

ECONOMIC FORECASTERS SHARE OPTIMISM

3



Tech & Culture Mentors Needed

8



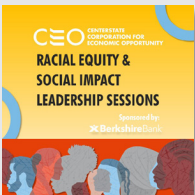
Climate Leadership and Community Protection Act: Comment Period Open

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GOFCC Annual Meeting, Feb. 15

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CenterState CEO Events: Racial Equity & Social Impact - Inclusive Communications: Representation Matters, Feb. 17

CenterState CEO hosted its popular Economic Forecast event to share insights into the region’s economic climate from the perspective of regional business leaders and economic experts.

In his remarks, CenterState CEO President Rob Simpson highlighted the insights shared by this year’s forecasters, as well as his perspective on how the strategies that drove progress before the pandemic will be central to the region’s recovery.

“I am incredibly confident for what the year ahead will bring especially given the exceptionally positive sentiment of our forecasters, even as they share the real and daunting challenges they face,” said Simpson.

“This outlook reflects the significant progress we are seeing, which is the result of us doubling down on our regional economic strategies to build an economy based on our region’s assets. While there are more challenges and opportunities ahead, I am confident we will meet them successfully if we remain focused on our core strategies and committed to our long-term vision.”

The event’s keynote speaker, Peter Kneis, group vice president, Commercial Planning and Analytics at M&T Bank, provided an analytic assessment of national and regional economic trends from the past year, including the impacts of the COVID-19 crisis, and a detailed outlook into 2022.

“As with the nation overall, the CenterState New York economy will be dependent on its ability to withstand the labor shortage, wage costs and supply chain issues,” said Kneis. “These issues caused increased inflation in 2021; our 2022 outlook will be driven by the ability of the CenterState New York economy to react to the changing landscape. In all aspects, things will never go back to ‘normal.’ Businesses that adapt while being true to their core principles will be successful going forward.”

continued on page 4



[Read the report here.](#)

CenterState CEO Annual Meeting

April 26, 2022
Noon

Join CenterState CEO members, business leaders and executives for CEO’s Annual Meeting featuring the prestigious **Business of the Year** awards, recognizing companies in five categories:

- Member Business with fewer than 50 Employees
- Member Business with more than 50 Employees
- Community Involvement
- Nonprofit
- Minority-Owned Business

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GOVERNMENT RELATIONS

NYS Budget Aligns with CEO's Legislative Priorities

Gov. Kathy Hochul has outlined the state's FY 2023 Executive Budget, which commits to investing in some of the state's most pressing needs. Likewise, the priorities outlined in the governor's **State of the State** will better position New York to be more competitive and accelerate economic growth as we emerge from the pandemic.

Many of the governor's priorities align with CenterState CEO's existing initiatives, as well as its annual **Legislative Agenda**, which sets the organization's state and federal legislative and policy priorities for the year.

The governor's proposals include an emphasis on small business, such as tax relief to help these businesses operate successfully during uncertain times. CenterState CEO's recent **Economic Forecast report** clearly indicated that many firms are seeking new employees at all levels. The governor has prioritized workforce development initiatives with an eye toward market-driven solutions and success in job placement, strategies that CenterState CEO has been actively deploying through initiatives like Work Train and Syracuse Build.

The Executive Budget also emphasizes investment in shovel-ready sites, which will help position the state and region for growth. Additionally, the governor's call for large infrastructure investments, including for projects like the redevelopment of I-81, expanded broadband and rail improvements, will deliver immediate and long-term dividends.



Highlights of the FY 2023 Executive Budget

- **Income Tax Cuts** - Accelerating the planned multi-year state income tax cuts; will fully take effect in this budget cycle, instead of phased in through 2025 as previously planned.
- **Property Tax Relief** - \$2.2 billion in relief proposed.
- **Business** - Tax cuts and additional COVID-19 relief funding for small businesses.
- **Economic & Workforce Development**
 - \$225 million for Regional Economic Development Councils to support high-value development projects that draw private investment and create new jobs.
 - \$450 million for Downtown Revitalization Initiatives
 - \$350 million for workforce development
 - Increased infrastructure investments, including \$32.8 billion (over five years) for roads and bridges, a pothole program, transit hubs, and large transformational projects, like \$1.1 billion, in addition to the \$800 million in the current budget, for I-81.
- **Health Care** - \$10 billion over five years to attract and retain health care professionals, with additional support to educate new nurses and bonuses for health care professionals.
- **Education & Child Care** - support to help people get back to work, including additional funding to expand pre-k, funding for after-school programs, and increased funding for child care programs.

Read more on the governor's **FY 2023 Executive Budget** and the **State of the State**. For more information, contact Kevin Schwab, vice president of public policy and government relations, kschwab@centerstateceo.com.

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TECH & CULTURE MENTORS NEEDED

CenterState CEO's Tech & Culture initiative is seeking a group of diverse tech professionals to serve as mentors for the new Surge Coding Apprenticeship program, launching this fall. Mentors will support emerging tech professionals as they complete coding training and enter apprenticeship positions with local employers. CEO is seeking coding and software development professionals with two or more years of experience. Women and people of color are encouraged to apply. For more information or to apply, contact Marcus Webb, Economic Inclusion fellow, at mwebb@centerstateceo.com.



SYRACUSE SURGE PARTNERS LAUNCH TWO NEW PROGRAMS

The City of Syracuse and CenterState CEO, Syracuse Educational Opportunity Center, OCM BOCES and Onondaga Community College, with local employers launched two new Syracuse Surge-led programs, **Electrical Mechanical Technician (EMT)** and **Surge Advanced Manufacturing (SAM)** last month.

EMT is a three-week, middle-skilled paid training experience co-led by Onondaga Community College and OCM BOCES and includes on-the-job training with employers including, Giovanni Foods and Anheuser Busch. The program prepares skilled workers for careers in mechanical or electrical maintenance, general factory maintenance and servicing large industrial equipment. SAM is a two-week introductory paid training program at SUNY EOC that prepares people for careers in clean high-tech advanced manufacturing. The program teaches math and basic skills and offers networking opportunities with employers including NexGen Power Systems, Chimera Integrations and ICM Controls.

These Syracuse Surge programs are funded by the JPMorgan Chase Foundation and the American Rescue Plan Act, which is administered by the City of Syracuse and in line with Mayor Walsh's commitment to invest in jobs and economic recovery. All participants will receive a stipend while in the program as well as access to a Surge Career Navigator to help them navigate the pathway to their chosen career.

Syracuse Surge includes an unprecedented series of investments in tech infrastructure that will position Syracuse as one of America's "smartest" cities and a global leader in the New Economy. Surge was initiated by the City of Syracuse, which, in collaboration with Onondaga County and leading local institutions, is working to ensure inclusive growth in the New Economy through talent and workforce development, minority-, women-, veteran- and disabled-owned (XBE) business development and community engagement.

For more information, contact Meghan Durso, senior manager of Industry Partnerships for Work Train, at mdurso@centerstateceo.com.



Marcus Webb, Syracuse Surge fellow (far left), met with members of the Surge Advanced Manufacturing and Electrical Mechanical Technician programs this week to discuss networking and how Tech & Culture can help support them as they begin their careers.

ECONOMIC FORECAST continued from front page

New York State Gov. Kathy Hochul also addressed the audience to share highlights from her recent state of the state and executive budget, and the state's vision for driving progress and recovery for the region and state in the year ahead.

The event marked the release of the **2022 Economic Forecast for Central New York**. The report includes the perspectives and projections of CenterState CEO members and business leaders from across industry sectors, with data and insight on COVID-19 impacts and industry and employment trends.

Through a survey and focus groups conducted by third-party research firm Research & Marketing Strategies, Inc., forecasters reflected on the growth they experienced in 2021 and shared their predictions for 2022:

- 72% described their outlook for the strength of their business in 2022 as strong or very strong; up 30% from 2021.
- 75% expect sales or revenues to increase in 2022, up 31% from 2021 projections.
- 56% expect to expand products and services in 2022, up 14% from 2021 projections.
- 68% expect an increase in jobs and hiring in 2022, up 29% from 2021 projections.
- 49% expect to increase capital investments, up 15% from 2021 projections.

Additionally, 53% say their business endured the impacts of the COVID-19 pandemic extremely or very well, with 49% reporting that business is close to being back, or even stronger than it was before the pandemic.

Forecasters also shared that factors like the availability of workers; supply chain - inventory, raw materials; regulatory requirements (COVID-19-related local, state or federal restrictions or mandates); and the ability to maintain workers and productivity were those most impacted by COVID-19 in 2021, and that they anticipate little to no change in these impacts for 2022.

Outside of COVID-19, businesses indicated other environmental factors they anticipate will impact their business in the coming year.



Gov. Hochul shares the state's vision for supporting the region's growth and recovery in the coming year.

The Big Picture

While the underlying fundamentals are strong, U.S. economic growth is being disrupted by four key drivers:



LABOR SHORTAGES AND WAGE COSTS

Employers across industries are struggling to find qualified applicants for open positions



SUPPLY CHAIN DISRUPTION

Raw materials shortages, manufacturing backlogs, and shipping delays are affecting both domestic and international supply chains



PENT-UP DEMAND / SAVINGS

Many households had excess savings in 2020/2021 due to reduced expenses or gov't assistance, and will be looking to spend in 2022



INFLATION

Prices are rising quickly across the economy, hurting both businesses and consumers. Will it be "transitory"?



M&T Bank

Review M&T Group Vice President Peter Kneis' presentation. Watch his remarks.



Read CenterState CEO President Rob Simpson's remarks. Watch his presentation.

ECONOMIC FORECAST continued from page 4

Environmental factors expected to positively impact businesses in 2022:

- *New markets, products or customers due to COVID-19* – the ability to capture new business opportunities as a result of pandemic.
- *Remote Workforce and Operations* – the impact on the company’s overall productivity from a switch to, or long-term continuation of, remote operations.

Environmental factors expected to negatively impact businesses in 2022:

- *Workforce and Talent* – the ability to attract and retain the right people for existing and new positions, and/or the ability to invest in and develop the skills of the existing workforce.
- *Government Policy and Regulatory Issues* – such as existing laws, policies, government procedures or the current political environment.

Forecasters additionally acknowledged several opportunities and challenges that impact their projections for their business and the regional economy.

Opportunities:

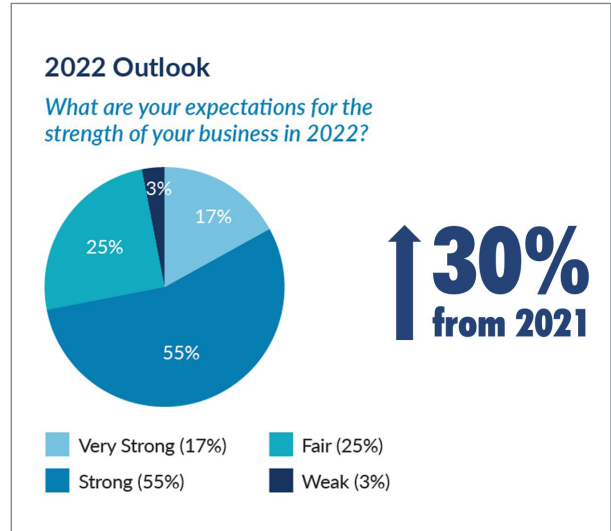
- Larger corporations moving to the area, such as Amazon, are having a positive impact.
- Cooperation among local and statewide political leadership will be integral to the growth of the local CNY economy.
- New product/service development is a critical component to support business growth and expansion into new markets.
- There is an opportunity to partner with businesses to address talent shortages and hiring issues.
- Companies are using technology solutions to offer more services to clients beyond traditional geographic boundaries.

Challenges:

- Organizations continue to report difficulty finding key talent, and/or attracting highly skilled labor to the area; retention also remains an issue.
- The cost of materials and supplies across industries is rising, placing additional strain on already streamlined operational budgets, and creating a concern over reduced revenues.
- There is a high level of employee burnout from the COVID-19 pandemic.
- Local, regional and/or state policy and/or regulations continues to be a leading pressure for businesses.
- Inflation is driving up the price of products every day.

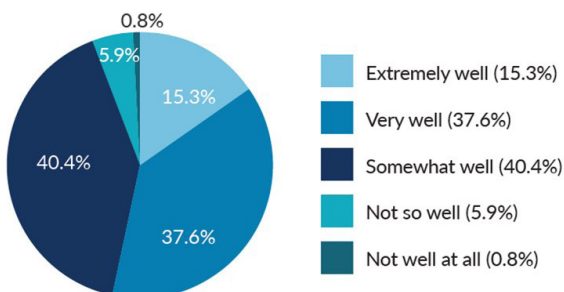
The 2022 Economic Forecast for Central New York and Peter Kneis’ presentation can be found at www.centerstateceo.com/Economic-Forecast-Report.

The CenterState CEO Economic Forecast is presented by M&T Bank and St. Joseph’s Health. Corporate Sponsors include Dermody, Burke & Brown, CPAs LLC; Equitable; Exelon Generation; Novelis and Research & Marketing Strategies. Media Sponsor is the Central New York Business Journal.

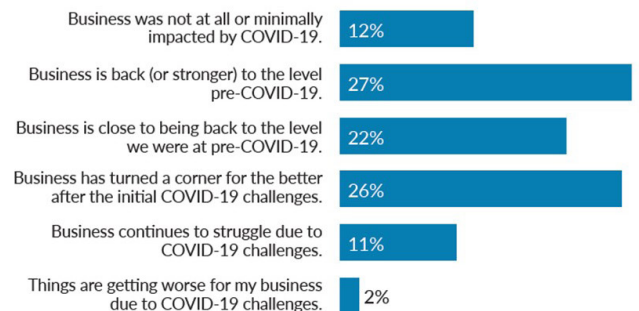


2021 Impact

How well has your business endured the impacts of the COVID-19 pandemic, nearly two years later?



What has been the impact of the COVID-19 pandemic on your business currently?



SYRACUSE BUILD'S PATHWAYS TO APPRENTICESHIP, APPLICATION DEADLINE FEB. 24

Syracuse Mayor Ben Walsh, Onondaga County Executive Ryan McMahon, CenterState CEO and other community partners are seeking applications from city residents for the third cohort of Syracuse Build's Pathways to Apprenticeship program. Applications will be accepted until Feb. 24. Thirty city of Syracuse residents have graduated from the paid 11-week program to date. The comprehensive apprenticeship readiness training program focuses on preparing women, people of color and veterans to help them gain access to the Building Trades' registered apprenticeship programs.

Previous graduates are now working in or are in the process of applying to union apprenticeship programs or jobs in the construction field. Throughout the Pathways to Apprenticeship program, participants have gained physical and technical skills needed to be competitive and successfully apply to a registered union apprenticeship. Entering a union-sponsored registered apprenticeship can be highly competitive; throughout the program, participants received exclusive networking opportunities with local trade unions and coaching and preparation for the registered apprenticeship application process.

Syracuse Build is a community initiative launched by Mayor Walsh to support local construction activity by connecting job seekers from Syracuse's historically marginalized communities with career pathways in construction related fields. Syracuse Build's goal is to align local government, unions, anchor institutions, and construction firms in a coordinated network of community, training and workforce partners. Work Train at CenterState CEO serves as an intermediary, bringing resources and partners to develop both the Syracuse Build initiative and the Pathways to Apprenticeship program.

Funding for the Pathways program comes from several community partners recognizing the need to prepare the local workforce, including the City of Syracuse, Greater Syracuse HOPE, Empire State Poverty Reduction Initiative, North America's Building Trade Unions, Central New York Community Foundation, United Way of Central New York, NYS Department of Labor and the Alliance for Economic Inclusion.

Information sessions for applicants to the Pathways to Apprenticeship program will be held virtually on Tuesdays and Thursdays through the Feb. 24. Candidates will be notified April 15 if they are accepted to the program and will begin May 2.

Application information can be found [here](#). for more information, contact Ebony Farrow, Pathways to Apprenticeship program manager, at efarrow@centerstateceo.com.



PATHWAYS TO
APPRENTICESHIP
syracuse build

CEO, TECH GARDEN MEMBERS & GENIUS NY TEAMS NAMED BEST TECH STARTUPS IN SYRACUSE

The Tech Tribune has released its 2022 list of the Best Tech Startups in Syracuse, New York. In partnership with Crunchbase, The Tech Tribune, delivers the latest technology news, in-depth technology articles, exclusive interviews with entrepreneurs, and insights on technology startups all over the world. Its Best Tech Startups series recognizes and honors the most exemplary young companies across the country. Considerations for the annual designations include, but not limited to: revenue potential, leadership team, brand/product traction, and competitive landscape. This year's top startups on the list are:

1. Spin Car*
2. Hidden Level
3. Quadrant Biosciences*
4. PLOWZ & MOWZ*
5. StorySlab*
6. TruWeather Solutions*
7. ResilienX*
8. CLLCTVE
9. Tuzag*

* CenterState CEO member (includes Tech Garden and GENIUS NY companies)

Learn more about what makes these companies top startups.



GENIUS NY TEAMS CONTINUE TO GROW



GENIUS NY

GENIUS NY Teams are Hiring!

Past and present GENIUS NY teams are hiring locally. Positions vary from engineering roles to business development, marketing and operations. Learn more about which teams are hiring.



- Frontend Developer
- Software Engineer
- Autonomous Flight Engineer (C/C++)
- Computer Vision Engineer
- Site Reliability Engineer (DevOps)



- Business Development Specialist
- Contract Instructor



Vermeer

- AI/Computer Vision Engineer & Project Manager
- Head of Federal Sales
- Senior Unity Developer
- Head of Commercial Business Development
- Head of Marketing
- Product Manager with AI/Computer Vision Experience



- Business Development Representative
- Software Engineer
- Field Operations Engineer



Director of Business Development



- VP of Business Development
- Test Engineer
- Head of Testing & Validation
- Marketing Intern



- Senior Deep Learning Engineer
- Deep Learning Engineer
- C++ Engineer
- Head of Business Development
- Product Engineer
- Product Engineer (DevOps)
- Product Manager
- Head of Product

Fotokite Announces \$14.8M Series B Financing Round

Fotokite, a Swiss startup making fully autonomous tethered UAVs for firefighting and public safety teams, and GENIUS NY grand prize winner, announced it has closed a \$14.8 million Series B financing round. The funding will enable Fotokite to scale operations, bolster its in-house engineering team, and drive sales of its Fotokite Sigma system in North American and European markets.

As a self-piloting, actively tethered aerial device, Fotokite Sigma provides immediate aerial situational awareness of an emergency scene to help increase response effectiveness and first responder safety. [Read more here.](#)



CLIMATE LEADERSHIP AND COMMUNITY PROTECTION ACT: COMMENT PERIOD OPEN

In 2019, New York passed the Climate Leadership and Community Protection Act (CLCPA), a landmark climate law that requires the state to massively reduce its greenhouse gas emissions, reach net zero emissions by 2050, and distribute at least 35% of all clean energy investments to communities that disproportionately suffer from pollution. The bill didn't specify how the state would achieve these goals. Instead, it created the Climate Action Council (CAC), a 22-member group appointed by former Gov. Cuomo and the state Legislature, which was tasked with devising the policies to achieve them. On Dec. 30, 2021 the Council voted to release the draft scoping plan for public comment. Jan. 1, 2022, marks the beginning of a 120-day public comment period to receive feedback from the public as the Council works to develop and release a final scoping plan by the end of 2022.



**Climate Action
Council**

Read the Council's full report.

Comments can be submitted via the online **public comment form**; via email at scopingplan@nyserdera.ny.gov; and via U.S. mail to Attention: Draft Scoping Plan Comments, NYSERDA, 17 Columbia Circle, Albany, NY 12203-6399.

The Council's draft plan recommends a broad array of regulatory measures, legislation, and other state actions across every sector of the state's economy – all of which could have significant implications for New York's business community for decades to come. Highlights of the Draft Scoping Proposal include:

Transportation

- Expand public transit and electrify the transportation sector.
- A statewide ban on all new sales of fossil-fueled, light-duty vehicles by 2035, with major incentives for people to move to electric leading up to that.
- Move all off road vehicles to electric by 2035.
- Move all medium and heavy-duty vehicles to electric by 2045.

Buildings

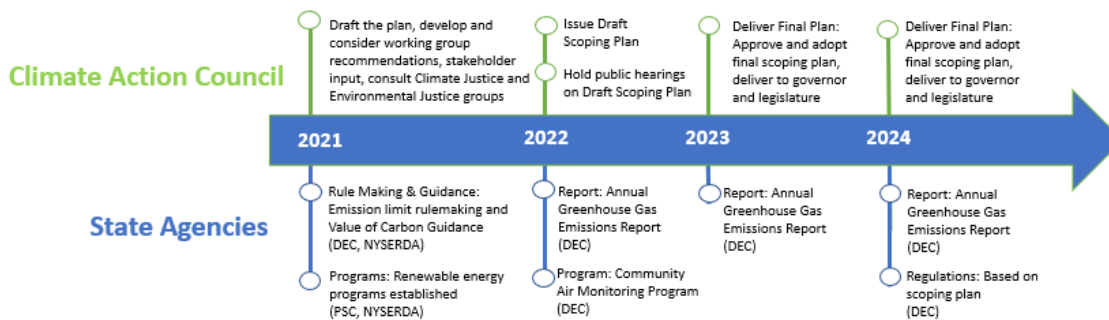
- Reduce the use of fossil fuels by replacing natural gas-based heating systems with electric heating pumps.
- From 2030 onward, more than 250,000 New York homes and thousands more commercial buildings each year are expected to be retrofitted or constructed to be energy efficient and to install heat pumps for primary heating, cooling, and hot water, which is more than a tenfold increase from annual adoption today.
- Adopt all-electric state codes by 2024 that prohibit gas/oil equipment for space conditioning, hot water, cooking, and appliances for new construction of single family and low-rise residential buildings (and additions and alterations as applicable).
- Adopt all-electric state codes by 2027 that prohibit gas/oil equipment for space conditioning, hot water, cooking, and appliances for new construction of multifamily buildings over four stories and commercial buildings (and additions and alterations as applicable).

Electricity

- All electric generation will be zero-emissions by 2050.
- Reach 9,000 MW of offshore wind by 2035.
- Peak demand will be provided by battery storage.
- Enhance improvements to grid reliability.
- Upgrade transmission and distribution systems to deliver power downstate.

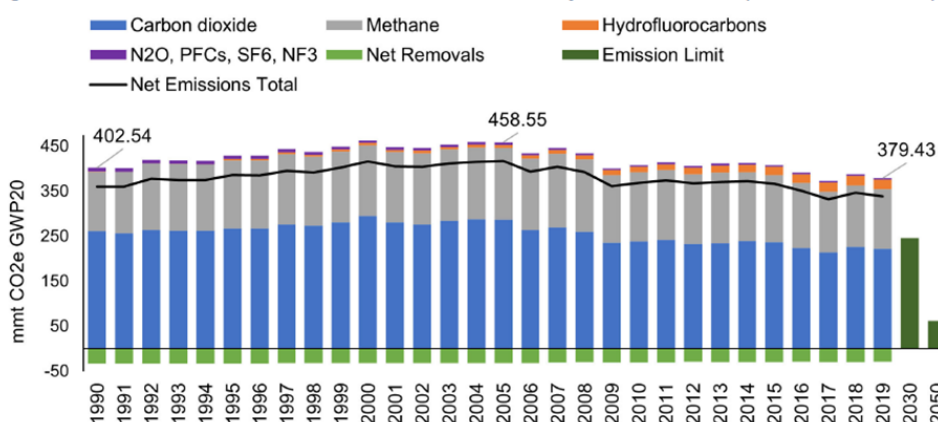
The Council's 850-page plan still leaves several key questions unanswered, including how implementation of its recommendations will be funded. Even with these uncertainties, however, the regulations proposed by the Council have the potential to be enormously impactful to New York businesses. CenterState CEO will follow the developments out of Albany over the next few years, to anticipate and analyze how these regulations will shape New York's future.

The Climate Leadership and Community Protection Act Timeline



Source: New York State Department of Environmental Conservation

Figure ES.1: NYS Statewide Greenhouse Gas Emissions by Gas, 1990-2019 (mmt CO₂e GWP20)



COVID-19 BUSINESS FUNDING RESOURCES

Program updates, listed below, are available to support businesses and nonprofit organizations affected by the COVID-19 pandemic. Please follow the provided links to determine whether your business or nonprofit is eligible to apply or visit www.centerstateceo.com/covid19resources.



FEDERAL

SBA Accepting COVID EIDL Loans Reconsideration and Appeal Requests

While the deadline for SBA’s COVID EIDL Loan program has passed, SBA will accept and review reconsideration and appeal requests for applications received on or before Dec. 31 if the reconsideration/appeal is received six months from the date of decline for reconsiderations and 30 days from the date of reconsideration decline for appeals – unless funding is no longer available. Borrowers can request increases up to their maximum eligible loan amount for up to two years after their loan origination date, or until the funds are exhausted, whichever is soonest. **For more information.**

SBA Accepting Reevaluation Requests from Declined Targeted EIDL Advance Applicants

While the deadline for SBA’s Targeted EIDL Advance program has passed, applicants that were declined may submit one request for reevaluation. The deadline for reevaluation requests is Feb. 15, 2022. **For more information.**

STATE

New York Forward Loan Fund (NYFLF) - closed

Phase 1 funding has been exhausted. **Check back on their website** for a next phase of funding.

RACIAL EQUITY & SOCIAL IMPACT - A MODEL FOR ADVANCING DIVERSITY, EQUITY AND INCLUSION

The advancement of diversity, equity and inclusion (DEI) can be seen across the nation, from recently appointed roles and promotions at companies like Pinterest Business, Acosta and Omnicom Health Group, to enhancing critical DEI initiatives at Starbucks and Avana. Champions of diversity are showing up in record numbers, and at CenterState CEO, the Racial Equity and Social Impact (RESI) portfolio is inspired to continue this work, and proud to be a leading DEI champion.

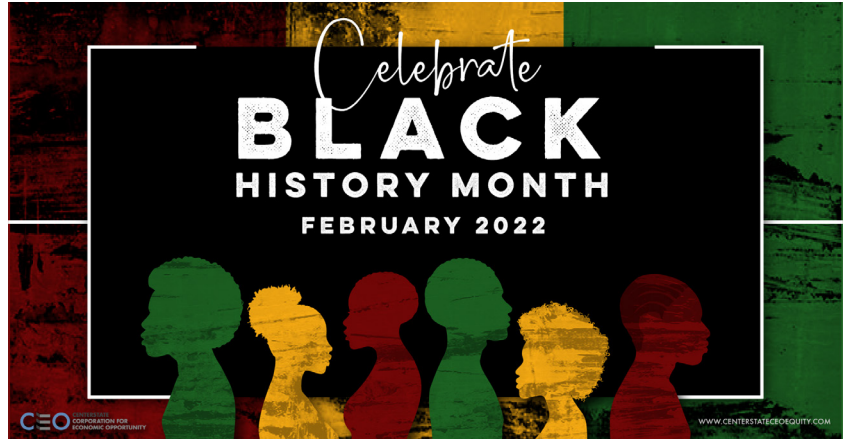
The Central New York Chapter of Association for Talent Development (CNY ATD) has recognized CEO's RESI portfolio as a **Champion of Learning**. This resulted from a presentation to CNY ATD on promoting racial equity, diversity and inclusion awareness and education, while helping build more equitable workplaces in Central New York.

With this distinction, the RESI portfolio acknowledges:

- Our work is a model for supporting DEI advancement.
- We invest in the talent and development of DEI experts leading in the community.
- We are modeling a method of DEI business that supports the development of MWBE-certified and non-certified businesses.
- We engage vendors of color to make our work possible.
- We are looking to grow our work in 2022 and improve the quality of the experience. This includes new events, such as a *Race for Equity* experience to help us bring the work to life in new ways.

Our team is excited to be recognized for its DEI work and looks forward to continued growth and success. Although, DEI isn't new, being recognized and highlighted for raising awareness and providing critical educational equity work that is transforming businesses and individuals is new. We also look forward to continuing the DEI journey with our clients.

Thank you, CNY ATD, for a wonderful honor!



February is Black History Month

Each month, www.centerstateceoequity.com highlights commemorative observances for various cultural groups, races and identities — celebrating accomplishments, recognizing their contributions and acknowledging the struggles of these diverse groups.

Black History Month, also known as African American History Month, celebrates the achievements of African Americans and their central role in shaping U.S. history each February. It is also to raise further awareness of the ongoing battle against systemic discrimination and inequity.

This month, www.centerstateceoequity.com includes highlights of important milestones, cultural achievements, historical injustices, and the influence of the African American community throughout history. We encourage you to read, learn and find new ways to pay tribute to the African American community as you expand your understanding toward equality, equity and social inclusion. You can also download social media graphics and find hashtags to use during the month.



Racial equity and social impact initiatives, DEI training courses and consultation services from CenterState CEO are available. Contact Dr. Juhanna Rogers at jrogers@centerstateceo.com to learn more.





The Tech Garden Podcast Returns – Hear from GENIUS NY Finalist, Circle Optics

The Tech Garden is excited to share new episodes of its Making It Happen podcast this month. The new episodes feature interviews with the newest GENIUS NY teams in the accelerator program. Find out how they are doing in Central New York after winning \$500,000 to \$1 million, and how they plan to scale in the region. The podcast is sponsored by Marquardt, a Tech Garden and GENIUS NY partner. **Listen to the podcast.**



Tech Garden Simplifies Membership Levels for 2022

Startup companies actively looking for coworking space, a mailbox, entrepreneur-in-residence support, workshops, mentorship, and all events access, should consider a Tech Garden membership. This level includes basic membership to CenterState CEO and is available through 2022 at the previous Basic Membership rate of \$100 per month.

The Tech Garden is also offering a Startup Community membership at no cost for 2022! Companies that are already a member of another incubator but would like to attend Tech Garden events and networking, and be eligible for enrollment in Tech Garden programming, may **contact Operations Manager Beverly Mack**. The Tech Garden expects this level of membership to appeal to new members who are looking for introductory programming (e.g., a 4-week Customer Discovery/Validation program in March) before taking the next steps.

MEMBER ESSENTIALS

Onondaga County Medical Society has selected Julie Panna as its new executive director.



SUNY Upstate's Medical University receives record \$25 million gift. **Upstate Medical and Syracuse Community Health Center** to develop urban family-medicine residency program.

Usherwood Office Technology appoints Ken Stinson as company president.



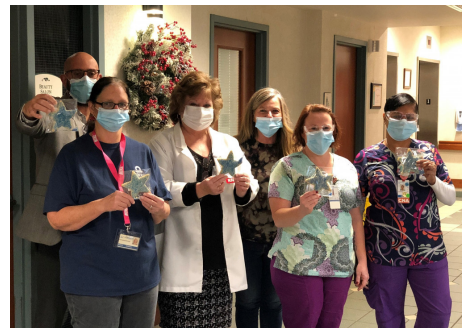
CNY Biotech Accelerator wins \$625,000 in state funding as certified business incubator.

NYS Department of Health and **Syracuse University** expand COVID-19 surveillance in wastewater. **Syracuse University** will use a grant of \$1.5 million over three years to create the multi-disciplinary Center for Global Indigenous Cultures and Environmental Justice. Scott Manning Stevens will serve as executive director of the new center.



Ska:ná spa at **Turning Stone Resort Casino** has been named the Top Spa in North America in a recent list by Spas of America.

The Manor at Seneca Hill earns 5-star quality rating and 5-star rating overall from the Centers for Medicare and Medicaid.



Oswego Health frontline heroes to be featured in nationwide documentary series hosted by Dennis Quaid.

Equitable commits to keeping 740 jobs downtown, investing \$65 million to upgrade offices.

New York Mets announce new Syracuse manager for 2022 is Kevin Boles.

Beardsley Architects + Engineers' projects at **Southwick Beach State Park** and **Green Lakes State Park** have received AIA CNY 2021 design awards.



Frank Curci is named CEO of Northeast Grocery, Inc., the parent company of Price Chopper/Market 32 and **Tops Markets**.



AmeriCU Credit Union donates \$25,000 to the Rome Area Chamber of Commerce's Business Assistance Fund.

Share Member News with Us! **Submit your member news at www.centerstateceo.com/add-member-news**



GOFCC ANNUAL MEETING, FEB. 15

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) 2022 Annual Meeting is Oswego County's premier virtual gathering of business and community leaders. GOFCC Executive Director Katie Toomey will highlight the chamber's programs and ongoing efforts to support members and outline exciting initiatives for the year ahead focused on the theme "Let's GO."

The Chamber will also honor members and community leaders, presenting its:

- **Community Investor Award** - recognizing individuals/organizations who have provided a substantial investment and commitment to the improvement of Oswego County's communities.
- **President's Award** - recognizing a member of the Advisory Council who has provided exemplary service above and beyond what is required.
- **Nancy Premo Woman of Distinction Award** - celebrating a woman in business whose service has made a positive impact in the community, in honor of Nancy Premo, CenterState CEO's late vice president of Human Resources.

Sponsorships are available. Contact Sara Broadwell at sbroadwell@oswegofultonchamber.com.



GOFCC SUPPORTS NOVELIS EMPLOYEE DISCOUNT PROGRAM

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) is proud to partner with Novelis to support its **Employee Discount Program**. Novelis employees get access to numerous deals at local businesses in and around Oswego, simply by presenting a key card at participating locations.

Additional businesses interested in participating should contact sbroadwell@oswegofultonchamber.com.

Novelis Employee Discount Key Tag Program Participating Businesses

Automotive

A&P Automotive
Dynamic Automotive and Home Accessories
NAPA Auto Parts
Oswego Auto and Tire
Par-K Chrysler Jeep
White's Car Care

Grocery

Garafolo's
Green Planet Grocery
Paul's Big M

Lodging

All Seasons Inn
Beacon Hotel
Broadwell Hospitality

Recreation

Amnesty Crossfit
Oswego YMCA
Fulton YMCA
Sunset Yoga Studio
Take Charge Strength Studio
WonderWorks

Restaurants, Food and Beverage

5 Points Wine and Liquor
Bame's Wine and Liquor
Brandon's Pub + Grille
Bridie Manor
Cam's New York Pizzeria
Canale's Restaurant
Cheap Seats Sports Bar and Grille
Eastside Nutrition
GJP Italian Eatery
GS Steamers Bar and Grill
Kathy's Cakes and Big Dipper Ice Cream
La Parrilla
Man in the Moon Candies
Oswego Subshop
Oswego Wine and Liquor
Pigger's Liquor
Stefano's Pizzeria and Restaurant
The Eis House
The Mix
Vona's Restaurant

Retail

B&T Sports Shop
Burke's Do It Best Home Center
C&B Farm and Garden
Carhartt
CNY Ranch Supply and Feed
Cortini's
Dufore's for Diamonds
John John's Bike Shop
JP Jewelers
Maida's Floral Shop
Murdock's Bicycle and Sports
Raby's ACE Home Center
The Darling Elves Floral and Gift Shop
Zamps

Services and Personal Care

Heather L. Rice, LMHC, PLCC Counseling Services
Flourish Beauty and Spa
Northwestern Mutual
Muddy Paws
Phones R Fixed
Riverview Wellness Center
Serenity Spa on Lake Ontario, PLCC
Stephen C. Greene, Jr., Esq.
Wayne-O's Guide Service



CENTERSTATE CEO ECONOMIC CHAMPION

Tompkins Trust Company

Founded in 1836, Tompkins Trust Company serves the Central, Western, and Hudson Valley of New York, and the Southeastern region of Pennsylvania. The bank offers personalized service, local decision-making and a broad range of services for consumers and businesses. Insurance services are offered through Tompkins Insurance Agencies, and wealth management services are available through Tompkins Financial Advisors.

Since opening the Syracuse office at Lyndon Corners, 6868 E. Genesee St., Fayetteville, in 2016, Tompkins Trust Company has had \$50 million in deposits and lent more than \$300 million to businesses and consumers in the Central New York market. Recently, it led the financing for the City Center project in downtown Syracuse, which will convert a mostly vacant former department store into offices, apartments and retail space.

Because the bank's senior management is locally based, it has a firsthand understanding of this community and a unique commitment to the vitality of its businesses and families. Today, it continues to honor the mission that began more than 180 years ago — to provide long-term value and earn the trust of the clients and communities it serves.

Tompkins Trust Company is dedicated to enhancing the vitality of Central New York's communities through the support of numerous local economic, arts, education, and health-related organizations. Additionally, its employees contribute countless hours of community service and fundraising activities for area organizations.

Learn more at www.tompkinstrust.com.



TOMPKINS
 Trust Company | Insurance Agencies
 Financial Advisors

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



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& Business Banking**



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NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months, each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, chaired by Michelle Salvagno, The Garam Group.

Emerald City Window Cleaning



Emerald City Window Cleaning is a full-service residential and commercial window cleaning company founded in 2012 on the idea of service to the community, its employees, and its clients. Emerald also offers residential exterior house washing and flat surface cleaning, and regular interior and/or exterior cleanings for commercial and storefront clients.

222 Old Bridge St., Suite 101

East Syracuse, NY 13057

Daniel Campbell

www.windowcleaningcny.com

315-488-8088

PNJ Technology Partners

PNJ Technology Partners was founded in 1984 by Paul Joralemon — giving it more than 30 years experience of providing IT support in Albany. P.J.N. is also a proud second generation company that has grown and thrived for more than three decades because it is not afraid to adapt; moving beyond traditional break/fix services to a more proactive approach.

426 New Karner Road

Albany, NY 12205

Liz Foster

www.pnjtechpartners.com

518-459-6712

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Discover Northern Italy and its Lakes

September 14-22, 2022

**Highlights: Padua, Venice,
a glassblowing demonstration,
St. Mark's Square, Lake Garda,
Sirmione, Lake Maggiore,
Lake Lugano, Lake Como
and Bellagio**

**Includes 10 meals and round-trip air fare from Syracuse Hancock International Airport
Per person prices if booked by March 15, 2022: Single \$4,449; Double \$3,849; Triple \$3,819**

Reserve your spot, contact Jennine Lombardi at (315) 701-2648 or JLombardi@nyaaa.com



www.centerstateceotravel.com

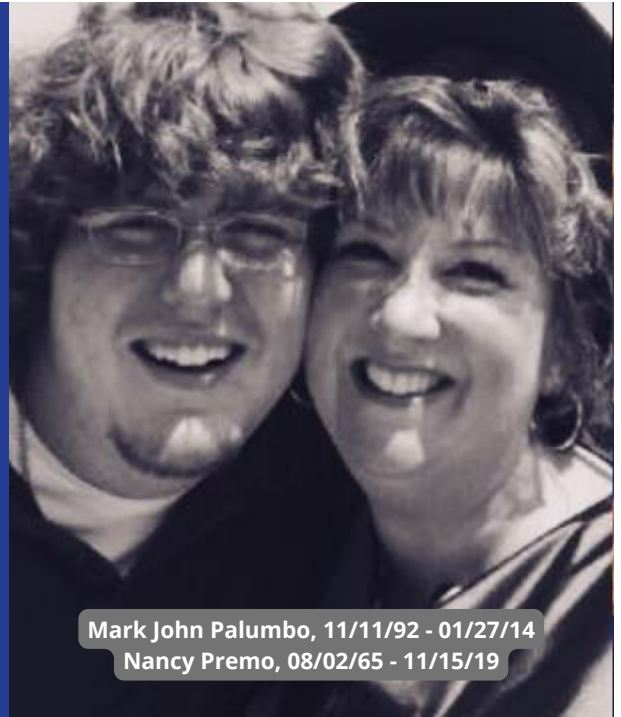


8th Annual

Mark J. Palumbo Memorial Clothing Drive

Honoring Nancy Premo

JAN. 28 TO FEB. 28



Mark John Palumbo, 11/11/92 - 01/27/14
Nancy Premo, 08/02/65 - 11/15/19

Mark lost his life from hypothermia. This drive, started by his mother, Nancy Premo, and continued in her memory, is a quest to prevent anyone from losing their life from exposure. Thank you for helping us continue this important work in their memory.

3 WAYS TO GIVE

- Bring gently used winter coats, hats, sweatshirts, gloves, scarfs, sweaters and warm socks to any Rescue Mission **drop-off location**.
- Make a **direct donation** to this initiative through the Rescue Mission to support the purchase of warm clothing items for those in need.
- Purchase new items on the Rescue Mission **Amazon wish list** to support this effort.



rescue mission



CENTERSTATE
CORPORATION FOR ECONOMIC OPPORTUNITY

If your organization is interested in hosting a warm clothing drive collection at its office or location, please reach out to Gina Rapasadi, at Gina.Rapasadi@rmsyr.org.

CENTERSTATE CEO AMBASSADORS

CenterState CEO Ambassadors welcome new CEO members and provide recognition to businesses celebrating grand openings, reopenings, company anniversaries, and other important milestones. CEO wants to recognize and celebrate members' special events. Please contact Justin Miller at 315-470-1818 or ambassadors@centerstateceo.com to share your recent milestone or learn how you can join the Ambassador committee.



Chimera Integrations, located at 6035 E. Taft Road, Suite 102, N. Syracuse, celebrates its 5th anniversary.



Dakota Wealth Management, located at 432 N. Franklin St., Suite 80, Syracuse, celebrates its new location.



Exhale Café & Bake Shop, located at 174 Township Blvd. #20 (in Township 5), Camillus, celebrates its grand opening.



Kin Architecture Studio, PLLC, located at 218 Hawley Ave., Syracuse, celebrates the grand opening of its new location.

MEMBER MILESTONES

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

45 YEARS

Syracuse University

Home Builders & Remodelers of Central New York

40 YEARS

Thru-Way Auto Glass Distributors

Milton J. Rubenstein Museum of Science & Technology (MOST)

30 YEARS

East Coast Properties

The Centers at St. Camillus

25 YEARS

Syracuse Fire Fighters Assoc., Local 280, IAFF

20 YEARS

Solvay Bank

15 YEARS

Citizens Bank - NY

Giovanni Food Co., Inc.

10 YEARS

Syracuse Housing Authority

Stevadore Lofts

Morningstar Care Center, Inc.

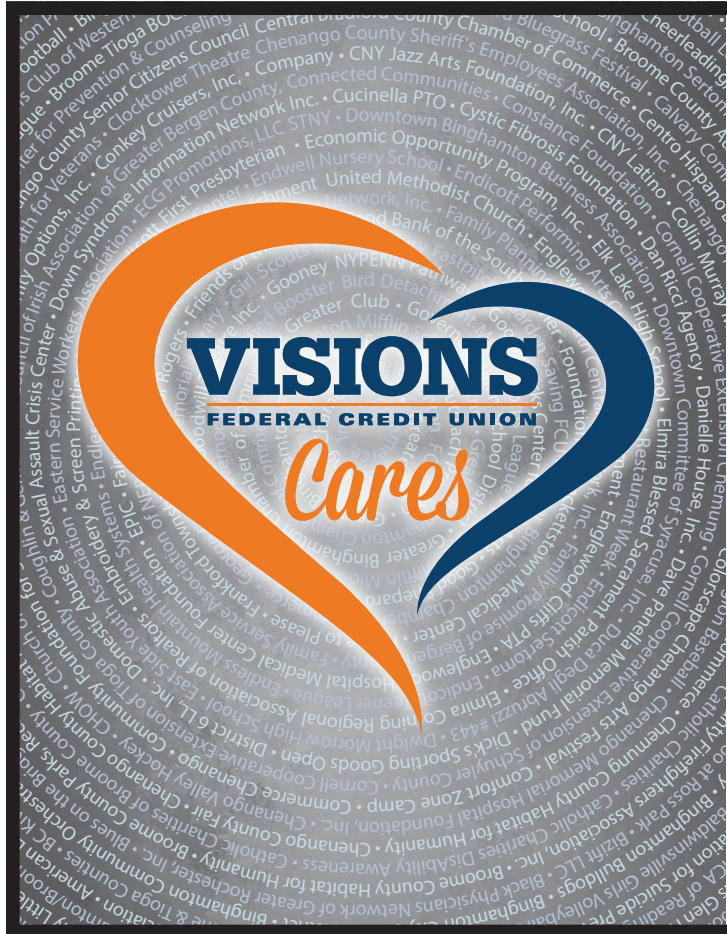
The UPS Store Fayetteville

Blue Water Capital Management, LLC

5 YEARS

Abundant Life Christian Center

BME Company



COMMITTED TO COMMUNITY

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

We are proud to support CenterState CEO!

VISIONS
FEDERAL CREDIT UNION
visionsfcu.org/cares

Come visit us!

Cicero Office
5788 E Circle Dr.

Syracuse Office
500 Erie Blvd W

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by NCUA

New York | New Jersey | Pennsylvania

How to sell CNY's good life to your candidates

Visit www.GoodLifeCNY.com
For everything you need to market
Central New York
Contact Ben Sio to get involved
315.470.1838
Bsio@centerstateceo.com



A project of
CenterState CEO



Challenge '22: How to Sign Up

On Feb. 2, 2022, the Downtown Committee of Syracuse, Inc. launches Challenge '22 to celebrate, promote and drive traffic to the incredible businesses and cultural institutions that call downtown Syracuse home. Participants in the challenge will strive to complete 22 tasks designed to immerse them in downtown's revitalization and help support local businesses. Tasks may be completed in any order. As tasks are completed, participants will earn puzzle pieces that will ultimately complete a commemorative puzzle, which will make a great display at home or the office. The challenge officially kicks off this month but will run throughout the year. To sign up, email mail@DowntownSyracuse.com and put "Challenge '22" in the subject line. Include your name, email address, address where you prefer to receive mail, and preferred social media information. Participants will receive a "starter kit" in the mail, featuring materials to help complete the tasks. More information can be found at DowntownSyracuse.com.



Special thanks to the Syracuse Poster Project for providing artwork for the puzzles.

Save the Date: Downtown Dining Weeks Begins March 1

To the delight of foodies across Central New York, the 18th annual Downtown Syracuse Dining Weeks will start Tuesday, March 1, and continue through Sunday, March 13. The popular promotion will star dozens of locally owned restaurants in downtown Syracuse. A list of participating restaurants will be shared at DowntownSyracuse.com later this month. Restaurants will serve three-course dinners for \$35 (or less) and lunches, featuring three items for \$15 (or less). **Menus will be uploaded** so users can sort their preferences according to the cuisines they are craving.

Presented by Visions Federal Credit Union, Downtown Syracuse Dining Weeks is one of the most talked about and anticipated events in the community. The tradition started in February 2005 to generate business during the mid-winter season, which tends to be a slower time of year for restaurants. The Downtown Committee encourages the community to join the Dining Weeks conversation by following along on Facebook, Twitter, Instagram and LinkedIn. Please use the hashtag, #DiningWeekSYR.



Support Beautification Blooming Throughout Downtown Syracuse

It's never too early to think spring. In less than four months, downtown Syracuse will be blooming in purple to welcome spring and summer! Support the Downtown Syracuse Foundation by sponsoring a flower basket to dress downtown's streets. This spring, 350 baskets will be installed through Cathedral, Clinton, Hanover and Armory Squares and the Heart of Downtown neighborhoods. Each tax-deductible donation of \$55/basket helps to foster a vibrant, thriving downtown Syracuse. Those interested may mail a check to the Downtown Syracuse Foundation, Inc. at 115 West Fayette St., Syracuse, NY 13202, or [access a link for credit card payments on the Downtown Committee website.](#)



NUAIR and New York UAS Test Site Unlock 35 Miles of Beyond Visual Line of Sight Drone Operations

NUAIR and the New York UAS Test Site have received authority from the Federal Aviation Administration (FAA) to fly unmanned aircraft systems (UAS), commonly referred to as drones, beyond visual line of sight (BVLOS) across 35 miles of airspace within New York’s 50-mile Drone Corridor. Current regulations require drone operators to always have a pair of eyes on the drone, limiting the ability to fly long distances. The ability to safely fly BVLOS is the key to unlocking the full potential and economic advantage of routine commercial drone operations like medical and package deliveries.

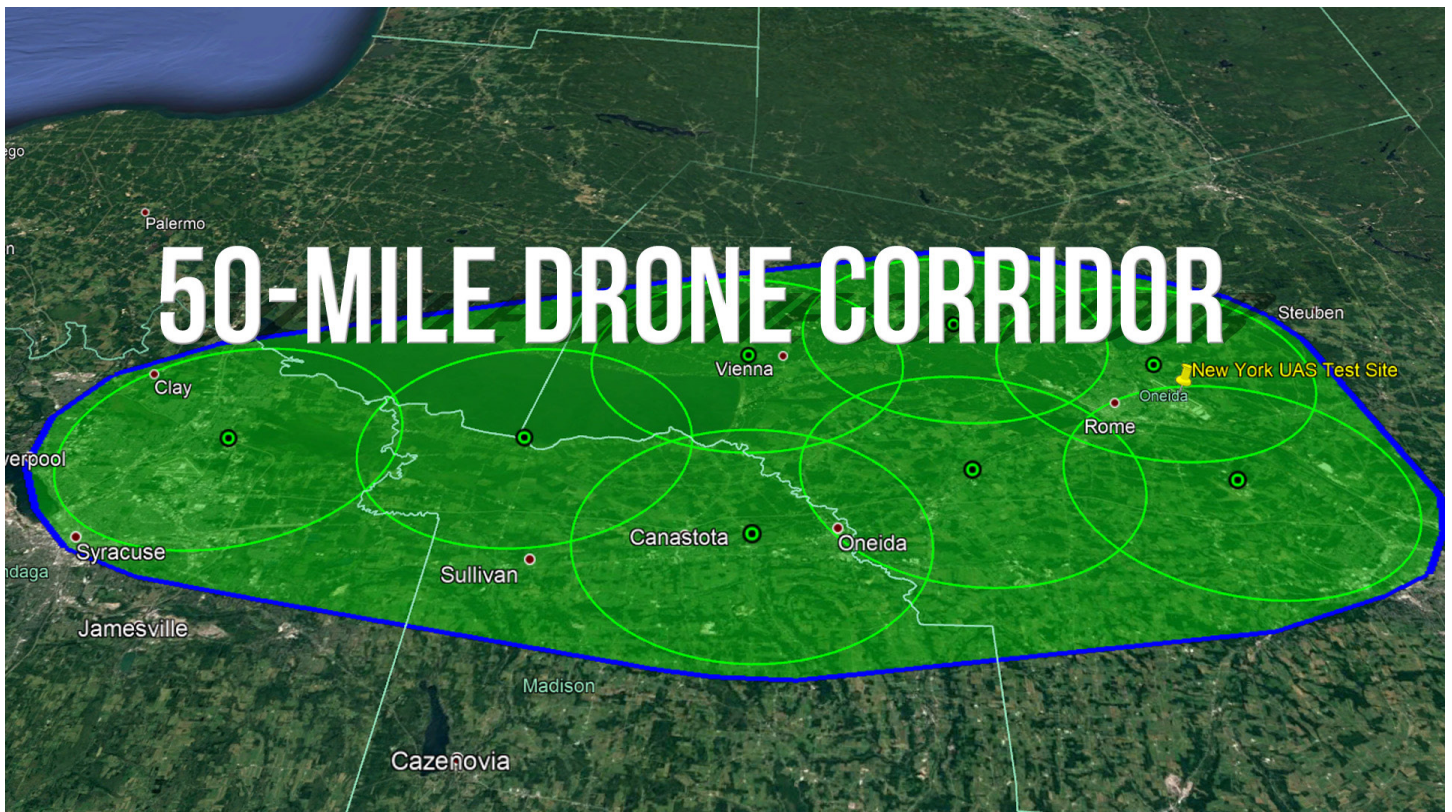
In 2019, NUAIR and the Test Site received their first BVLOS authority for an eight-by-four mile stretch of airspace from the New York UAS Test Site, at Griffiss International Airport, south to the State Preparedness Training Center in Oriskany. This new airspace authority extends west of Griffiss toward Oneida Lake increasing their overall BVLOS airspace to 35 miles.

This authorization will allow NUAIR to test more advanced, long-range flights and help prove BVLOS operations can be done safely – the key component in realizing the true economic advantage of commercial drone operations. NUAIR will utilize the ground-based surveillance systems (GBSS) installed throughout the corridor to monitor air traffic and detect intruder aircraft for BVLOS operations that are taking place at or below 400 feet. Visual observers may also be deployed during BVLOS operations to assure safety of operations.

NUAIR is a key element to Central New York’s UAS and wider high-tech ecosystem that continues to flourish, being an economic driver for New York state. NUAIR’s cross-collaboration between public, private, government and academia play a vital role in the economic development of the region and keeping New York at the forefront of these emerging technologies including UAS, 5G, quantum computing, artificial intelligence, autonomy and more.



Drone flying at the New York UAS Test Site at Griffiss International Airport.



Graphic representation of New York’s 50-mile drone corridor.

EVENTS

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

CenterState CEO

2022 Annual Meeting

Save the Date!

April 26, 2022

Noon

Join CenterState CEO members, business leaders and executives for a presentation featuring the prestigious Business of the Year awards, recognizing companies in five categories:

**Member Business
with fewer than 50 Employees**

**Member Business
with more than 50 Employees**

Community Involvement

Nonprofit

Minority-Owned Business

Check

www.centerstateceo.com/events
soon for more information
or contact Lisa Metot at 315-470-1870 or
lmotot@centerstateceo.com

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Construction Company Growth Accelerator, See dates below

3 to 5 p.m. | Virtual

Attendees do not need to be in the construction industry to take advantage of this valuable series offered by the Upstate Minority Business Alliance (UMEA). Content is suitable for emerging, growth-oriented and mature business enterprises. Attendees are encouraged to sign up even if unable to attend all the sessions. Presented by the Syracuse Builders Exchange.



Session 4 - **Accounting Basics** – The Bonadio Group – Feb. 3

Session 5 - **Project Management** – E. Smith Contractors – Feb. 10

Session 6 - **Startup to Growth** – Wise Women's Business Center – Feb. 17

Session 7 - **Bonding** – Insurance of America – Feb. 24

Session 8 - **Banking & Financials** – Community Bank – March 3

Session 9 - **Marketing** – IMR Solutions – March 10

Cost: Free. **Learn more and register.**

GOFCC Annual Meeting, Feb. 15

12 to 1 p.m. | Virtual

The Greater Oswego-Fulton Chamber of Commerce (GOFCC) 2022 Annual Meeting is Oswego County's premier virtual gathering of business and community leaders. GOFCC Executive Director Katie Toomey will highlight the chamber's programs and ongoing efforts to support members and outline exciting initiatives for the year ahead focused on the theme "Let's GO."

Cost: \$20 for members; \$25 for non-members. **Register.**

Racial Equity & Social Impact Leadership Sessions

Inclusive Communications: Representation Matters, Feb. 17

9 to 10:30 a.m. | Virtual

Explore why representation matters in your communication strategies during this thought-provoking panel discussion with leaders in their fields. Engage in thinking critically about how diversity, inclusion and representation in communications is critical to advancing your organization's equity work, as well as staying competitive and achieving customer loyalty. Walk away with knowledge of practices to deploy within your organization. Panelists:



• Stephanie Crockett, president and chief operating officer, Mower

• Tamisha Hallman, account supervisor, Edelman

• Nikita Jankowski, PR & marketing pro; lifestyle blogger

Moderator is Dr. Juhanna Rogers, VP of Racial Equity & Social Impact, CenterState CEO.

Sponsored by Berkshire Bank.

Cost: \$15 for members; \$20 for non-members. Proceeds support the development of future equity programs for the benefit of members and the community. **Register.**

SAVE THE DATE!

Buy Local Bash, May 19

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

CenterState CEO and SyracuseFirst are taking the Buy Local Bash, sponsored by AmeriCU, back to the streets this spring with a LIVE shopping event. This is a one-of-a-kind local shopping and sampling event you won't want to miss. Follow **Facebook** and **Instagram** for more information about the return of the Bash! In the meantime, don't forget to shop local!



BUY Local
BASH

CENTERSTATE CEO VIRTUAL EVENTS EDUCATE & CONNECT MEMBERS

CenterState CEO brings engaging speakers and critical information to its members and the business community for networking, professional development, community engagement and more. Recent highlights included:



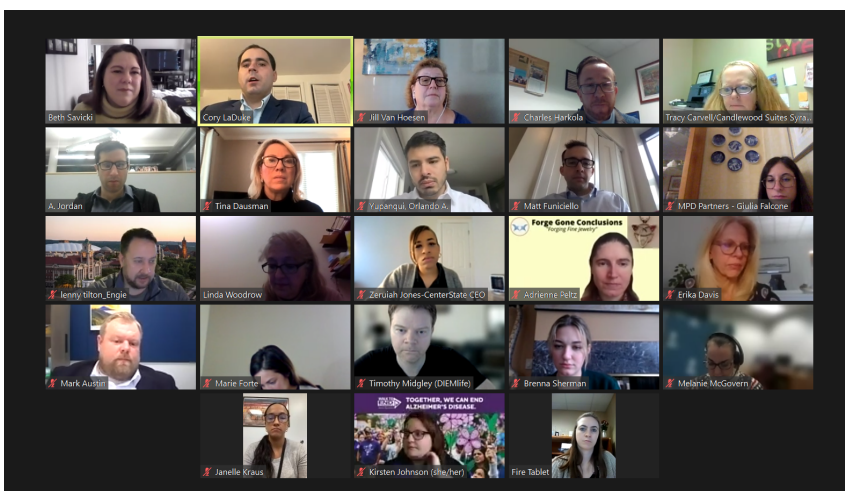
CEO | SPEAKER SERIES - Tech & Culture Speaker Series, Featuring Holly Schadt

Holly Schadt, an application analyst specializing in Enterprise Resource Management and Electronic Data Interchange at Byrne Dairy, Inc., discusses the path that led to her career with Byrne for 17 years and counting. She explains the major IT projects she has been involved in including building new manufacturing plants, data center moves, Office 365, phone system replacement, networking, software, and hardware. Schadt also shared how continuing to work after being diagnosed with breast cancer in 2020 aided her recovery. Hosted by Generation Next; sponsored by JPMorgan Chase & Co.



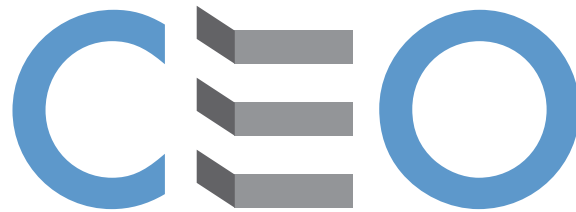
CEO | PROFESSIONAL DEVELOPMENT - Racial Equity & Social Impact Leadership Session - Inclusive Workspaces: The Latinx Experience

Led by Dr. Juhanna Rogers, CenterState CEO, Latinx leaders Hugo Acosta, CNY Latino Media; Bea Gonzalez, former Common Council president and Syracuse University vice president (retired); and Diana Jaramillo, Kin Architecture Studio, PLLC, discussed with nearly 40 attendees what it means to be an ally in the workplace, how to be a more inclusive manager or colleague and how equity work can drive business success. Sponsored by Berkshire Bank.



CEO | NETWORKING - Virtual Speed Networking

CenterState CEO and Greater Oswego-Fulton Chamber of Commerce members enjoyed building relationships during this sold-out session. Attendees engaged in both large- and small-group dialogue from the comfort of their office or remote work location.



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