25 for members; \$40 for non-members. Organizations that are a 501(c)3 may attend as guest of CenterState CEO. Parking is free in the lot across from the restaurant starting at 5 p.m.



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

While not a line item in the annual budget, 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 some ways in which turnover can be reduced. Presented by Leslie Rose McDonald, Pathfinders CTS, Inc.

Cost: \$10 for members; \$20 for nonmembers. Contact: Karen DeJoseph, 315-470-1997 or kdejoseph@centerstateceo.com.



SAVE THE DATES:

Speed Networking with the Greater Oswego Fulton Chamber of Commerce

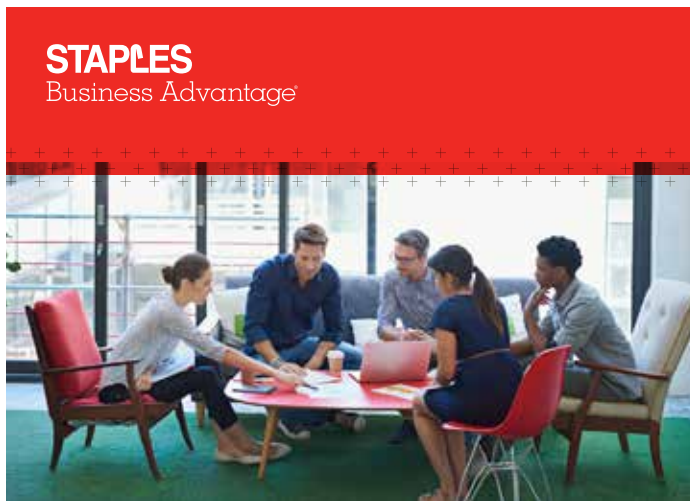
September 28, 8:30 to 10 a.m.
Greater Oswego-Fulton Chamber of Commerce
121 E. First St., Oswego

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

Buy Local Bash

November 20, 5 to 9 p.m.
F Shed, CNY Regional Market
2100 Park St., Syracuse
Presented by AmeriCU



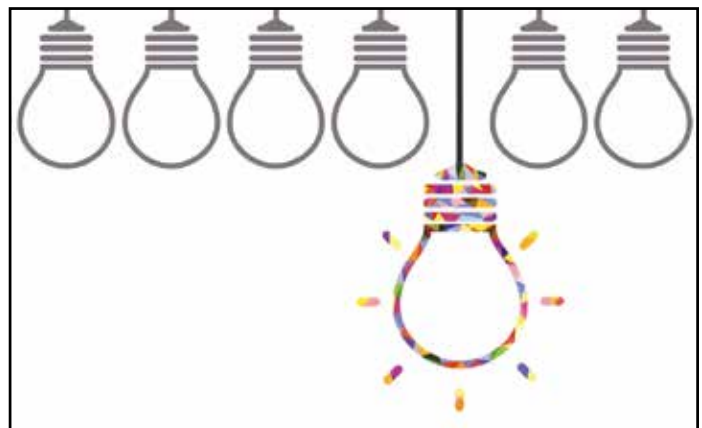
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Give your business every advantage.

As a CenterState CEO member, Staples Business Advantage® will provide you with customized business solutions to help you save time and money whenever you shop with us.

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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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