APRIL 2015

# **CEOESSENTIALS**

CENTERSTATE CEO/CENTERSTATE CHAMBER OF COMMERCE

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# 2

2015 CenterState CEO Legislative Agenda



Meet the 2015 Businesses of the Year



Upstate Minority Economic Alliance and CenterState CEO to Support Minority Business Ventures



CenterState CEO Events

# CENTERSTATE CEO ANNUAL MEETING: EVOLVE THROUGH CONTINUOUS INNOVATION TO MEET THE REGION'S CHALLENGES

CenterState CEO's 2015 Annual Meeting provided a fitting opportunity to reflect on the organization's five successful years of implementing a holistic and integrated approach to economic development, while exploring the theme of *Evolve: Progress through Continuous Innovation*.

CenterState CEO President Rob Simpson told more than 1,000 business and community leaders in attendance that this evolution is at the heart of some of our most recent civic successes. "We've made substantial progress, but success is not a static thing," said Simpson. "The region must constantly innovate to keep up



CenterState CEO President Robert Simpson speaks to why the region must evolve and constantly innovate to keep pace with global competition during CEO's Annual Meeting.

with the rapid growth happening across the world. To fully meet the challenges and seize the opportunities before us will require collaboration and action at a pace and scale we have never seen."

The event highlighted the opportunity presented by Gov. Andrew Cuomo's \$1.5 billion Upstate Revitalization Initiative, a once-in-a-lifetime opportunity that is critical to the region's continued economic reinvention and growth. At the event, Howard Zemsky, the new president and CEO of Empire State Development shared his insight on how such an investment stands to build on the region's success to date to further transform the region's economy.

"Thanks to the state's innovative, coordinated effort to grow the economy and create opportunities for all New Yorkers, Central New York is strongly positioned to make the most of the governor's latest initiatives," said Zemsky.

In his keynote address, Dr. Parimal Kopardekar, a NASA scientist and leading innovator in Unmanned Aerial Systems (UAS) shared his vision for the future of the industry, highlighting the pace at which UAS technology is advancing; the innovations taking place and the significant opportunities it's creating; and the need for

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## CENTERSTATE CEO CLAMBAKE, AUGUST 7

Hinerwadel's Grove 5300 W. Taft Road, North Syracuse 5 to 9 p.m. | See page 18 for details.





## **GOVERNMENT RELATIONS**

#### 2015 CenterState CEO Legislative Agenda

The 2015 CenterState CEO Legislative Agenda is based on input from business members, Chamber Alliance partners, public policy institutions and proposals put forward by local, state and federal governments and representatives.

2015 Legislative Agenda Highlights:

#### **Business Competitiveness**



Federal priorities include supporting the Data to Decisions initiative, supporting the NUAIR Alliance to attract and serve the unmanned aerial systems sector, addressing immigration and visa

challenges and repealing the medical device tax. CEO is advocating for increased federal export promotion, extension of the Ex-Im Bank and approval of the Trans Pacific Trade Agreement, which will build upon the Metropolitan Export Initiative. CEO supports the state's effort to play a larger role in export promotion in 2015 with the expansion of Global NY, trade missions and an Export Summit. State programs to reduce small business taxes and provide better service from state agencies; encourage reforms in the state's energy operations and regulations; and changing the Labor Law 240/241 (The Scaffold Law) to a negligence standard, would each enhance the state's business climate.

#### **Transportation and Infrastructure**



This area of the agenda takes on higher importance as the options for replacement of the I-81 viaduct are narrowed. The Federal Highway Fund will provide the largest portion of funding and needs to be

appropriately resourced, while the state plays the crucial role of studying the options, working with the community, reaching a final recommendation and moving to design and construction.

The Port of Oswego and proposed Inland Port projects impact both transportation and economic development. The proposed \$40 million state investment in this project would help the region capture new economic activity with the expansion of the Panama Canal.

Upstate transit is a new priority in light of the shortfall at CENTRO

and its sister entities across Upstate as they propose service cuts and eliminations to solve operating deficits. Increased state funding and revisions to the funding formula are needed to maintain the level of service needed by employers, employees and residents.

#### **Economic Development**



Support for the unprecedented opportunity proposed in the New York State Upstate
Revitalization Initiative is a critical element of the agenda, and complements the next round of Regional Economic Development Council funding.

As introduced, several Upstate New York regions would compete for three, one-time \$500 million economic development investments.

CEO calls for continued support for tourism, including state funding and promotion, and county funding for Visit Syracuse. CenterState CEO also supports the \$50 million opportunity to upgrade the New York State Fairgrounds.

Support for maintaining and enhancing considerable military infrastructure at the 174th Air National Guard Hancock Air Base, Fort Drum in Watertown and Air Force Research Directorate in Rome, New York, continues to be a priority. Together they account for \$2 billion in regional economic impact.

CenterState CEO also endorses expansion of the Historic Preservation Tax Credit to support smaller projects (less than \$7.5 million), which are more common in the region.

#### **Government Modernization**



State and local support to continue the work Consensus, the commission on local government modernization, does to assist

municipalities in their efforts to become more efficient. The agenda also calls for support of the proposed expansion of design-build to municipalities.

Read the full agenda at http://tinyurl.com/kmbxkbg. To

become involved in CenterState CEO's government advocacy efforts, contact Deb Warner, vice president for public policy and government relations, at dwarner@centerstateceo.com or 315-470-1845.

#### **FEATURED STORIES**:

Meet the 2015 Businesses of the Year4
Upstate Minority Economic Alliance to Support Minority Business Ventures in Partnership with CenterState CEO
UP Start Syracuse Empowers Local Entrepreneur to Debut Business
NUAIR Alliance to Target Business Attraction Opportunities at AUVSI Trade Show
Visit the South Pacific! Explore Stops in Sydney and Fiji – New Dates!

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## ANNUAL MEETING: EVOLVE continued from front page

a nationwide system to increase efficiency, safety and capacity of airspace operations.

Kopardekar's perspective is relevant given CenterState CEO's leadership role with the NUAIR Alliance. NUAIR operates and manages one of just six UAS test sites in the country helping to establish the case for safe UAS operations in the nation's commercial airspace.

The event also highlighted several local businesses as models of how local companies have adapted to external pressures to turn challenges into growth, such as Novelis Inc., which is helping auto manufacturers like Ford and its new F-150 meet new fuel economy standards; or Ephesus Lighting, which seized on the global need for energy efficiency, growing from a startup at The Tech Garden to lighting the Super Bowl in five short years.

"There are lessons we can learn from these companies that have transcended an innate fear of change to instead leverage what is happening around them to inform, guide, and lead them to growth," said Simpson. "As a region, we must do the same to achieve success as we pursue transformational opportunities. The challenges before us require our most creative, most innovative and most collaborative efforts. We are asking our members to lend their voices to help us advance a unified vision for our community as we develop a youthful and innovative plan to invest a half a billion dollars in our economy and put Central New Yorkers back to work."

To read CenterState CEO's 2015 Annual Report, visit http:// tinyurl.com/pzy244o.



Visit the CenterState CEO YouTube Channel to watch videos from the event.



Howard Zemsky, president and CEO of Empire State Development, shares his experience as a private business developer in Buffalo and how Governor Cuomo's Upstate Revitalization Initiative can positively affect Central New York.



Dr. Parimal Kopardekar, a NASA scientist and CEO's keynote speaker, emphasizes the incredible opportunities presented by the Unmanned Aerial Systems industry.

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## MEET THE 2015 BUSINESSES OF THE YEAR

CenterState CEO congratulates its members honored with the 2015 Business of the Year Awards.

Awards were presented by Kevin Hanna, regional director of AT&T, a 2014 Business of the Year honoree, CenterState CEO President Robert Simpson and Deborah Stanley, CenterState CEO board chairman and president of SUNY Oswego. Awards were accepted by: Terry Weipert, senior vice president, Sutherland Global Services; Mike Sullivan and Vince Bongio, owners, SBB; Melissa Spicer, co-founder, Clear Path for Veterans; Mark Pfisterer, president and CEO, AmeriCU; and Cleveland Hughes, president, CHC Group, Inc.

#### Sutherland Global Services, Companies with More than 50 Employees



Sutherland Global Services was established in 1986 and now provides business process and technology management services to clients across the globe. They employ 30,000 professionals worldwide and are downtown Syracuse's largest private employer with approximately 1,000 employees, including 200 recently added positions. Beyond providing jobs, Sutherland invests in careers for its employees. Growth is offered for top performers, as well as the opportunity to work across a number of industries and geographies. Sutherland is committed to creating a dynamic work environment that is professionally challenging and personally rewarding. www.sutherlandglobal.com

#### SBB, Inc., Companies with Less than 50 Employees



Sullivan, Bazinet, Bongio (SBB), Inc. is a provider of cleanroom products and services and an industry innovator creating a new walkable ceiling grid, air control technologies and patented technology for temperature control that decreases energy costs for customers. This year, SBB introduced a new pharmaceutical cleanroom that is higher quality, less costly and assembles in half the time of competing models hence doubling revenues to \$10 million in sales in the last year. The company anticipates 30 percent growth over the next three years with plans to add 23 new jobs. www.sbbinc.com

#### Clear Path for Veterans, Not-for-profit



Founded in 2011, Clear Path for Veterans empowers service members, veterans and their families through supportive programs and services in a safe, respectful environment. Its inaugural program, Dogs2Vets, pairs veterans suffering from PTSD with service dogs and assists in their training. More than 400 volunteers help Clear Path serve over 1,000 veterans per month. They help veterans obtain physical and mental health services and work with community partners to access housing, education and employment. Clear Path has evolved to also provide culinary, recreation, agriculture, volunteer and Wingman programs.

http://clearpath4vets.com

#### AmeriCU, Community Involvement



AmeriCU supports employees who are dedicated to member service, volunteer time to their community and hold civic leadership positions. AmeriCU sponsors a variety of community events and organizations, including the Downtown Living Tour, Taste of Syracuse, Syracuse Arts & Crafts Festival, American Heart Association, Carol M. Baldwin Breast Cancer Research Fund and Children's Miracle Network. In 2014 AmeriCU was recognized by the New York Credit Union Association for social responsibility, and was awarded the Community Credit Union of the Year by the Credit Union National Association, the highest honor a community chartered credit union can receive. www.americu.org

# UPSTATE MINORITY ECONOMIC ALLIANCE TO SUPPORT MINORITY BUSINESS VENTURES IN PARTNERSHIP WITH CENTERSTATE CEO

CenterState CEO has announced a new partnership with the Upstate Minority Economic Alliance (MEA), a newly-formed organization to support minority business ventures in the region.

Upstate MEA's mission is to harness the economic power of the minority community for the benefit of the region. It is the first minority chamber of commerce in the 16-county Upstate and Central New York region. MEA will work to enhance regional prosperity by offering core services such as connecting qualified candidates of color to employers looking for new talent, securing memberships for professionals of color to give them access to new clients, sponsoring memberships for minority high school and college students to prepare them for economic success and to recruit them to stay in the area, and acting as a clearing house of information for MWBEs and professionals of diverse backgrounds. Through a historic alliance with CenterState CEO, MEA will also offer traditional chamber services and networking opportunities between members of CenterState CEO and MEA. For more information, call 315-470-1975 or visit, www.upstatemea.com.

CHC Group, Inc., Minority-owned Business of the Year



CenterState CEO and MEA presented the inaugural Minority-owned Business of the Year Award at CenterState CEO's Annual Meeting to Cleveland Hughes of CHC Group, Inc. CHC Group provides program management for commercial construction projects for state and federal agencies and the private sector, like the Carmelo K. Anthony Basketball Center on the Syracuse University campus. CHC is also a founder and active member of the Empire Construction Alliance, an organization dedicated to helping minority and women-owned businesses increase their level of professionalism and participation across industry sectors.

## UP START SYRACUSE EMPOWERS LOCAL ENTREPRENEUR TO DEBUT BUSINESS

Last fall, CenterState CEO affiliate Northside UP, along with community partners, launched UP Start Syracuse – a collaborative effort to empower the next generation of urban entrepreneurs to start businesses and improve the Syracuse community.

One of UP Start's pilot business owners, Curtis Washington, will launch "That's What's Up" Food Truck and Catering this spring. A year ago, Washington came to UP Start with a plan to revive and refine his food truck business after it failed to take off. He went through a rebranding effort, selected a new name, designed a new logo and created a new menu. With a solid foundation of Southern cooking that stems from childhood summers spent in his grandmother's kitchen, Washington was able to experiment with international flavors and techniques and gain feedback during his catering gigs and other "UP Start marketplace experiences."

Once spring arrives, "That's What's Up" Food Truck will be parked in different locations throughout Syracuse, including the parking lot at the corner of Fayette and Geddes streets (1005 W. Fayette St.) and

Chef Curtis Washington has been working with UP Start Syracuse, a division of Northside UP, to launch his new "That's What's Up" food truck that will sell at locations throughout Syracuse this spring and summer. Washington specializes in comfort foods with international flavors and has vast catering experience.

the United Auto Supply parking lot on Tracy Street. More locations are to be announced.

To learn more about That's What's Up services, contact Washington at ThatsWhatsUpSyr@gmail.com. For more information about how to engage with UP Start Syracuse, contact dcowen@centerstateceo.com.

## NUAIR ALLIANCE TO TARGET BUSINESS ATTRACTION OPPORTUNITIES AT AUVSI TRADE SHOW

For the third year, the Northeast UAS Airspace Integration Research (NUAIR) Alliance will exhibit at the Association for Unmanned Vehicle Systems International's (AUVSI's) Unmanned Systems 2015 Trade Show, May 4 to 7 in Atlanta, Georgia.

The exhibit will promote the Griffiss International Airport
Unmanned Aircraft Systems (UAS) Test Site managed by NUAIR.
AUVSI's Unmanned Systems 2015—which convenes the largest
global community of commercial and defense leaders in intelligent
robotics, drones and unmanned systems—is an opportunity for the
NUAIR Alliance and partners to reach potential clients interested in
UAS testing, and to attract new business and investment in New York
and Massachusetts.

The conference and trade show attracts 8,000 attendees from more than 55 countries and features over 600 exhibitors. For additional information on Unmanned Systems 2015, visit www.auvsi.org.

To further the growth of the UAS industry in the region, the NUAIR Alliance and AUVSI Empire State Chapter will co-host UAS Industry Days at Turning Stone Resort on Sept. 22 and 23. The event is the largest unmanned systems trade show in the Northeast. Last year's





NUAIR Alliance is working with PrecisionHawk to test UAS for use in precision agriculture.

inaugural event drew 120 participants and 20 exhibitors and this year's event is expected to be even larger.

For more information about the NUAIR Alliance, contact Executive Director Larry Brinker at 315-470-1800, info@nuair.org or www.nuairalliance.org.

#### **2014 NUAIR Alliance Milestones:**

- Coordinated first test flight for Cornell Cooperative Extension.
- 45 flights, with 14 FAA certificates of authorization approved, with four more in the pipeline.
- · Consulted on an experimental certification for MOOG, Inc.
- Lockheed Martin conducted successful testing and demonstration of the K-MAX helicopter and Indago quadcopter. Demo day included representatives from the U.S. Department of Interior, which is considering the K-MAX for fighting forest fires, search and rescue.
- Hosted an Academic Conference with plans for creation of The Northeast UAS Academic Research Consortium (NUARC) with the more than 25 NUAIR Academic partners.
- Added airworthiness manager and safety manager to NUAIR staff, two highly UAS experienced members of the 174th Attack Wing.

- Renovated Griffiss International Airport hangar (28,000 square feet), offices and conference rooms; space was rented to several full-size aircraft manufacturers to conduct testing. Several have made commitments to return in 2015.
- Won \$4 million REDC grant to install first of its kind sense and avoid range instrumentation at Griffiss, featuring equipment manufactured by SRC, Inc. and Saab Sensis. C&S Cos. will conduct environmental work.
- Supported two teams competing for the FAA UAS Center of Excellence involving Syracuse University, RIT, Cornell and Clarkson universities.
- Established the New York State Empire Chamber of AUVSI.
- $\bullet$   $\,$  Toured NASA and U.S. Department of Homeland Security officials at Griffiss.
- Added dozens of new partner organizations.



## MEMBER ESSENTIALS

**Syracuse Orthopedic Specialists** has formed the SOS Robotics team, which will collaborate with Crouse Hospital and St. Joseph's Hospital Health Center for partial knee replacement and total hip replacement.

**Empower Federal Credit Union** opens new branch in Auburn.

**Crouse Hospital** receives \$733,000 grant for women's substance abuse program.

**AAA Western and Central New York** names four diamond award winners including **Mirbeau Inn & Spa** and two Turning Stone Resort and Casino properties including the Lodge and The Tower Hotel.

Covanta honors **OCRRA** with "Ton of Thanks" award for helping remove mercury from the environment.

Women TIES celebrates 10th anniversary.

The Intercontinental Exchange, Inc. has awarded the **Syracuse University** Institute for Veterans and Military Families receives a grant of \$500,000 from Intercontinental Exchange.

**Clarkson University** will test and monitor the Ogdensburg-Prescott International Bridge in a partnership with the authority that operates the bridge.



**The Community Foundation** awards grant to Consensus, the commission on local government modernization.

**Tully Rinckey** named the first law firm in New York state to be certified as a service-disabled, veteran-owned husiness

Saab Defense wins \$32 million Marine Corps radar contract

Forty-five upstate New York hospitals and health centers last year earned \$26 million in quality improvement incentive payments from **Excellus BlueCross BlueShield** as part of the health insurer's Hospital Performance Incentive Program.

Mirbeau Inn & Spa proposes expansion in Skaneateles.



**Community Bank** to acquire Oneida Financial in \$142 million deal.

ShoppingTown Mall plans redevelopment.

Whitman School at **Syracuse University** hosts first graduate student stock pitch competition. Whitman is also collaborating with **Staples** to study supply chain management opportunities.

**O'Brien & Gere** acquires Long Island engineering company, Schuyler Engineering, which designs and rehabilitates industrial and institutional energy systems.

**COR Development Co.** continues construction on 134-room Aloft Hotel at the Syracuse Inner Harbor.

The Association for Talent Development recognizes the following CenterState CEO members as "Champions of Learning:" AAA Western & Central New York; CXtec; Elmcrest Children's Center; Haylor, Freyer & Coon; New Horizons of Syracuse; Oneida Nation Enterprises; POMCO Group; Suburban Propane; and Welch Allyn.

**Empire Farmstead Brewery** will create 54 new jobs at Morrisville State College through New York state's START-UP NY program.

**SRC, Inc. and C&S Companies,** announce CNY STEM Scholars Program for high school seniors who will major in a science, technology, engineering or math field.

**Wegmans** lands on Fortune's list of the 100 best places to work for the 18th year in a row.

St. Joseph's Hospital Health Center achieves national comprehensive center accreditation for bariatric surgery.

**Syracuse Orthopedic Specialists** was featured in Forbes magazine.

**Gannon Pest Control** has earned the service industry's coveted Angie's List super service award.



**Kinney Drugs** work with state Attorney General Eric Schneiderman's office to install listening devices to help deaf and hard-of-hearing customers understand pharmacy staff.

CenterState CEO members Syracuse Orthopedic Specialists, Empower Federal Credit Union, Eric Mower + Associates, Northland Communications, Syracuse Media Group, Johnston Paper, and the Hayner Hoyt Corporation were named as Best Companies to Work for in NYS by the partnership of NYS-SHRM, The Business Council of New York, Best Companies Group and Journal Multimedia Corporation.

#### **Share Member News with Us!**

Do you know of a CenterState CEO member company that has celebrated a recent achievement, experienced growth, added jobs, or won a prestigious award? Share your stories with us at membernews@centerstateceo.com!







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#### Tech Garden Welcomes Two Start Ups

Gaber Marketing Studios (GMS) is a marketing and advertising firm catering to small- and medium-sized businesses. Founder Devin Sardano looks forward to taking advantage of The Tech Garden resources such as the New York Innovation Hot Spot benefit and endless networking opportunities.

Sardano has been working in the marketing and advertising industry for more than 12 years and will celebrate his company's two-year anniversary this year. GMS covers website design and development, online marketing, search engine optimization, pay-per-click, social media, online reputation management and e-commerce, as well as traditional marketing such as branding strategy, logo design, print design and traditional marketing.

GMS clients include: The law offices of Greene & Reid, IMS Direct, Francis Audio-Visual, Titan Security Co., Commercial Art Supply (The Art Store) and Paige's Butterfly Run. More at www.gabermarketing.com



Devin Sardano is the founder of Gaber Marketing Solutions, now located in The Tech Garden.

SageMyLife™ recently put down roots in The Tech Garden after six months as a virtual resident. The company—with five employees in 896 square feet of office space—credits its move from Philadelphia to Syracuse to the warm community welcome it received as well as the quality of local talent.

"The quality of candidates we found in Syracuse was extraordinary," said Glenna Crooks, Ph.D., founder and chief executive officer of SageMyLife™. "When I realized it was time to add staff to take our product to launch, I hired a head-hunting firm to fill two jobs. We hired five." Although Crooks remains in Philadelphia for now, she intends to keep all of her vendors in New York state. "I intend to be the poster child for START-UP NY," she said.

Nancy Bloeser manages the Syracuse office and invites attendees of the WISE Symposium on April 21 to visit SageMyLife™ in the exhibit area. More at www.sagemylife.com.

> SageMyLife™ employees from left (front row) are: Deborah Burr, military liaison; Kelly Herzog, marketing manager; (back row) Danny Williams, technology and UX manager; Cheryl Baldwin, manager, operations and customer care; and Nancy Bloeser, general manager.



## VISIT THE SOUTH PACIFIC, STOPS IN SYDNEY AND FIJI **NEW DATES!**

CenterState CEO's next exciting adventure invites travelers to A Taste of the South Pacific, scheduled for November 29 to December 13, 2015. Attend an information session on April 22, at 5:30 p.m., at C&S Companies, 499 Col Eileen Collins Blvd., Syracuse, to learn more about the 15-day trip that includes tours of: Cairns, the Great Barrier Reef, Tjapukai Aboriginal Cultural Park, Hartley's Crocodile Farm, Sydney, Sydney Opera House, Sydney Harbor Cruise and Fiji. First class and deluxe hotel accommodations, 16 meals (10 breakfasts, one lunch and five dinners) and roundtrip airfare from Syracuse Hancock International Airport are also included. Rates: \$5,399 for a double; \$6,479 for a single: and \$5,349 for a triple. Book now for discounted rates: \$4,999 for a double; \$6,079 for a single; and \$4,949 for a triple.

For additional trip information or to RSVP, please contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com



Sydney Harbour Bridge, Australia

## SYRACUSEFIRST UPDATE www.syracusefirst.org



#### **New Economy Summit Features ZingTrain**

SyracuseFirst's New Economy Summit will take place on June 3 at the Genesee Grande Hotel in Syracuse. Sponsored by AmeriCU, this year's theme is customer service and will feature ZingTrain's famous Pathways to Extraordinary Customer Service workshop, which has been recognized by Saveur and Forbes magazines.

ZingTrain was born at Zingerman's, which opened in 1982 as a small corner delicatessen with fewer than 10 employees. Today it is a community of nine businesses located in Ann Arbor, Michigan, with about 700 employees and more than \$55 million in revenue. Despite its growth, Zingerman's is still widely recognized for treating its customers like royalty. The company works hard to teach its consistent and intentional message to every employee, customer-facing or not.

Zingerman's "recipes" for great customer service, including how to handle a customer complaint, have been taught to businesses and organizations across the nation. More importantly, Zingerman's approaches have been adopted with much success by hospitals,

nonprofits, retail stores, software companies, restaurants, investment advisers, banks and by locally owned, independent businesses across CenterState New York.

The summit will once again give out two awards: the AmeriCU Local Business Visionary Award,





which recognizes the valuable contributions of a local business to a healthy local economy, and the Sparky Mortimer Humanitarian Award, which honors the ideals, passion and dedication of the late Linda "Sparky" Mortimer of the former Sparky Town restaurant.

To register, visit www.centerstateceo.com/events. To learn more contact SyracuseFirst Executive Director Chris Fowler at 315-470-1964 or chris@syracusefirst.org. SyracuseFirst is a CenterState CEO affiliate.



With a 10% SHIFT we can create nearly \$130 million in new economic activity and \$24 million in new tax revenue without spending additional monies or tax dollars. Make the 10% SHIFT pledge at http://shift.syracusefirst.org, or contact Chris Fowler at cfowler@centerstategeo com to learn more

## BUSINESS AFTER HOURS AND MEMBER SHOWCASE -**DINOSAUR BAR-B-QUE**

More than 100 people connected with CenterState CEO member exhibitors and guests at the Business After Hours and Member Showcase at Dinosaur Bar-B-Que. Exhibitors included: Lincoln Moving & Storage; Landmark Graphics; The Kevin Edwards Agency/ Colonial Voluntary Benefits; Saxton Sign Corp.; Staffworks, Inc.; Northwestern Mutual; Empire State Hail Company; Simplified Entertainment, Inc.; and Hospice of CNY.

Congratulations to Chris Rein from Landmark Graphics, winner of the grand prize drawing - two round trip tickets with Delta Air Lines! Special thanks to Dinosaur Bar-B-Que for hosting Business After Hours and providing attendees with delicious food and drink.



CenterState CEO members make new contacts and exchange information during the Business After Hours and Member Showcase at Dinosaur Bar-B-Que.



#### Syracuse Welcomes Masters Regatta and New Rowing Course

The second annual USRowing Northeast/Mid-Atlantic Masters Regional Championships (NEMA), hosted by the Syracuse Chargers Rowing Club, is scheduled for Sunday, June 28 on Onondaga Lake. The event will provide a full slate of racing for competitors in all boat classes on a new, seven-lane, 2,000-meter course.

"The Syracuse venue is a great fit for the Northeast/Mid-Atlantic Masters Regional Championships," said USRowing Events Manager A.J. Dominique. "Its central location in the region makes it easy to get to from the New England states, New York and New Jersey." In support of the event, Onondaga County has committed to purchasing a new, seven-lane, 2,000-meter course to attract future rowing events to the area. The planned course made Onondaga Lake more attractive to NEMA. The course will be located on the eastern shore of Onondaga Lake with the anticipated starting line in Willow Bay.

The Masters event has the potential to distribute millions of dollars into the Syracuse economy. In 2014, rowing events brought an estimated \$2.2 million to Grand Rapids and more than \$550,000 to the Lowell, Massachusetts area.

"When you partner with passionate people, who are working towards the same goal, great things happen," said Visit Syracuse Sports Development Director Jeff Mickle. "We are thrilled to partner with USRowing, Syracuse Chargers Rowing Club and Onondaga County Parks to bring national rowing events back to CenterState New York. This was a truly team effort."

Registration for the 2015 USRowing Northeast/Mid-Atlantic Masters Regional Championships will open this month at www. regattacentral.com. Competitors will have an opportunity to race in 50 Masters events in all boat classes, including lightweight. Learn more at www.usrowing.org.



Regional rowing championships are announced. From left: Jeff Mickle, Visit Syracuse sports development director; Bill Fisher, deputy county executive; Ryan McMahon, county legislator chairman; David Holder, Visit Syracuse president; Joe Bufano, Chargers Rowing Club president; and Al Stirpe, New York State Assemblyman.



Hundreds of rowers are expected to compete in the USRowing Northeast/Mid-Atlantic Masters Regional Championships, June 28, on Onondaga Lake.



#### What's Your Thing?

Now that Visit Syracuse has officially launched its new brand, we want to know, Syracuse, how do you DO YOUR THING? If you're social, tag @VisitSyracuse in your post and share how you #DoYourThing on Facebook, Twitter and Instagram.

A staff member at BTI Travel in Syracuse shows how to "Do Your Thing," celebrating a little fun in the sun in the office!

VISIT SYRACUSE Number of Requests for Proposals (RFP): . . 12 RFP Room Nights: . . . . . . . . . . . . . . . . . 4,447 SALES HIGHLIGHTS Booked Room Nights: . . . . . . . . 1,611 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.

## Free Community Wellness Expo

Thursday, April 16, 2015





Healthy, Exercise, Lifestyle & Prevention Expo

Part of the Metro Fitness Club Annual Spring Open House, April 13-18

#### **OPEN TO THE PUBLIC - FREE ADMISSION**

Visit these vendors:

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Downtown Dental Syracuse
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Hungry Soul Farm
Carey & Daley Physical Therapy
Oviatt Hearing & Balance
Syracuse Department of Health
The Nurse Connection Staffing, Inc.
American Heart Association - NYS
Carol Watson Greenhouse
DME Reiki and Wellness Center
Brian Tarolli LMT

**Free Seminars** 

11am-11:45 - The Continuum of Change - The Science of Making a Healthy Lifestyle 12-12:45 - Finally the Truth About Weight Management/Principals of Heart Rate Monitoring

> Metro Fitness 205 South Salina St 315-426-8917 www.getmetrofit.com

## **SAVE THE DATE!**

WEDNESDAY, OCTOBER 14 8AM - 4PM ONCENTER



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- Who should attend? Marketing professionals, anyone who markets a company or service, anyone interested in digital marketing or looking for a career change
- What is a Digital Marketing Boot Camp? A walk through today's digital marketing world with a focus on what you need to know about upcoming trends from national industry experts.

## **Topics Discussed**

- The Next Big Thing in Google Advertising
- Audience Targeting
- Search Engine Optimization (SEO) and Social Media
- Search Engine Marketing (SEM)
- Mobile and Video
- Google Analytics 101 and 201

**April 16 9** to **4 p.m.** 

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## DOWNTOWN COMMITTEE www.downtownsyracuse.com



The Downtown Committee continues to celebrate its 40th anniversary this year by highlighting a new theme each month on the committee's website and social media platforms. Each theme focuses on Downtown's accomplishments and continued growth. As spring approaches, the Downtown Committee will focus on beautification improvements during the month of April. Here are some highlights:

Earth Day Cleanup: The Downtown Committee is organizing



an Earth Day Cleanup on April 25 throughout Downtown and in the University Hill area and is currently accepting volunteers. Volunteers are provided gloves, trash bags, T-shirts and lunch afterward. To sign up, email mail@ downtownsyracuse.com or call 315-422-8284.

Hanging Flower Baskets: Each June, the Downtown

Committee's hanging flower baskets help beautify the city. Last year, \$45 donation to the Downtown Committee. a record 334 baskets were installed in Cathedral Square, Hanover



Sponsor one of the hundreds of hanging flower baskets in downtown Syracuse with a

Square, Salina Street, Clinton Square and Armory Square. This June will mark the program's fifth anniversary. You can support the effort by sponsoring a basket with a tax-deductible donation of \$45 per basket. Checks may be mailed to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St., Syracuse. Credit cards can also be used to make a donation at www.downtownsyracuse.com/get-involved/ downtown-beautification.



## **#1 in Syracuse Printing**

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www.eastwoodlitho.com · 315-437-2626 4020 New Court Ave. Syracuse, NY 13206

### **SAVE THE DATE**



## **Saturday, May 16, 2015** 12 noon to 6 pm

See why Downtown Syracuse is the fastest growing neighborhood in the city.

To volunteer, email: mail@DowntownSyracuse.com

## www.DowntownSyracuse.com/ **DowntownLivingTour**

## **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 Cindy Mannise, ICS Solutions Group, Inc. Colette Powers, UBS Financial Services, Inc., The Austin & Alesandro Group, is vice chair.

#### **Kohilo Wind LLC**



Kohilo's cutting-edge technology broke the mold in wind turbine design, providing a perfectly artistic, clean energy system that has the highest power density of all renewable energy systems. Kohilo turbines use the least amount of natural resources to extract the greatest amount of clean energy. Kohilo is a revolutionary green energy leader like no other; top in performance, quality, affordability, and customer service encompassed with the uncanny desire to help make this world a better place to live and breathe.

4000 Technology Park Blvd. Auburn, NY 13021

315-245-7045

www.kohilowind.com

#### Maplewood Inn & Suites



137 room property with recent upgrades. Conveniently located at the crossroads of I-81 and the New York State Thruway 190). Amenities include continental breakfast, indoor pool, fitness center, complimentary Internet, complimentary shuttle, evening snack between 5 and 7 p.m. Monday through Thursday for overnight guests and banquet space. Two miles from Destiny USA.

Christie Buczek 4007th North St. Liverpool, NY 1308

Liverpool, NY 13088 315-451-1511 www.themaplewoodinn.com

#### **Parrott Towing & Recovery**



Parrott Towing and Recovery is a full-service, 24-hour-a-day towing and recovery service. Based out of Syracuse and covering all of New York state. Parrott Towing can tow anything from motorcycles, cars, trucks, ambulances, box trucks and tractor trailers. Parrott prides itself on not only getting the job done correctly and in a timely manner, but Parrott is also friendlier than any other in the business at very competitive rates.

Michelle Parrott 6305 Court Street Road East Syracuse, NY 13057

315-488-TOWS

#### **Sky Communications, Inc.**

Sky Communications is a locally owned business that builds long-term relationships with customers to provide all necessary communications needs. Sky communications is an authorized dealer for Toshiba and Mitel telephone systems that provide unified messaging for every size business, including those with multiple offices for seamless integration. Sky is a complete integrator providing design engineering, infrastructure cabling for voice and data and installing the industry's leading telephone equipment by certified technicians.

Jerry Adams 6305 Court Street Road East Syracuse, NY 13057

315-432-0961

www.skycommunicationsinc.com

#### **Sky Testing Services, Inc.**



Sky Testing is a full-service non-destructive materials evaluation company. Sky Testing provides QA/QC services as well as X-ray, ultrasonic, magnetic particle, liquid penetrant, visual welding inspections and digital X-ray. Office locations currently in Syracuse, Long Island, New Hampshire, and in the process of opening in California. Sky Testing has a large concentration in building power plants, pipeline installations as well as repairs/replacement, structural, bolting inspections and steam piping. Sky Testing is also set up for inhouse testing and are an A2LA accredited testing firm. Jay Meyer

6305 Court Street Road East Syracuse, NY 13057 www.skytesting.com

315-445-0457

315-316-1450

#### **Spinland Studios, LLC**



Spinland Studios is here to help your business leverage the power of killer computer animation to breathe life into your marketing message—affordably. TV commercials, YouTube videos, animated logos, animated web graphics, product visualization, animated presentations and training videos, special visual effects and motion graphics for live action video, and more; Spinland Studios has you covered. Visit the website to see some samples!

Mark Dyson 5 Fineview Drive Utica, NY 13502

www.spinlandstudios.com

#### **State Farm**

A State Farm Sales Leader is an insurance and financial services expert that drives territory growth and provides agents with sales and business consulting. A sales leader is also responsible for recruiting new agents and developing agents to their full potential. Brenda Flagg

PO Box 673

Brewerton, NY 13029 207-749-8386 www.statefarm.com

#### Sunnking Inc.

Sunnking's focus is to provide superior asset management and recovery services to business and government organizations by using proven reuse and recycling techniques that maximize asset value, promote environmental sustainability and meet the data sanitation requirements of clients.

Duane Beckett 4 Owens Road Brockport, NY 14420

844-478-6654

www.sunnking.com

#### **SYRACUSE PARTYBOOTH**

Experience all the fun and excitement when you step into our state-of-the-art Syracuse Party Booth photo booth. Fit up to 10 people inside with free props, unlimited photo strips and more. Corporate events, weddings, parties and everything in between.

Daniel Aldrich 5095 Onondaga Road Syracuse, NY 13215

315-498-0052

www.syracuse party booth.com

#### **Titan Security**



Titan Security is a locally owned and operated customized security solutions provider and systems integrator. Titan specializes in high resolution video surveillance with intelligent analytics, access control/building management, intrusion detection and fire detection systems. We engineer, install and maintain systems for healthcare, schools, industry, commercial and residential clients all over Upstate New York.

Casey White

6305 Court Street Road East Syracuse, NY 13057 www.titansecurityco.com

315-218-0500

#### Usource

Usource, an energy advisory firm/broker, works with clients to develop and execute customized procurement strategies to reduce and manage energy costs. Usource helps clients navigate the complexities of the deregulated electric and gas markets in 18 states. Offices in Rochester and Southern Tier, New York. David Leidy

1 Liberty Lane E. Hampton, NH 03842

www.usourceenergy.com

607-604-4156

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## **HEALTH CARE ESSENTIALS**

#### **Healthy Syracuse Supports Community Wellness**

Healthy Syracuse is a coalition of health-supporting nonprofits and government agencies working to build a healthier community through five focus areas:

- · Health Equity
- Youth Wellness
- Worksite Wellness
- Tobacco Control
- Diabetes Prevention

According to the coalition's website, "the greatest cause of sickness and death in Central New York today is not a germ, it's our own lifestyles. One of our greatest needs, both nationally and locally, is to reduce the incidence of preventable, chronic diseases such as lung cancer, obesity, diabetes and kidney disease."

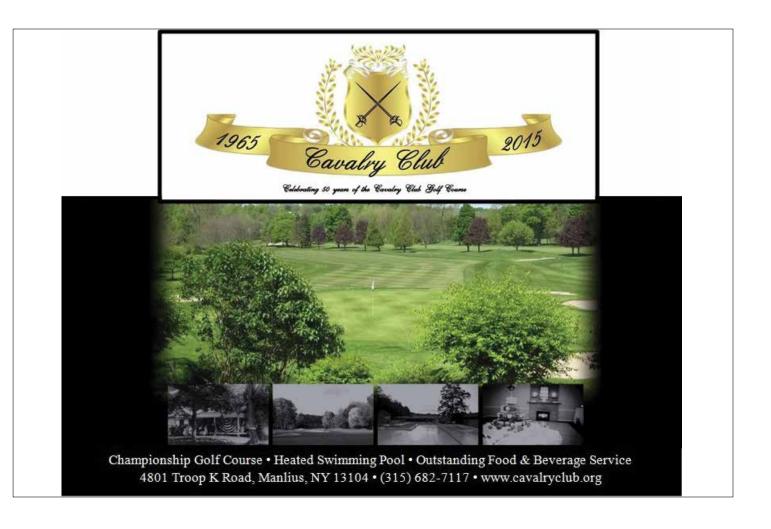
Dedicated to fighting chronic, preventable diseases, Healthy Syracuse was founded by the YMCA of Greater Syracuse and the Onondaga County Health Department in 2010 after the Y won a grant from the U.S. Centers for Disease Control. Using schools, work sites, health care sites and other community settings, Healthy Syracuse is helping reduce the national epidemic of chronic diseases.

In 2013 Healthy Syracuse won additional funding through the CDC's REACH (Racial and Ethnic Approach to Community Health) Initiative to improve health and eliminate disparities related to chronic diseases among African Americans/Blacks and Hispanics/Latinos

According to the CDC, "Today, seven of the 10 leading causes of death in the United States are chronic diseases, and almost 50 percent of Americans live with at least one chronic illness. People who suffer from chronic diseases such as heart disease, stroke, diabetes, cancer, obesity and arthritis experience limitations in function, health, activity and work, affecting the quality of their lives as well as the lives of their families."

Finally, there are the business implications. Healthy Syracuse found in a recent survey of small business that, "93 percent see employee health as important to the bottom line." Top concerns include: stress, psychological well-being, alcohol or other drug habits, weight management and smoking.

To learn more about Healthy Syracuse, visit www. healthysyracuse.org. For help navigating the health care system, contact Benefit Specialists of New York at 315-470-1930.



## 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.



Women Ties celebrates its 10th anniversary at Maplewood Inn & Suites. CenterState CEO Ambassadors presented the group with a certificate in recognition of the milestone.

#### **Grand Openings**

Syracuse Posters, LLC, 2719 James St. in Eastwood Baby's Debut 3D/4D Imaging, 716 James St., Syracuse

#### **Special Recognitions**

#### **Sheraton Syracuse University Hotel & Conference**

**Center**, ranked the No. 1 Sheraton Hotel in North America for the past six months for overall guest satisfaction.

#### **Anniversaries**

Make-A-Wish Foundation of CNY, 5005 Campuswood Drive in East Syracuse, 30th

**Precision Systems Manufacturing Inc.**, 4855 Executive Drive in Liverpool, 1st



**Midnight Sun**, located at 406 S. Franklin St. in Armory Square, celebrates its grand opening with CenterState CEO Ambassadors.

## MEMBER MILESTONES

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

#### **60 YEARS**

Syracuse Glass Company, Inc.

#### **55 YEARS**

Brown & Brown Empire State

#### **35 YEARS**

DiMarco, Abiusi & Pascarella, CPAs, PC

#### 20 YEARS

Courtyard by Marriott - Carrier Circle
Madison Towers at the Plaza

#### **15 YEARS**

American Dicing, Inc.
ShoppingTown Mall

#### 10 YEARS

Harden Furniture Co.

North Salina Car Wash

The Red Mill Inn

Wireless Business Group, LLC

#### **5 YEARS**

Altius Aviation LLC

CNY Resource Recovery, Inc.

Custom Lawn-Scapes, Inc.

Herb Philipson's Army and Navy Store

Pathfinder Bank

Postler and Jaeckle Corp.

SUNY Delhi @ Onondaga Community College

## CENTERSTATE ECONOMIC CHAMPION

#### The Bonadio Group

The Bonadio Group is a nationally ranked, top 50 CPA firm that brings an integrated world of resources to every client. Founded in 1978, Bonadio has grown to be the largest independent provider of accounting, business advisory and financial services in Upstate New York. With about 600 employees in New York and Vermont, Bonadio continues to create employment opportunities in each of its markets – adding to the vitality of the communities it serves.

Bonadio has developed relationships with a diverse range of organizations, from private sector to public, tax-exempt to individual. By continually expanding its range of offerings and geographic footprint, it ensures the growing needs of its clients are consistently met.



Bonadio specializes in providing experience, integrity, objectivity and professional passion to the following areas: tax-exempt, privately-held, small business, health care, government, labor, financial institutions, construction, higher education, public companies, individuals, accounting firms and private equity.

The firm is proud to also offer clients access to a diverse menu of subsidiaries including: ValuQuest business valuation services, ProNexus interim management services, Athena B2B marketing services, and Gemko IT consulting, to name a few.

As Bonadio moves into the spring and summer months, it is preparing to consolidate its two Syracuse offices into The Foundry building located in historic Franklin Square. The move will bring all of its local professionals under one roof and working together. (Testone, Marshall & Discenza is now part of The Bonadio Group.) To learn more, visit www.bonadio.com.

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 our region in special ways.

## 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 utilizing the "discount" incentive for fellow CenterState CEO members. Visit the "Discounts" page often to see what's new. **New this month:** 

#### **Syracuse Party Booth**

5095 Onondaga Road Syracuse, NY 13215 315-498-0052

www.syracusepartybooth.com
Experience all the fun and excitement when you step into our state of the art photo booth. Fit up to 10 people inside with free props, unlimited photo strips, and more. Corporate events, weddings, parties and everything in between.

Discount: Members receive a 17 percent discount for new bookings on packages \$399 and up. Offer expires May 1.

#### **Funny Bone Comedy Club**

10301 Destiny USA Drive Syracuse, NY 13204 315-423-8669

http://syracuse.comedyreservations.com
A national chain of comedy clubs offering a full service restaurant and bar paired with nationally recognized comedians. Also a recognized pioneer in accommodating diverse community needs: hosting charitable functions, gathering place for corporate outings and meetings, holding children's comedy and magic shows.

**Discount:** Members receive 10 percent off any food packages for parties of 30 or more. Members also receive a waived room fee for events not during show times with the purchase of a food package. Offer expires July 31.

#### Spinland Studios, LLC

5 Fineview Drive Utica, NY 13502 315-316-1450

www.spinlandstudios.com

Spinland Studios specializes in helping business leverage the power of computer animation to breathe life into marketing messages—affordably. TV commercials, YouTube videos, animated logos, animated web graphics, product visualization, animated presentations and training videos, special visual effects and motion graphics for live action video and more.

Discount: Members receive 10 percent off 2D/3D logo animation (up to 10 seconds), 3D character design and modeling or short animation (non-logo, 5 to 10 seconds); or 15 percent off longer animation (more than 15 seconds). Offer expires April 30.

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



April 2015 www.centerstateceo.com

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## **CenterState CEO** Clambake

Hinerwadel's Grove, 5300 West Taft Road, North

Join CenterState CEO for great food, music and fun!

Cost: \$69/person for CenterState CEO members; \$79/person for non-members.

Member group packages are available: 5 tickets for \$325, 10 tickets for \$650, 15 tickets for \$975.

Starting July 27, tickets are \$75 for CenterState CEO members: \$85 for non-members. Cancellations after this date will be billed.

Register at www.centerstateceo.com/events or contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.

**MEDIA SPONSORS:** 







#### NYS Utility Energy Efficiency Programs, April 16

CenterState CEO, 115 W. Fayette St., Syracuse — 8 to 9:30 a.m.

A new round of New York State utility energy efficiency programs will be available to commercial and residential customers starting in 2016. Jim Stapleton, CEM, manager-energy efficiency execution, National Grid will

nationalgrid

share insight on how the programs will change; the transition process; and the enhanced offerings of the new programs. Learn new strategies to plan for energy efficiency and sustainability for your

Cost: \$10 for members; \$20 for non-members. For more information contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.

#### Effective Community Leadership, May 7

CenterState CEO, 115 W. Fayette St., Syracuse — 8 to 9:30 a.m.

Is leading in the community different than leading at work? The answer is YES! Thankfully resources in CNY are available to help you and your organization be an effective community leader. Leadership Greater Syracuse Executive Director Pam Brunet will share her insights and 20+years of civic engagement experience.

Cost: \$10 for members; \$20 for non-members. For more information contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.

#### Effective Ways to Use Your CEO Membership, May 13

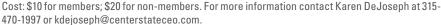
CenterState CEO, 115 W. Fayette St., Syracuse — 8:30 to 9:30 a.m.

Every business joins CenterState CEO for different reasons: leadership, connections, cost savings, training and education, visibility, economic development and networking. Join us to get a broader understanding of how you and your employees can effectively engage in the programs and services offered by CenterState CEO and its affiliates. Cost: Free. For more information contact Karen DeJoseph at 315-470-1997 or kdejoseph@ centerstateceo.com.

#### **Business After Hours, May 14**

SKY Armory, 351 S. Clinton St., Syracuse — 5 to 6:30 p.m.

Wondering what it's like to party in the SKY? Now you can find out! Enjoy a night of networking, an exclusive tour of Central New York's newest event venue, complimentary hors d'oeuvres and a glass of wine.



#### **SyracuseFirst's New Economy Summit, June 3**

Genesee Grande Hotel, 1060 E. Genesee St., Syracuse — Time: TBA

Learn the secrets of Zingerman's nationally recognized customer service program: ZingTrain's famous Pathways to Extraordinary Customer Service. Connect with locally owned, independent business owners and celebrate the winners of the AmeriCU Local Business Visionary Award and the Sparky Mortimer Humanitarian Award.





Cost: \$65 for members (SyracuseFirst, CenterState CEO, Alliance) or \$80 with lunch; \$80 non-members or \$95 with lunch. For more information contact Chris Fowler at 315-470-1964 or chris@syracusefirst. org or visit www.syracusefirst.org.

#### Linkedin 101, June 4

The Tech Garden, 235 Harrison St., Syracuse — 8:30 to 9:30 a.m.

Learn the core features and functionality of LinkedIn to grow your professional network. We will explore the purpose of LinkedIn; personal profile formatting; strategies for connecting with professionals; LinkedIn posts and updates; as well as groups and communities. Presented by Tony Kershaw, innovation specialist at The Tech Garden. Cost: \$10 for members; \$20 for non-members. For more information contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



#### **Business After Hours. June 11**

Dave & Buster's, Destiny USA, Syracuse — 5 to 6:30 p.m.

Attendees will enjoy a complimentary appetizer buffet, happy hour prices on beverages and a Power Card.

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

For more information or to register contact Karen DeJoseph at 315-470-1979 or kdejoseph@centerstateceo.com.



## DELTA HIGH ALTITUDE BUSINESS AFTER HOURS – HOTEL SYRACUSE

CenterState CEO members got a behind-the-scenes look at one of downtown's most exciting renovation projects at the recent Delta High Altitude Business After Hours: The Hotel Syracuse. Attendees learned about the \$57 million renovation and restoration project currently underway. Diamond Catering provided food and beverages. The event was held primarily in the hotel's Persian Terrace and included a tour of the grand ballroom, which has hosted some of Syracuse's biggest events over the years. The event provided one of the last opportunities for the public to see the historic space before its grand reopening, anticipated on St. Patrick's Day (March 17), 2016.

James R. Iles, of Suburban Propane, was the lucky winner of two round-trip tickets, courtesy of Delta Air Lines.



Dozens of CEO Investors attended the Delta High Altitude Business After Hours event at the Hotel Syracuse. The gathering was held in the hotel's Persian Terrace, which is currently being renovated.

### SPEED NETWORKING: NEW FORMAT A HIT!

CenterState CEO has introduced an all new Speed Networking. The new roundtable format creates an atmosphere of relationship building and small group dialogue.

In the new format, attendees share a one- to two-minute pitch with the CEO members at their table; each then receive and answer a preset business question, resulting in professional tips and greater engagement. Attendees rotate tables multiple times creating conversations with dozens of individuals before ending the program with open networking.

More than 40 people recently attended the first revamped networking event at the Maplewood Inn & Suites. Tim Horton's provided refreshments for the event. Check www.centerstateceo.com/events or contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com for future networking opportunities.

"I enjoyed the new format very much. It was more relaxed and I had an opportunity to gain better understanding of other businesses and allow for collaboration and referrals."

**Deb Angarano**, TSYS Merchant Solutions

"All the people I want to connect with are the people willing to come to this type of event. I would attend monthly – GREAT event!"

Heather Paris, FLAME NY

"A phenomenally run program, seamless, great people – have it every month!"

Ellie Atkinson, Northwestern Mutual



CenterState CEO members attend a new and improved Speed Networking event, hosted at Maplewood Inn & Suites. Speed Networking is a great opportunity to interact with professionals in a small group and comfortable setting.

"I was very pleased with the most recent CenterState CEO Speed Networking event. The format was changed to include more interaction and time to really learn about the other businesses that participated. I made new connections that can help grow my business, and also businesses that I will be able to partner with to help them grow. Great event!"

Cindy Mannise, ICS Solutions Group



115 W. Fayette Street Syracuse, New York 13202 Tel: 315-470-1800

www.centerstateceo.com

## **C**\(\(\Sigma\) ESSENTIALSI



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- Human Resources
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