

ADDITIONAL FED STIMULUS ADDRESSES GAPS IN PRIOR RELIEF FUNDING



CenterState CEO's COVID-19 Response Efforts Continue

Congress has approved additional funds for small business relief, including an additional \$310 billion for the Paycheck Protection Program (PPP) and \$60 billion for the Economic Injury Disaster Loan (EIDL) program, in response to the COVID-19 pandemic. These additional funds allow the SBA to provide further flexible assistance to small businesses to cover operating expenses, including payroll and fixed costs such as rent and utilities.

The Paycheck Protection Program and Health Care Enhancement Act also includes changes to the PPP and EIDL programs that CenterState CEO strongly advocated for, including provisions that allocate lending capacity to nonprofit and community-based lenders working with businesses that lack strong relationships with traditional lending institutions. This limitation to the original bill disproportionately impacted the minority business community. Additionally, farmers and agricultural enterprises are now eligible for the EIDL program, which will have a major impact on Central New York's rural communities. Key components include:

Additional Funding & Reforms to PPP

\$310 billion in additional lending authority for PPP with reforms to expand access to more small businesses and better serve unbanked and underserved small businesses and nonprofits. This includes:

- **\$60 Billion Set-aside for Smaller Lenders:** This funding for small- and mid-sized banks, credit unions and community-based lending institutions will help ensure that unbanked and underserved businesses can get access to PPP, including minority-owned businesses, rural businesses and smaller nonprofits. The set-aside is broken down as follows:
 - **\$30 Billion to Community-Based Lenders:** for Community Development Financial Institutions (CDFIs), Minority Depository Institutions, SBA micro lenders, and certified development companies/SBA 504 lenders, as well as the smallest credit unions and banks with assets under \$10 billion.
 - **\$30 Billion to Small- and Mid-Sized Lenders:** for credit unions and banks with assets between \$10 billion and \$50 billion.

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PAYCHECK PROTECTION PROGRAM AND HEALTH CARE ENHANCEMENT ACT

CEO CENTERSTATE CORPORATION FOR ECONOMIC OPPORTUNITY



COVID-19 Business Impact Survey Results

CEO Welcomes New & Re-elected Board Members



CenterState CEO All New Virtual Events

COVID-19 BUSINESS RESOURCES

CEO CENTERSTATE CORPORATION FOR ECONOMIC OPPORTUNITY

Stay up to date on relevant news, information and resources on COVID-19-related business impacts, and how CenterState CEO is responding at:
www.centerstateceo.com/covid19resources.

Contact CEO's team with questions, additional information needs, or with resources or solutions you can deploy, particularly items that are in high demand by the health care industry and other essential responders.
support@centerstateceo.com.

ADDITIONAL FED STIMULUS continued from front page

\$60 Billion for SBA's EIDL and Emergency Economic Injury Disaster Grant Program

These emergency programs provide flexible assistance to small businesses to cover operating expenses, including payroll and fixed costs like rent and utilities. Funding for each program includes:

- **Additional \$50 Billion for the EIDL program:** which will support over \$350 billion in new disaster loans directly from SBA.
- **Additional \$10 Billion in EIDL grants:** providing up to \$10,000 as a cash advance to provide immediate relief for operating expenses for small businesses and nonprofits that apply for an EIDL. The cash advance does not have to be paid back.

EIDL Eligibility for Farmers and Other Agricultural Enterprises

- Agricultural enterprises with fewer than 500 employees are added as eligible recipients for grants of up to \$10,000 and low-interest loans of up to \$2 million through the EIDL Program.

"While this will not be the final stimulus bill, this interim funding is a welcome relief for the many small businesses that were left out when the original PPP ran dry," said Rob Simpson, president of CenterState CEO. "We will continue to advocate for smart federal investments that will support our economic recovery and the development of a more resilient economy."

How to Access SBA Relief Funds

Paycheck Protection Program (PPP)

- Visit the SBA's Paycheck Protection Program page: <https://bit.ly/CEO-PPP>.
- Reach out to your current financial institution or check the SBA list of participating lenders: <https://bit.ly/CEO-LENDERS>.

Economic Injury Disaster Loan (EIDL)

- Review the SBA's Economic Injury Disaster Loan Emergency Advance page: <https://bit.ly/CEO-EIDL>.
- Learn more at the SBA's website: <https://bit.ly/2YiAuvL>.
- Find free SBA assistance locally: <https://bit.ly/35n6XIZ>; or submit a request for assistance to the NYS Small Business Development Center network: <https://bit.ly/CEO-SBDC>

CENTERSTATE CEO TO OFFER RE-OPENING TOOLKIT

A measured, strategic return to the workplace and reopening of businesses will require new tools and best practices to ensure safety alongside economic recovery.

To support members as they undertake the unprecedented challenge of resuming onsite business operations, CenterState CEO is developing a Re-opening Toolkit with information, resources and best practices to help keep businesses, customers and employees safe and healthy.

Tell CenterState CEO what information and resources are most needed as businesses and employees prepare for an eventual return to work, at support@centerstateceo.com, subject line: *Toolkit*.

Look for current and forthcoming resources at www.centerstateceo.com, including best practices for workplace safety in manufacturing environments – <https://bit.ly/CEO-MP> – and links to child care resources and other community resources – <https://bit.ly/CEO-CR>.

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GOVERNMENT RELATIONS

COVID-19 Forces New York to Adopt Flexible State Budget

In the midst of combatting the COVID-10 pandemic, New York state adopted a FY 2021 budget with significant differences from what was envisioned just weeks before it passed.

The \$177 billion budget includes a \$10 billion reduction from operational spending detailed in Gov. Andrew Cuomo's original executive budget proposal and anticipates a revenue shortfall of at least \$10 billion. The plan authorizes short-term borrowing of up to \$11 billion and the ability to tap into the state's reserve funds, if necessary. Given the unprecedented nature of the COVID-19 crisis, the state's budget director has been authorized to adjust spending downward in any month where revenues fall more than 1% below current projections. Conversely, spending guidelines could increase if New York receives additional recovery assistance from the federal government.



Three of "The Top Five" policy priorities identified in CenterState CEO's 2020 New York State Legislative Agenda were addressed in the enacted budget.

- Inclusion of a delayed expansion of New York's **prevailing wage requirements** to development of projects that are more than \$5 million and receive more than 30% of construction costs in state and local assistance. A number of exceptions to this requirement were also added, including: brownfield redevelopment projects, projects utilizing historic rehabilitation tax credits, affordable housing projects, certain renewable energy projects and more. Expansion of prevailing wage is scheduled to take effect in 2022, however, there is a significant chance that implementation of this law could be delayed further, due to economic conditions. CenterState CEO opposed this legislation and will work to mitigate its impact on the region.
- Efforts to reclassify "**gig workers**" as employees were removed from consideration in the budget. CenterState CEO supports efforts to provide gig workers with protections, however, it opposes classifying them as employees as this will have serious unintended consequences, as witnessed by fallout from a similar law, AB5, passed last year in California. CEO strongly encourages legislative leaders to find a new approach, perhaps modeled on the state's successful Black Car Fund.
- The **New York Health Act**, an effort to create a state-level single-payer health care system, was removed from consideration. CenterState CEO opposes this measure, but supports efforts to achieve universal coverage while maintaining choice to select providers and plans.

Several key elements of the budget will have direct impacts on business:

- **No increase in taxes.** The budget continues previously approved reductions in the state income tax.
- A requirement that businesses with five to 99 employees receive a minimum of five days of **paid sick leave**, per year. For businesses with 100 or more employees, the requirement is seven days per year.
- A provision to permit the sharing of motor vehicle records with the federal government, which had been banned under the state's Green Light Law, if the records pertain to individuals applying to **federal trusted traveler programs** to expedite border crossings, or if the information is used to facilitate vehicle exports and imports. It's anticipated that this change will re-open these programs to New York residents. Currently, these programs are closed nationwide.
- A **ban on Styrofoam**/polystyrene single-use food containers and packaging peanuts will go into effect in January 2022.

Additional notable measures include:

- Funding for Syracuse's new **STEAM School**. This will enable creation of a comprehensive regional education and training center, with a focus on science, technology, engineering, arts and math. The restoration of the former Central Tech High School will be open to students from Syracuse and across Onondaga County, a first-of-its-kind school in New York state.
- **Education aid** will be held at about the same level as the FY 2020 budget due to COVID-19 crisis. It was anticipated to receive an increase of about 4%, representing average growth in recent years.
- Plans for a **\$3 billion environmental bond act** to be decided on by voters in November. If approved, the state would be permitted to borrow funds for flood mitigation projects, land reclamation and other initiatives aimed at reducing the impacts of climate change.
- Some **Medicaid cost reduction** measures. However, many of the provisions from the governor's Medicaid Redesign Team were not a part of the final package, including a provision that could have transferred significant new Medicaid costs to county governments. The decision to set aside many of the MRT recommendations is attributed to the strain on New York's medical community caused by the coronavirus outbreak.
- Funding for **Regional Economic Development Councils** and the **Downtown Revitalization Initiative**.

For more information, contact Kevin Schwab, vice president of public policy and government relations, at kschwab@centerstateceo.com.

CENTERSTATE CEO'S COVID-19 RESPONSE EFFORTS CONTINUE

CenterState CEO has reprioritized its staff and resources to support members and meet the emerging needs of the community during the COVID-19 pandemic. Initiatives underway include:

Advocacy

CenterState CEO continues to advocate for smart federal investments that will support the region's economic recovery and the development of a more resilient economy. Among the priorities CEO is advocating for are:

- **Additional targeted federal relief** – Additional relief must include provisions that allocate lending capacity to nonprofit and community-based lenders working with businesses that don't have strong relationships with traditional lending institutions, and address the disproportional impact on the minority business community caused by limitations to the initial stimulus. Additionally, financial support is needed for states and metropolitan areas with populations below 500,000.
- **Jobs** – Crisis levels of unemployment are likely to persist beyond the immediate recovery. A jobs program to put people back to work, once it's safe to do so, should employ people in areas that address the issues that were holding the area's economy back before the pandemic, such as laying fiber to improve digital access, energy and climate resiliency projects and infrastructure.
- **Research and Development** – Significant investment in basic and applied R&D in health sciences, industry 4.0, transportation and energy/climate, needed not only to better prepare for these threats in the future, but to flow to the region's educational and health care institutions that have been severely impacted and drive innovation in the economy.
- **Infrastructure** – A record investment in infrastructure, including roads, bridges, high-speed rail, telecommunications, research parks, water and sewer, mass transit, smart cities and unmanned systems.
- **Displaced Workers** – A robust training and education program that engages the region's extensive educational infrastructure in helping workers gain new skills that are relevant to the industries and jobs that re-emerge from this crisis.
- **Deregulation** – A temporary pause on regulatory activity that stifles competitiveness to give business and industry a chance to regain its footing.

CenterState CEO Seeks to Connect PPE Suppliers with Local Essential Businesses



Companies able to supply or make personal protective equipment (PPE) and are interested in donating or selling it locally are asked to please contact CenterState CEO with details on the type of PPE you have to offer. Please also let CEO know if you are an essential business trying to acquire PPE for your workforce, including the types and quantities needed by contacting David Mankiewicz at dmankiewicz@centerstateceo.com.

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GREATER OSWEGO-FULTON CHAMBER OF COMMERCE COVID-19 UPDATES

- Companies looking for information on COVID-19 and its impact on business, can visit CenterState CEO's [COVID-19 Business Resource page](#). It is updated daily with relevant information on how COVID-19 may be impacting local businesses, including Oswego County relief resources and how the Greater Oswego-Fulton Chamber of Commerce (GOFCC) is responding.
- The Richard S. Shineman Foundation has partnered with the Oswego County Community Foundation and United Way of Greater Oswego County to establish the Oswego County COVID-19 Fund. This fund supports nonprofit organizations working to meet the immediate needs of Oswego County residents impacted by economic consequences of the coronavirus pandemic. To donate to the Oswego County COVID-19 Fund, visit www.shinemanfoundation.org.
- National Small Business Week through the U.S. Small Business Administration has been postponed. The GOFCC will announce new dates as soon as possible, and looks forward to continuing to celebrate its small business community at that time.



CEO'S RESPONSE EFFORTS continued from page 4

Rapid Response to Businesses

Redeploying the CenterState CEO team to provide real-time guidance and resources:

- Assisted 65 companies in applying for the federal stimulus loan programs.
- Consulted with 73 companies on capital relief issues.
- Consulted with more than 280 companies on their business needs.

Resource Matching

Working with private sector to provide critical supplies and assisting companies to redeploy their manufacturing processes, products and services to meet current demand for critical goods and items:

- Facilitated the donation of more than 20,000 surgical and N-95 masks to area hospitals and front line workers.
- Worked with nine distilleries to set up sanitizer production and helped facilitate connections to buyers.
- Working with 12 companies that are considering retooling existing manufacturing processes to produce in-demand medical products.



Kevin Schwab, CenterState CEO, delivers boxes of masks to Julie Sheedy at Loretto.

Community & Workforce Connector

Serving as a core resource and connector for community nonprofits, neighborhood-based businesses, entrepreneurs and displaced workers:

- Uncovered 426 available jobs and facilitated their input into the NYS Department of Labor system.
- Connected 35 companies with opportunities to hire displaced workers.
- Facilitated connections of food and other perishable items to food banks and initiatives set up to feed people in need and health care workers.

Programming & Communications

CEO's COVID-related communications and programming are delivering resources and critical information:

- Developed educational webinars to provide guidance on key resources and timely business-focused topics, attracting more than 1,000 participants.
- Generated 270,000 social media impressions in the past month, 15,000 more email opens, 8.25% increase in overall website traffic and 246 new social followers.

Talent Connect is a resource for hiring managers and job seekers to connect on job opportunities in Central New York.

- ♥ Talent Connect lists open positions from CNY companies.
- ♥ Job seekers can search for and review opportunities.
- ♥ They can also join a talent network to share basic information about their experiences and career interests, providing employers additional insight.



GO TO: CAREERS.GOODLIFECNY.COM



PHASE 1 COVID-19 BUSINESS IMPACT SURVEY RESULTS

To assess the impacts of the COVID-19 pandemic on the businesses, institutions and nonprofits throughout the region, CenterState CEO launched a Phase 1 COVID-19 Business Impact Survey parallel to an ambitious effort to reach out to more than 1,500 members directly.

More than 240 Phase 1 COVID-19 Business Impact Survey responses were received between March 19 and April 8, providing CenterState CEO with critical, real-time insights into the disruptions businesses and nonprofits are experiencing from the pandemic. This data has informed the organization’s early response efforts and has guided conversations with elected officials. Results represent a cross-section of industries and a broad range of company sizes, with more than half of companies between one and 50 employees.

For most survey respondents, a rapid decrease in customers and sales is the primary concern, with employee well-being and cash flow following close behind. Responses indicated that these concerns will only grow in size and scale the longer the economic shutdown continues. Additionally, access to timely, trustworthy information, emerging relief programs and community resources are top needs.

Key Findings from Phase 1 COVID-19 Business Impact Survey

- 10% are looking to hire employees to meet new demand.
- One out of five manufacturers reported an increase in demand requiring hiring.
- 35% of businesses are offering discounted sales as a response.
- 55% of businesses have experienced a decrease in demand resulting in layoffs, decreased operation hours, shifts, or work days.
- 34% of businesses now say that supply chain impacts are high or of the highest impact. This is up from 15% on March 23.
- The degree of concern or impact varied across industry, company size and over time.
- Cash flow concerns increase over the mid-term.
- Businesses are offering more online and virtual services and developing work-from-home policies.

Understanding the needs of businesses has allowed CenterState CEO to:

- Prioritize the frequency of communication and the broadening of its communications channels.
- Stand up a rapid response team to provide real-time analysis and direct support to businesses impacted by evolving public health and governmental guidance.
- Act as a community connector, helping those with critical needs connect to resources.
- Assist companies in redeploying their manufacturing capabilities to meet needed demand for personal protective equipment.
- Assist companies in accessing new capital and relief programs.
- Develop new programming and webinars to add timely and relevant value during members’ time of need.

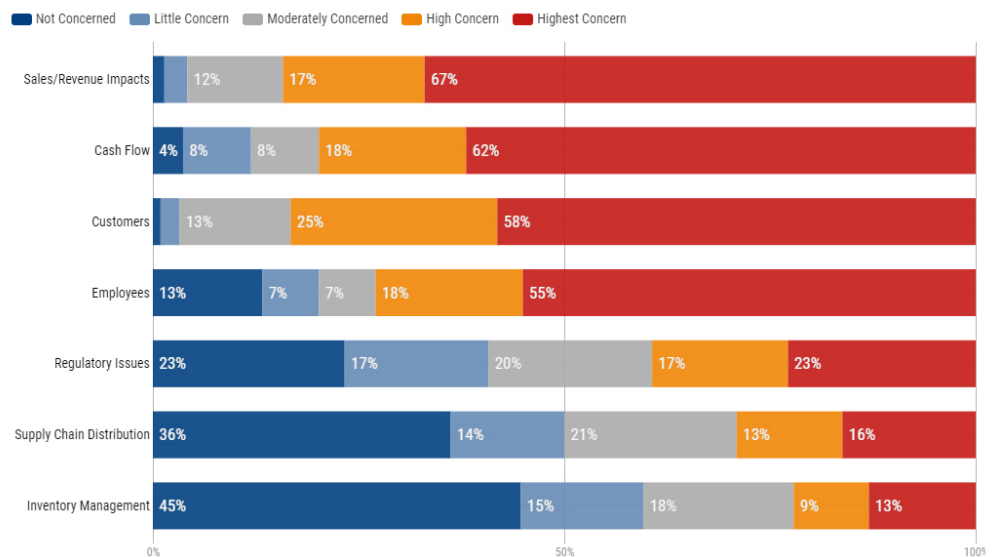
Already, the demand for some of these services has evolved as new circumstances arise. As such, CenterState CEO sought continued feedback through its subsequent Phase 2 COVID-19 Business Impact Survey, recently completed.

Initial findings from CenterState CEO’s Phase 2 COVID-19 Business Impact Survey:

- Revenue and customers are ongoing challenges.
- Many companies have had to reduce payroll, but some companies are seeking to add employees.
- 85% have applied for Paycheck Protection Program.
- Remote work access is a growing concern.

CenterState CEO will continue to track and utilize survey data to inform its response efforts, and will respond to immediate questions or concerns at support@centerstateceo.com.

Rate your concerns for the next 2-6 months:



Source: Centerstate CEO Covid-19 Business Survey - Results: 3/19/2020 - 4/2/2020, N=220

MEMBER ESSENTIALS: RESPONDING TO COVID-19

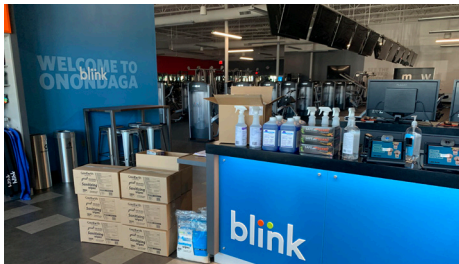
Madison County manufacturer, **Marquardt Switches**, joins CNY companies in the fight against COVID-19 with switches for medical applications.



Pharmacies across New York state are offering free home delivery of medications during the coronavirus pandemic, including CEO members: **Kinney Drugs, Inc.; Tops Markets; Walmart; and Wegmans.**

Lockheed Martin donates facilities and aircraft in COVID-19 response plan.

Blink Fitness donates its cleaning supplies to CNY businesses on the front line, including the **Salvation Army and Family Care Medical Group**, among others.



NBT Bank adjusts access to branches to enable continued banking service while maintaining strong protocols for social distancing and cleaning.

Excellus BlueCross BlueShield waives COVID-19 cost sharing.

Museum of Science & Technology offers sensory friendly at-home learning.

SUNY Oswego, CITI BOCES, Exelon, and Novelis partner to manufacture protective face shields.

PREVAIL NY by **JMA** offers free, open-source emergency mechanical ventilation system blueprints to all manufacturers.

Canfield & Tack offers complimentary COVID-19 signs to help educate employees and protect businesses.

SUNY Morrisville Norwich Campus offers Chenango County use of UV unit to sterilize PPE during COVID-19 pandemic.

Marquardt Switches to supply switches for Ford Motor Company to make ventilators.



SUNY Morrisville distributes free milk, cheese and yogurt at dairy drive-through to support families and farmers.

Upstate University Hospital sends more than 40 medical staff and supplies to Long Island hospital to help fight COVID-19. Lock 1 Distilling Co. donated four cases of hand sanitizer to the health care workers.

Novelis donates \$20 for every 15 homemade masks donated to **Oswego Health**.

Home HeadQuarters offers grants for home repairs to out-of-work Onondaga County residents.

The **United Way of CNY** announces its partner, Dolly Parton, is providing families a 10-week bedtime story series at www.imaginationlibrary.com.



Wegmans limits shoppers in stores, starts employee temperature checks.

Crouse Health and **St. Joseph's Health** slash coronavirus test result wait times.

Loretto expands its telehealth program to all residents and PACE-CNY participants.

Syracuse Crunch donate sanitation machines to help **Upstate University Hospital** fight coronavirus.

SUNY Oswego creates ventilator connectors for **Oswego Health**.

Pinckney Hugo Group creates inspiring "For Syracuse" video during pandemic.

Cleanstart Systems / Xyfection is the only company in Upstate New York that has been providing electrostatic disinfection services prior to the COVID-19 outbreak.

Syracuse Hancock International Airport secures nearly \$13 million in federal COVID-19 relief funding as the facility reports a 47% passenger traffic decline in March compared to a year ago.

Greek Peak Mountain Resort transforms its lodge into a mini grocery store, delivers meals in dinosaur costumes (with social distancing), and provided the Guthrie Clinic with masks and gloves from the ski patrol.

CNY Ronald McDonald House temporarily opens doors to front-line health care professionals from **Upstate University Hospital**.

Anaren/TTM Technologies coordinates with CenterState CEO to donate 5,000 masks to **Crouse Health, Upstate Medical University, Oneida Health, the Onondaga County Medical Society** (for primary care practices) and **Loretto**.



RAV Properties donates warehouse space to **Abundant Life Church's** food boxing operations.

Volunteers from the **United Way of CNY** assist **Dairy Farmers of America, Inc.** at a free dairy drive-through at **Destiny USA**.

M&T Bank donates \$150,000 to relief funds targeting nonprofits in Mohawk Valley and Central New York.

Oswego Health offers patients telemedicine option for access to care. **Oswego Health** sets up tent as new entrance to ER. **Oswego Health** assists skilled nursing facilities with their preparedness of COVID-19.

Northland Communications offers secure, local, free alternative to Zoom.

The Nurse Connection Staffing has staff available for employee health screenings.

Workers at **Barnes and Cone, Inc.** lined Court Street Road in Syracuse with 320 American flags to bring joy during the coronavirus pandemic.

Tessy Plastics to create 200 jobs, make 5-minute coronavirus test kits in Auburn.

CENTERSTATE CEO WELCOMES NEW & RE-ELECTED BOARD MEMBERS

CenterState CEO recently held its annual elections to the board of directors via a Zoom meeting.

“CenterState CEO is grateful to these business leaders who provide our organization with insights and strategic support as we advance regional efforts that benefits us all,” said Robert Simpson, president, CenterState CEO. “Their combined experience and passion for our community is unmatched. On behalf of our staff and members we thank them for their dedication and engagement.”

Directors re-elected to a new term expiring in 2023:

Ms. Amyn Audi
L. & J.G. Stickley, Inc.

Mr. Laurence G. Bousquet
Bousquet Holstein, PLLC

Mr. Michael W. Brunner
Bank of America Merrill Lynch

Mr. Frank Curci
TOPS Markets, LLC

Mr. John Huhtala
Chase

Ms. Carol R. Fletcher
C.R. Fletcher Associates, Inc.

Dr. Linda LeMura
Le Moyne College

Ms. Anne Messenger
Anne Messenger – Executive Coach and
Facilitator

Mr. Michael Nash
K S & R

Mr. James Reed
Excellus BlueCross BlueShield

Mr. David K. Schneckenburger
Thompson & Johnson Equipment Co.,
Inc.

Mr. John Wakefield
EMPOWER Federal Credit Union

Mr. William Simmons
Syracuse Housing Authority

Mr. James McCarthy
Northland Communications

Mr. Noel Dempsey
Spectrum Enterprise

New elected directors for one term expiring in 2023:

Ms. Marijean Remington
Atlantic Testing Laboratories Limited

Mr. John Currier
Currier Plastics

Mr. Jay Subedi
TruCare Connections, Inc.

Mr. Mark Southwick
Huhtamaki, Inc.

Mr. Jeff Cruse
Novelis, Inc.

Ms. Anne Ruffer
Mackenzie Hughes LLP

Mr. Charles Green
AIS

Ms. Shannon Reedy
Terakeet

NEW, VIRTUAL CEO EVENTS ATTRACT HUNDREDS

In response to the COVID-19 crisis, CenterState CEO has created new virtual events that include webinars with key decision makers and issue experts, business tactics seminars, virtual networking and professional development opportunities for members and the community.

The new webinar offerings have drawn more than 1,000 attendees combined. Last month’s Webinar Series topics included: Federal Economic Stimulus Live Webinar with Rep. John Katko and Rob Simpson; Understanding the Application Process for Federal Stimulus Programs with the SBA; a COVID-19 Conversation with County Executive Ryan McMahon; Current & Future Federal Stimulus: Featuring Senate Minority Leader Chuck Schumer; and a COVID-19 Response & Recover Conversation with Reps. Katko and Brindisi.

CEO has also taken its traditional Speed Networking event and re-invented it so attendees can benefit from new connections from the comfort of their home office. Using Zoom, participants engage in both large- and small-group dialogue while building relationships with other CenterState CEO and Greater Oswego-Fulton Chamber of Commerce members. More than 30 members have attended.

The business tactics series debuted with Leveraging Social Media to Grow Business in Times of Crisis, presented by The Digital Hyve. Visit www.youtube.com/CenterStateCEO to see the presentation. More than 125 people tuned in. The month wrapped up with COVID-19 & the Workplace, featuring Hancock Estabrook, LLP. The session engaged more than 40 people interested in learning about new workplace challenges, rules and regulations brought on by COVID-19 that New York employers are now confronted with on a daily basis.

A professional development session featured Emergent focused on Leading with Agility & Purpose During a Crisis.

Stay up to date on CenterState CEO events, see page 19 or visit www.centerstateceo.com/events.



Jeff Knauss, The Digital Hyve CEO and co-founder, discusses how companies are leveraging social media to grow their businesses during the coronavirus.

Local Startup Eco-Baggeez Shifts Business Plan and Donates Product Amid COVID-19

Eco-Baggeez, LLC offers an earth-friendly alternative to plastic sandwich bags. The startup began production in June 2019 with early success. Due to COVID-19, the company’s business plan and goals for 2020 changed and they are now focused on donating to local communities.

Since March, Eco-Baggeez has helped 34 local schools, the Samaritan Center and the Salvation Army by donating nearly 325,000 bags. The bags are recyclable, resealable, renewable and responsible. Schools have been using them to supply children and adults with to-go lunches. The bags are produced by Alternatives Industry — a business division of The Arc of Madison Cortland in Oneida, NY that trains and employs adults with disabilities — and sold in 32 locations across New York state.

Eco-Baggeez is a Tech Garden member and is enrolled in its Innovation Hot Spot Program. To learn more visit www.eco-baggeez.com or contact CEO Beth Race at elizarace@eco-baggeez.com.



BotsAndUs Joins Nationwide UK Initiative to Produce PPEs

BotsAndUs, a current GENIUS NY finalist from the UK, is putting its 3D printers to work to create personal protective equipment. The company recently distributed more than 220 face shields. The initiative was started by 3Dcrowd, a UK-based community of 3D printer owners.

“We are only doing a small part for our community and we are humbled to participate in this initiative,” says Andrei Danescu, CEO of BotsAndUs. The team plans to return to Central New York when it’s appropriate to return back to work.

“Ain’t No Stopping Us Now!”

We are excited to announce that Ansun Graphics is back to full scale production while maintaining proper health protocols. Our staff is ready to assist you in getting back to business.

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All apparel and promotional items are on schedule with no foreseeable production problems expected. Our fulfillment department has added additional help to meet your needs during this time.

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Ansun Is Here for You

In light of the recent national events with the Coronavirus, your Team at Ansun Graphics hopes this pandemic will pass quickly and that we can soon resume our normal routines. We wish all of our customers good health and wellness.



At Dermody, Burke & Brown, we understand the importance of focusing on business and community today for a vibrant economy tomorrow. We have been invested in this community for more than 60 years and are proud to recognize and sponsor *New Investor Focus*. CenterState CEO wishes to recognize the following members who have joined as Investors in the last quarter.

Currier Plastics, Inc.

www.currierplastics.com



John Currier, President
101 Columbus St., Auburn, NY 13021

315-255-1779

Currier Plastics provides innovative custom molding solutions that create powerful advantages for your business. Currier's design and engineering expertise combined with the right cost and precise time to market manufacturing provide integrated solutions to improve your business performance. Currier Plastics has been recognized by Plastics News as one of the Best Places to Work in 2019. Currier's unique ability to design and manufacture both containers and closures in one facility gives customers the all-important advantage of both speed and perfection. Currier also works efficiently with a process that cuts cost without compromising a company's reputation.



Home Leasing LLC

www.homeleasing.net



Bret Garwood, Chief Executive Officer
75 S. Clinton Ave., Suite 700, Rochester, NY 14604

585-262-6210

At Home Leasing, every aspect of its business is driven by its mission to, improve the lives of the residents and communities in which it works. Through its development, construction and property management divisions, Home Leasing delivers high-quality housing for communities and other developers. Home Leasing is a Certified B Corporation (B Corp). B Corps are companies that meet the highest standards of verified social and environmental performance, public transparency, and legal accountability, and aspire to use the power of business to solve social and environmental problems.



Strategic Communications, LLC

www.StratComLLC.com



Crystal DeStefano, President and Director of Public Relations
PO Box 353, Syracuse, NY 13206

315-463-2325

Syracuse-based Strategic Communications provides expertise in public relations focused on proactive news media strategy and opportunities, including media outreach, media monitoring and analysis. By having Strategic Communications dedicated to the media needs of an organization, leaders are able to focus on how their long-term strategies tie into their day-to-day activities, and they are able to react to communication needs more quickly and effectively. Having this positive, consistent and strategic communication with audiences through objective and trusted news media can create transformational value for any organization.





“Providing Us Advice for the Future”

“Cathedral Candle Company has been in existence for over one hundred years and over fifty of those years have been with Dermody, Burke & Brown. As our fourth and fifth generation of Steigerwalds take the lead, our accounting firm continues to provide us with proactive, insightful advice that contributes to our current and future growth – lighting the way for our next one hundred years.”

- Louis Steigerwald III, President of Cathedral Candle Company



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PROTRAIN GRADUATES 8TH COHORT WITH ADVANCED SKILLS

In March, Work Train partner Syracuse SUNY EOC graduated eight students from its manufacturing training program, ProTrain. As COVID-19 began to impact operations, this group worked to complete training, including awarding four students with J-STD (joint standard) soldering certifications. Training was made possible through funding from M&T Bank and supported by the United Way of CNY, and employer partners Selflock Screw Products Co. and Tony Baird Electronics, who helped to train and prepare students for the J-STD test.

This J-STD certification is new to the ProTrain program and was identified for inclusion in the curriculum by employer partners at a focus

group last year. The addition of the J-STD certification furthers the program's efforts to meet the demand for a growing workforce to drive advanced manufacturing in the region. Work Train staff is exploring additional approaches to upskilling through ProTrain to create a workforce that is ready to step into new and better jobs across a wider range of manufacturing companies.

For more information on ProTrain, contact Meghan Durso at mdurso@centerstateceo.com.



Students at SUNY EOC after graduating from ProTrain, a manufacturing training program.

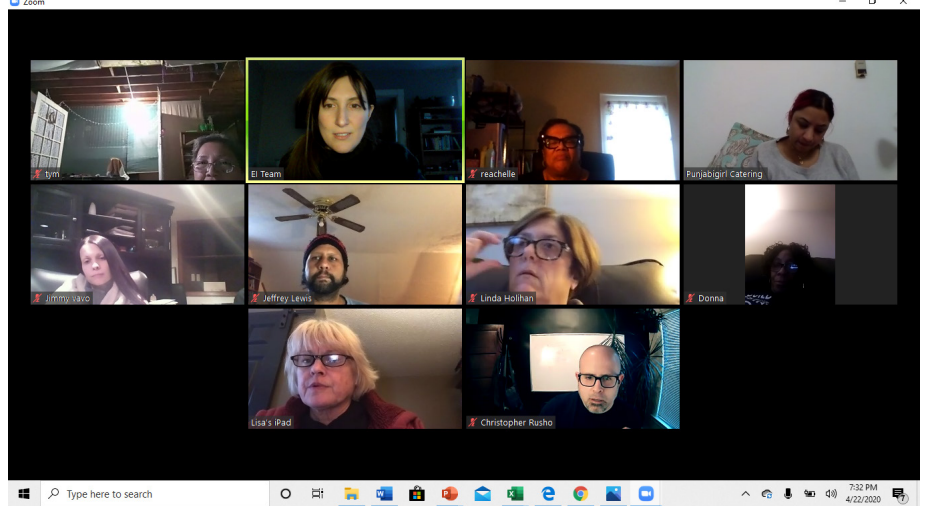
START IT! OFFERS ONLINE FOOD SERVICE INDUSTRY CLASS

In April, CenterState CEO's Up Start entrepreneurship development program launched its *Start It!* Business Basics food service industry class in a new online format. This first ever online Up Start class has 13 enrollees who are developing skills in business operations, accounting, management and marketing. By the end of the 12-week course, participants will have the tools necessary to complete a business plan and take the next step toward launching businesses in the food industry.

When public gatherings were limited in March, Up Start Program Manager Clara Cedeño quickly developed the curriculum in an online format. Up Start's participants have risen to the challenge, and it is exciting to see them up and running.

Staff, an instructor and technical assistance providers will support this cohort as they explore entrepreneurship and rethink old business models for the post-COVID world. Up Start will work with them to ensure they are connected to the resources and networks they need to successfully launch and grow their businesses, with the ultimate goal of generating wealth for their families and in their neighborhoods.

For information on Up Start, contact Clara Cedeño at ccedeno@centerstateceo.com.



CEO/COE PARTNERSHIP: AIR INNOVATIONS FINDING NEW DEMAND FOR A PORTABLE IAQ PRODUCT

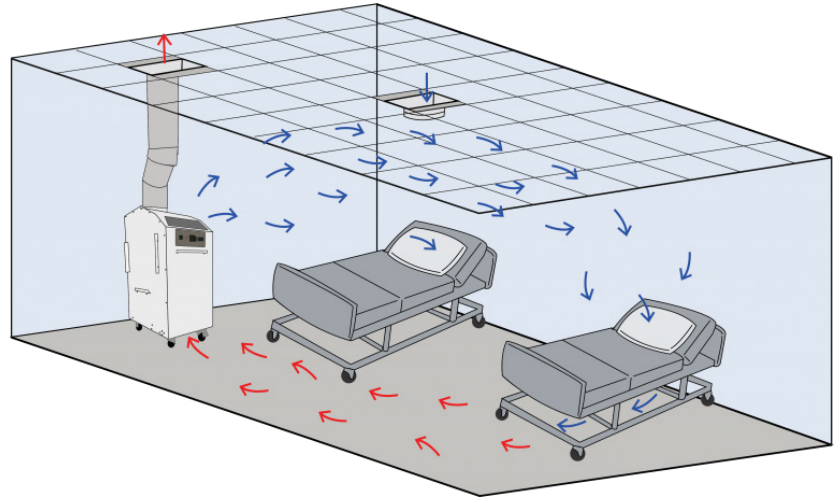
While many companies are responding to COVID-19 by reworking their operations or pivoting to new products or services, CenterState CEO member Air Innovations, of Syracuse, is finding an older product, designed after a previous public health emergency, suddenly in high demand.

Following 9/11, there were not enough dedicated rooms equipped to handle the surge of burn victims. Air Innovations created IsolationAir®, a portable device able to convert any standard room into an isolation room by creating the positive room pressure, helping prevent airborne particles from infiltrating the space and infecting immuno-compromised patients.

Air Innovations received early funding from the New York Indoor Environmental Quality Center, a predecessor to SyracuseCoE, and the system was enhanced following the SARS epidemic. New features added the ability to create a negative pressure environment to prevent cross-contamination and adding additional protection for both patients and health care workers, like HEPA filtration, UV sterilization, air conditioning and ductwork that isolates a room from a building’s central HVAC. This innovative product helps to expand an institutions’ surge capacity for infectious disease outbreaks, trauma and burn care, meeting CDC, AIA and ASHRAE guidelines for health care facilities.

“There is great interest right now in IsolationAir® because it’s portable and easily deployable in emergency surge situations like this,” said Air Innovations President and CEO Mike Wetzel. “Facilities like hospitals, extended-care homes and hotels can quickly roll the unit into place and create a one- to two-person isolation room in about a half-hour.”

As hospitals and organizations like the Center for Disease Control, FEMA and Army Corp of Engineers look to be better prepared for future emergency surges, Air Innovations is manufacturing more units and working to build its inventory, reinvigorating a CNY-grown indoor air quality innovation.



Air Innovations created IsolationAir®, a portable device able to convert any standard room into an isolation room in about 30 minutes.

MEMBER ESSENTIALS

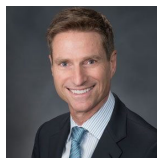
James D. Taiclet to take over as president and CEO at **Lockheed Martin** in Salina.

Cornell University's SC Johnson College of Business offers free webinars: Connected Conversations.

Lockheed Martin Syracuse lands share of \$400 million Navy contract for airborne radars.

Excellus BlueCross BlueShield reports telehealth requests soar.

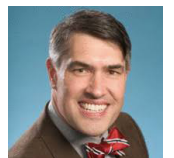
Novelis acquires Aleris.



Ethan Tancredi joins **ICS Solutions** as director of Syracuse region.

SRC, Inc. opens office in Alabama, to serve the U.S. Army.

Syracuse Community Health Center awarded nearly \$4 million in federal funding.



Share Member News with Us!



Submit your member news at www.centerstateceo.com/add-member-news or share your stories with us at membernews@centerstateceo.com!

A COVID-19 Update from Visit Syracuse

To battle the COVID-19 pandemic, Onondaga County has had to use unprecedented measures to line up necessary resources. Based on hotel occupancy projections, the Visit Syracuse budget has been significantly reduced. This is a necessary move as county officials are projecting a \$50 million to \$100 million deficit, while continuously working to stave off the effects of the virus. Visit Syracuse understands and puts its faith behind the incredible leaders in Onondaga County. While Visit Syracuse’s financial situation pales in comparison with what many of its tourism-related partners and stakeholders are experiencing, Visit Syracuse has now been positioned to dramatically modify its operations for the remainder of the year. Cost saving measures have included an unfortunate, but necessary reduction in staff, the suspension of all travel, the curtailing of certain industry memberships and limiting participation in industry activities. From a sales perspective, YTD, 20 groups have cancelled for 2020, resulting in an overall economic impact loss of more than \$10 million.

Not all news is bad, however. As Visit Syracuse stays positive in these challenging times, the sales team has been extremely active in shepherding clients through the unknown. Four major multi-hotel convention groups that were forced to cancel this year have rebooked for 2021. Six additional groups have moved forward to sign contracts for 2021, along with two for 2022, one for 2023, and one for 2024, and as of this writing, eight larger scale groups and events are still on schedule for 2020. Through it all, in recent weeks, two new leads for conferences in 2021 have been distributed to hotel partners.

While the Visit Syracuse Film Office was experiencing unparalleled activity as it entered 2020, production has shut down nationally and globally. As many as 10 films, along with some episodic and commercial projects were slated for production into 2020 prior to the pandemic. These productions involve hotels, restaurants, bars, locations, catering, permitting, vehicle rentals, equipment rentals, etc. as well as many as 100 crew jobs and “extras” roles, with an estimated economic impact of more than \$12 million. Outreach continues on a daily basis to those production companies, studios and film makers that planned on filming in the area. None have cancelled, they are ALL still looking to shoot as much as possible in Central New York as soon as it is safe to return to work.

The Visit Syracuse Marketing Team continues to highlight and promote virtual tours, safe outdoor activities and ways to support local businesses, never losing site of the importance of the sense of community during this time. The COVID-19 Information and Resource Page links directly from VisitSyracuse.com. Visit Syracuse social media platforms and online resources have been experiencing incredible engagement, with posts serving up a variety of informative and inspirational messages, and the reach of the newly released Visit Syracuse video, **Together We Stand Syracuse Strong** (<https://www.youtube.com/watch?v=HmBL8rG1ctQ>), continues to expand.

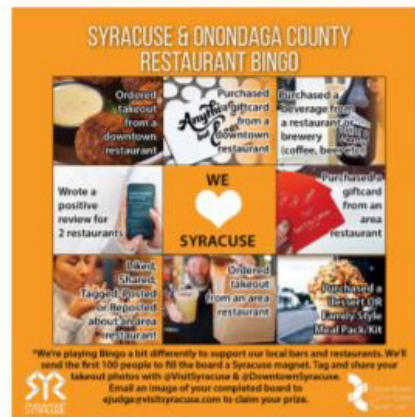
Visit Syracuse looks forward to the day when visitors and residents can once again explore the warmth and hospitality of **Syracuse, Onondaga County and the Finger Lakes region** and invite others to discover what makes the area special.

SOCIAL MEDIA (March 16 - April 18)



113K IMPRESSIONS **2000** ENGAGEMENTS

280 NEW FOLLOWS



Social media engagement stays positive.



Downtown is Open for Business

As the community continues to work together to #FlattenTheCurve and #StoptheSpread of COVID-19, the Downtown Committee keeps its constituents informed about how it can continue to support and engage with downtown businesses. The Downtown Committee is sending its newsletter on Tuesdays and Thursdays, providing updates on business offerings, specials and opportunities to virtually engage. For real-time updates, follow the Downtown Committee on social media and check its website, <http://DowntownSyracuse.com>.

Activity of the Day

To help keep minds and bodies active during social distancing, the Downtown Committee promotes an “Activity of the Day” across its social media platforms. As part of the feature, the Downtown Committee introduced an “Earth Day BINGO Board,” encouraging families to celebrate Earth Day throughout April in their neighborhoods by engaging in environmentally friendly activities. Other highlights included fun ways to spice up a daily walk, such as incorporating downtown staircases into workouts and “looking up” to spot architectural features and the faces of downtown characters. The Downtown Committee will continue to share these suggestions as long as the community practices social distancing. Follow the Downtown Committee on Facebook, Twitter and Instagram.



Downtown Blossoms in Purple and Pink to Welcome Summer

Later this month, downtown Syracuse will bloom in purple and pink. Keeping with tradition, hundreds of hanging flower baskets, adorned with petunias from Downtown Farmers Market vendor Oliver B. Paine Greenhouses, will dress downtown streets. The hanging flower basket program is part of the Downtown Committee’s overall beautification efforts and is supported by more than 50 downtown friends, businesses and property owners. Traditionally, Hanging Flower Basket Day signifies the “unofficial start to summer” in downtown Syracuse.



You can support this beautification work by sponsoring a hanging flower basket through a \$50 tax-deductible donation for the 2020 season. Checks may be mailed to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St. in Syracuse, or paid by credit card at <https://downtownsyracuse.com/get-involved/beautification-programs>.

Downtown Farmers Market Returns June 9

The Downtown Farmers Market plans to return for its 47th season on Tuesday, June 9. Every Tuesday rain or shine through October 13, the region’s best farmers and produce dealers set up shop 7 a.m. to 3 p.m. in Clinton Square. This season, the Downtown Committee is implementing new social distancing policies, prioritizing the health of farmers and guests. Get involved and keep up with all market happenings by subscribing to the electronic newsletter, distributed every Monday during the market season. Email mail@downtownsyracuse.com to sign up.



CENTERSTATE CEO ECONOMIC CHAMPION

Dannible & McKee, LLP

Dannible & McKee, LLP, Certified Public Accountants and Consultants, has a long history of providing professional services in the areas of audit, tax, accounting, financial management consulting, litigation support and business valuation services to clients throughout New York and the United States. Established in 1978 in Syracuse, the firm has grown to its present size of more than 95 professional and support personnel, with offices in the Syracuse, Binghamton and Albany areas.

The hallmark of the firm is its highly specialized technical knowledge in various industries, depth of experience and commitment to personal, responsive service. The firm's professionals take a management-focused approach to each engagement, where they perform an in-depth review of the financial and tax position of the organization, plan for the client on a year-round basis and generate original insight to successfully assist in planning for their future.

Dannible & McKee is also very active in the community. The firm sponsors numerous charitable and community events in terms of time commitment and financial support. The company is also a leader among local CPA firms in offering no-cost seminars and webinars for community members to help educate and keep them informed of the continuous accounting and legislative changes that have an impact on them and their businesses.

To learn more, visit www.dmcipas.com.



In 2016, Dannible & McKee, LLP executed a new long-term lease agreement at 221 S. Warren St. that included a full renovation of its pre-existing office space and an expansion of nearly 4,000 square feet of office space that is being used to accommodate the ongoing growth of the firm.

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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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, co-chaired by Rita Marble, Pinnacle Employee Services, and Charles Harkola, Nurse Connection Staffing, Inc.

D&B Engineers and Architects, PC



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Woodford Bros., Inc. specializes in basement waterproofing, foundation repair, concrete leveling, and radon mitigation. Founded in 1962, Woodford Bros., Inc.'s original focus was barns and foundations. Now, Woodford Bros. offers basement waterproofing, concrete leveling, radon mitigation, and basement finishing. That's where the name "Basement Brothers" comes from. Owners Tom Woodford and Mike Woodford believe in being honest and hardworking. Woodford Bros. is headquartered in Apulia Station, outside of Tully.

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MEMBER MILESTONES

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

55 YEARS

AAA Western & Central New York

25 YEARS

Culligan Water Conditioning

20 YEARS

Hercules Candy Company

15 YEARS

Hampton Inn

10 YEARS

Air Innovations, Inc.

5 YEARS

**CABVI Syracuse Industries
Central Association for the Blind and Visually Impaired
IDEZ Inc./Intelligent Designs
Staples, Inc.**



CENTERSTATE CEO AMBASSADORS

CenterState CEO Ambassadors welcome new CEO members and provide recognition to businesses celebrating important milestones. However, during the COVID-19 pandemic, Ambassadors are practicing social distancing. If your company or organization will be celebrating a special event in the future, or if you are interested in becoming an Ambassador, please contact Sharon Abert at 315-470-1810 or sabert@centerstateceo.com.

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!



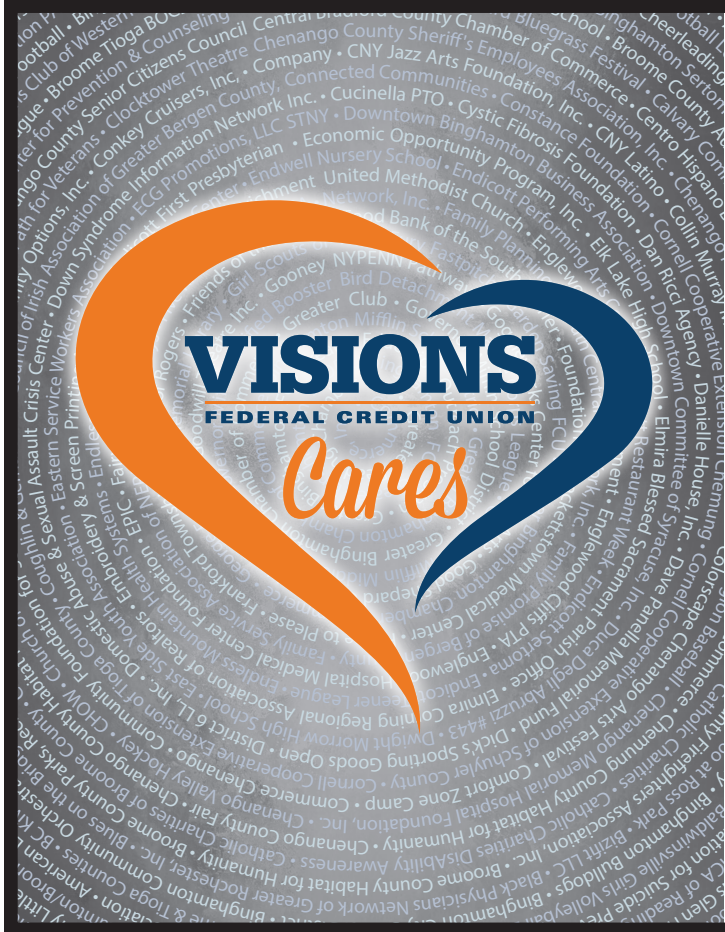
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For more information please contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com

Modeling Future Impacts of the Coronavirus in Central New York, May 1**2 to 3 p.m.**

Join CenterState CEO and leading researchers from SUNY Upstate Medical University to discuss work being done to track the current spread of the virus and model its future impacts, providing vital data and insights as we prepare to safely restart the region's economy. Guest Speakers: Dr. Telisa Stewart, DrPH, Associate Professor of Public Health; Dr. Katie Anderson, MD & PhD, Associate Professor of Medicine and Microbiology; Dr. Chris Morley, PhD, Chair, Department of Public Health and Preventive Medicine.

Cost: Free. Attendees must register to receive information on how to participate in the webinar.

**Navigating Your Brand to Survive and Thrive in Challenging Times, May 5****11 a.m. to 12 p.m.**

Join CenterState CEO and Stephanie Crockett, executive vice president - managing director of full-service marketing agency Mower, to learn how brands can stay healthy and increase success through times of crisis, by investing in ways to maintain long-term brand health, tuning message and tone to be more relevant for the near- and long-term experiences of consumers, and leveraging the change in media habits to better reach your audiences.

Cost: Free. Attendees must register to receive information on how to participate in the webinar.

**Tech & Culture Happy Hour, May 6 and May 20****5:30 to 6:30 p.m.**

Generation Next presents a series of virtual happy hours to build relationships with diverse tech professionals in Central New York. Let's come together and use each other's resources and connections to get Syracuse Surging. Sponsored by JPMorgan Chase & Co.

Cost: Free. Attendees must register to receive information on how to participate in the webinar.

**CNY Live: Home. Safe. Together., May 7****6:30 to 7:30 p.m.**

Follow Generation Next's Facebook page for CNY Live, an online community celebration of essential workers and businesses keeping Syracuse safe and strong. The event includes performances from Symphoria and Syracuse Stage; business owner profiles of those working to keep Syracuse running; and recognition of the region's 2020 graduates. Presented by Generation Next and OneGroup.

Cost: Free. Visit <http://www.crowdcast.io/e/CNYLive> to register.

**Control the Controllable: Navigate Your Business Through the Pandemic, May 14****10 to 11 a.m.**

During times of uncertainty, decline or down economies, there are always organizations that find a way to change their perspective and succeed, and others that do not. Which will your company be? In this fast-paced virtual session, hear from Arel Moodie, president, Reed Oak LLC to gain insights into how your company can take action to define its legacy during this trying time and state of pause.

Cost: Free. Attendees must register to receive information on how to participate in the webinar.

**Sales Training Webinar: Questioning Strategies, May 21****Noon to 1:30 p.m.**

Attendees will learn how to apply strategies to keep control of their selling process. *The Tech Garden hosts ongoing Sandler Sales Training lunch and learn workshops that build from a foundation of core concepts to selling. Join one or all workshops! Those who attend the entire series will learn fundamentals, strategies, and tactics to develop their own business development and selling process, drawing from strategic concepts and elements of psychology.*

Cost: Free. Visit www.thetechgarden.com/events to register.

**Sales Training Webinar: Handling Common Objections, May 28****Noon to 1:30 p.m.**

Attendees will learn how to handle common objections throughout the sales process. *The Tech Garden hosts ongoing Sandler Sales Training lunch and learn workshops that build from a foundation of core concepts to selling. Join one or all workshops! Those who attend the entire series will learn fundamentals, strategies, and tactics to develop their own business development and selling process, drawing from strategic concepts and elements of psychology.*

Cost: Free. Visit www.thetechgarden.com/events to register.



EVENTS

GOFCC BAH with a Virtual Twist, May 13

4 to 5 p.m.

Grab your favorite after-work beverage and join the GOFCC for a BAH with a Virtual Twist. Attendees will have a chance to network with other businesses and take part in topical conversations through this virtual business after hours series. This event will feature John McConnell who will provide us with live music and join us for networking to end the workday! Cost: Free. Attendees must register to receive information on how to participate in the webinar. Visit <https://web.oswegofultonchamber.com/events>.



Annual GOFCC Golf Social, September 21

Oswego Country Club

Team registrations and sponsorship opportunities will be available soon. Contact Shannon Fults at sfults@centerstateceo.com for more details.

GENIUS NY Finals Night, September 17

GENIUS NY is the world's largest business accelerator for unmanned systems. Sponsorship opportunities are available, contact Beth Savicki at 315-470-1800 or bsavicki@centerstateceo.com for more information. Special thanks to our sponsors for their continued support! Event Sponsors: Thales; Visual Technologies; Hancock & Estabrook; and ONEGROUP. Exclusive Giant Check Sponsor: Dermody Burke & Brown; Supporting Sponsor: AIS; and Cocktail Reception Sponsor: Newman & Lickstein. Cost: Free. Registration is required. For more information, contact Kara Jones at kjones@centerstateceo.com.



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