

GERMINATOR TEAMS MOVE INTO THE TECH GARDEN, BEGIN COMPETING FOR \$250,000

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CenterState CEO Events



The Germinator and most comprehensive annual business competition. The teams each receive \$10,000 in initial funding in the first stage of the competition and take up residence in the National Grid Power Up room at The Tech Garden. During the next two years, the six teams will compete for additional funding at four demo days, with one winner earning \$250,000 in investment.

“The potential of these teams is incredible and it is exciting to know that we are assisting and supporting them in their growth over the next two years,” said Seth Mulligan, vice president of innovation at CenterState CEO. “We’ve worked to build a comprehensive program and we are eager to begin working with this first class of entrepreneurs.”

The Germinator is a two-year competition for startups with funding rounds every six months. Teams receive training on topics including marketing, intellectual property, sales, financing and fundraising. Participants will have one-on-one mentoring with The Tech Garden’s team of experts and access to the DevBox, a team of in-house software developers that can assist in building software and application products.

Germinator is made possible by presenting sponsor National Grid, and lead sponsors M&T Bank and CenterState CEO. To learn more visit thegerminator.net.



Brian Heffron (left) and Julian Kingman of Trainer Engine – a Germinator team – working in The National Grid Power Up Room at The Tech Garden.

Germinator Teams

Euphony Inc., specializing in natural-sounding text-to-speech synthesis software, and applying their technologies to speech therapy applications and speech simulation.

Life Source Health, Inc. offers real-time vital health information to emergency responders in order to better assist in saving patients.

Sarita’s, a sister company to Sarita’s food truck, which will expand its business with a line of frozen empanadas available in grocery stores.

Trainer Engine, a platform that allows personal trainers to practice their trade virtually, managing and assigning goals to clients with a robust software platform.

Volu, Inc., a volunteer engagement platform for nonprofit organizations and volunteers.

VossVertical, a company creating new technology that expands the distance and endurance of unmanned aerial systems.

CENTERSTATE CEO CLAMBAKE, AUGUST 6

Hinerwadel’s Grove
5300 W. Taft Road, North Syracuse
4 to 8 p.m. | See page 14 for details.



Presented by:

You're Invited!



GOVERNMENT RELATIONS

NYS DOT Releases I-81 Scoping Report: Share Your Feedback



The New York State Department of Transportation recently released a report narrowing the options for the future of Interstate 81 to four. Options recommended for further study include:

- A viaduct
- A community grid, also known as a boulevard
 - A tunnel
 - A no-build alternative

The state will study these options during the next 18 to 24 months, with a focus on the cost of each option, its feasibility and environmental impact. Given the scope of this potentially \$1.5 billion project, CenterState CEO has advocated that any solution must provide a transformational opportunity for the region, and that the highway's replacement should meet the region's transportation needs; unify the city and link the community's economic engines; minimize the highway's footprint and reduce the need for eminent domain; enhance access, safety and walkability; and aspire to modern design standards.



Read the full scoping report at <http://tinyurl.com/kzz84uc>.

CenterState CEO is eager to hear from its members about how the latest options for Interstate 81 might impact you and your business. Feedback and comments should be sent to David Mankiewicz, senior vice president and director of infrastructure and urban initiatives at CenterState CEO at dmankiewicz@centerstateceo.com or 315-470-1800.

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LOCAL PARTNERSHIP CREATES JOB OPPORTUNITIES WITH MANUFACTURING PRE-APPRENTICESHIP PROGRAM

Work Train recently announced a new workforce development initiative, the Manufacturing Careers Partnership, which brings together the resources of CenterState CEO, the Manufacturers Association of Central New York (MACNY), the Central New York Technology Development Organization (TDO), SUNY Educational Opportunity Center (SUNY EOC), SUNY Onondaga Community College (SUNY OCC), and a select group of community organizations. This partnership is launching a pre-apprenticeship program within the manufacturing industry.

The program will provide foundational skills to un-and-underemployed residents in the greater Syracuse community, link them to entry-level employment within the manufacturing industry, and offer supports to workers and employers to help them retain talent and advance skill sets. This initiative is made possible by \$1.2 million in state funding secured by New York State Assemblyman Al Stirpe.

Initially, the partnership will target residents of Onondaga County to address workforce needs for entry-level workers at traditional manufacturers. The partnership will eventually develop subsequent programs and resources to address higher-skilled positions over the long term.

The Manufacturing Careers Partnership is the latest initiative of Work Train, a collaborative led and administered by CenterState CEO and funded by local foundations and local and state government. Work Train brings together partners to develop workforce solutions that meet the needs of area employers and un-and-underemployed workers, alike. It seeks to connect community members to jobs that show persistent and robust demand for workers, as well as opportunities for career advancement. Work Train's model builds on CenterState CEO's successful pilot programs, Green Train and Health Train.

The partnership seeks to align a re-emerging manufacturing sector in the region with a pool of untapped talent in the region. Pre-apprenticeship training begins this summer. The Partnership anticipates working with 40 to 60 people through December 2015 and will build capacity to train and advance up to 300 workers through 2017.

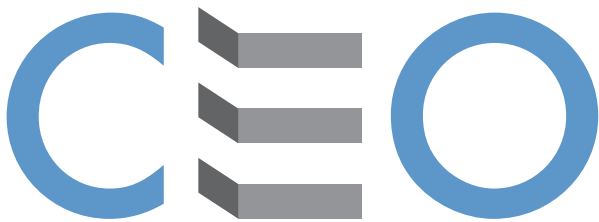
Those interested in participating in this program can contact Danielle Szabo: dszabo@centerstateceo.com or at 315-254-5722.



Assemblyman Al Stirpe discusses how the Manufacturing Careers Partnership will train untapped talent for the region's manufacturing sector.



An employee on the line at Darco Manufacturing, Inc., in Syracuse, host of the Manufacturing Careers Partnership press announcement.



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SYRACUSE SELECTED TO DEVELOP REGIONAL PLAN TO ATTRACT FOREIGN DIRECT INVESTMENT

CenterState CEO announced that Syracuse has been selected by the Brookings Institution and JPMorgan Chase to develop a regional plan to attract and leverage foreign direct investment.

The project is part of the Global Cities Initiative, a joint venture between Brookings and JPMorgan launched in 2012 to help business and civic leaders grow their metropolitan economies by strengthening international connections and competitiveness. This work builds on the region's existing regional export plan by advancing a second core component of the region's global engagement and investment strategy. As part of this phase, regional partners will develop a foreign direct investment market assessment and plan, along with an implementation plan and a policy memo.

"We are incredibly grateful to have the support and resources of the Global Cities Initiative, the Brookings Institution and JPMorgan Chase as we work to develop and execute a plan to drive exports and foreign direct investment in CenterState New York," said Robert Simpson president of CenterState CEO. "In order to increase our competitiveness as a region and to support the sustainable growth of our region's businesses we need to increase our exporting market share. Through a thoughtful planning process we will be able to achieve these goals and create new wealth in this post-recession economy."

Syracuse is one of six metro areas

selected after an extensive application process for its readiness and commitment to strategically pursue foreign direct investment opportunities, such as greenfield expansions, mergers and acquisitions, EB-5, private equity, joint ventures and sovereign wealth funds. Other metros selected include Atlanta, Los Angeles, Milwaukee, Des Moines and the Greenville-Spartanburg-Anderson metro in South Carolina.

"We're delighted that Syracuse has been selected to develop a global trade and investment plan – it's exactly the kind of innovative planning that will ensure our community's long-term economic success," said Mark Allen, Upstate NY region executive, commercial banking for JPMorgan Chase. "We have a history of helping businesses connect to global markets and the Global Cities Initiative's foreign direct investment work brings another level of depth to our region's efforts to further create jobs, attract capital and grow our economy."

To learn more about this program or how your company can benefit, contact Mike Novakowski, CenterState CEO's director of business development and investor relations, at 315-470-1887 or mnovakowski@centerstateceo.com.

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FIND NEW EXPORT BUSINESS VIA SINGAPORE AND ASEAN COUNTRIES: JOIN TRADE MISSION THIS FALL

CenterState CEO and the Central New York International Business Alliance (CNYIBA) is seeking digital electronics companies interested in developing exports to Singapore and ASEAN* countries to participate in its second trade mission to the region this fall. The trade mission provides companies with a greater understanding of available export opportunities, facilitates new relationships from valuable face-to-face meetings with Asian buyers, and assists in generating sales leads.

Participants receive grants to reduce the cost of travel, lodging, trade show registrations and market information thanks to a \$225,000 grant from the U.S. Department of Commerce's International Trade Administration, with an additional commitment by CenterState CEO of \$250,000. The grant is available to help digital electronics companies (including electronic components, electrical machinery, medical equipment, environmental equipment, computers and information technology, radars and aviation equipment) develop exports to Singapore and ASEAN nations over the next three years.

Also included in the cost is assistance with finding potential buyers prior to the trip, and scheduling one-on-one business meetings once there.

Through the program, seven regional digital electronics manufacturers participated in a nine-day trade mission with CenterState CEO and the CNYIBA to this region last year, with many now exploring export opportunities and developing orders.

Interested companies should contact Steven King, CNYIBA executive director, at 315-470-1800 or sking@cnయాibane.net.

Businesses interested in exporting goods and services to other regions should also connect with the CNYIBA, which is always ready to assist Central and Northern New York companies with developing exports plans.



Representatives from Pitman Nustantara – a leader in the support of aircraft, oil and gas, marine and other industries – meet in Jakarta, Indonesia with Steve Moreno, director of customer support at Tactair Fluid Controls, Inc., Liverpool, and Steven King, executive director, CNY International Business Alliance (not pictured). The meeting served to introduce regional exporters of goods or services to ASEAN buyers.

Singapore Trade Mission Helps Air Innovations, Inc. Reach New Markets

North Syracuse manufacturer Air Innovations has been exporting its signature Wine Guardian equipment – which maintains ideal temperature and humidity conditions for the long term aging of fine wine – to 26 countries. However, the company had never received an order from Southeast Asia until CEO Michael Wetzel participated in CenterState CEO's trade mission to Singapore last fall.

Through the efforts of the U.S. Commercial Services in Singapore, Wine Guardian was introduced to Celsius Equipment, a Singapore-based installer of refrigeration systems for cold stores. Celsius attempted wine cellar refrigeration projects in the past using comfort cooling split systems manufactured in Asia; however those systems were not able to achieve the correct temperature and humidity conditions ideal for wine storage.

Thanks to connections made with Air Innovations through the trade mission, Celsius has already placed three major orders for Wine Guardian equipment, including refrigeration for the wine cellars at Gordon Ramsey's new restaurant in Singapore, a wine storage facility near Kuala Lumpur Malaysia and a wine-tasting club in Hong Kong.





The Tech Garden Celebrates 10-Year Anniversary with Tech Meets Taste, July 16

This year marks the 10-year anniversary of The Tech Garden, the region's leading startup support service provider. A full day of activities will showcase the incubator's success over the last decade, while bringing CenterState CEO and SyracuseFirst members and regional entrepreneurs together to network.

"It's incredible to look at how far we have come in terms of space, teams, programming and staff," said Seth Mulligan, vice president of innovation for CenterState CEO. "When you consider the fact that this was once a parking garage but is now a space for innovation, it is really amazing."

On July 16 The Tech Garden begins the day of events with an entrepreneur-to-entrepreneur lunch. Innovators representing cities from across Upstate New York will celebrate Syracuse and the region's growth. Food provided by local food trucks will encourage a relaxed atmosphere for connections while presenting some of the area's newest mobile food vendors. A pitch competition will follow the lunch, where early stage startups representing hubs of business incubation in the region will present their ideas to a panel of judges in the hopes of winning prize money. Tours of downtown Syracuse's Innovation Corridor will follow, introducing attendees to the spaces available for tech startups to work and live.

The day will culminate with two feature events, including Tech Meets Taste, presented by AmeriCU, held in the plaza in front of The Tech Garden. Local food and product vendors will sample and sell their products next to tech entrepreneurs showcasing their latest innovations. In the evening, a Startup Gala and keynote speaker are scheduled.

For more information on The Tech Garden's 10-year anniversary events or to be alerted when tickets go on sale, head to The Tech Garden Facebook page <http://tinyurl.com/m78dlgn> to sign up for its newsletter.

To register for Tech Meets Taste visit www.centerstateceo.com/events or contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com to become a vendor.



Attendees enjoy local refreshments and connecting with tech startups during last year's Tech Meets Taste at The Tech Garden.

SYRACUSEFIRST UPDATE

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SyracuseFirst Hosts New Economy Summit, June 3

SyracuseFirst hosts The New Economy Summit, presented by AmeriCU, June 3 at The Genesee Grand Hotel. The goal of the half-day summit is to help participants understand the true impact of local businesses on the local economy, engage best practices to support local businesses, and learn and share strategies on how to attract consumers to local businesses.

"SyracuseFirst focuses on helping locally owned businesses thrive and grow through education and connection," said Chris Fowler, executive director of SyracuseFirst. "This year's New Economy Summit provides our members the opportunity to learn how to better their business as well as the chance to network with others focused on the growth of Central New York."

This year's summit features a workshop by ZingTrain on the Zingerman standard of service. The ZingTrain team will educate summit attendees on combining an innovative service philosophy

and creating practical working systems to maintain a high level of customer service. Participants will experiment with new tools and techniques and role-play situations that allow for better opportunities to serve their customers.

SyracuseFirst and AmeriCU will present two awards during the summit to celebrate individuals who are impacting the region's efforts to strengthen the locally focused economy. Recipients will be announced for the Sparky Mortimer Humanitarian Award, in memory of the late founder of the former Syracuse neighborhood restaurant, Sparkytown; and the AmeriCU Local Visionary Award, to honor leadership and vision in supporting independent, local business.

See page 14 for ticket and registration details.



NUAIR ALLIANCE PROMOTES GRIFFISS UAS TEST SITE AT INDUSTRY'S PREMIER INTERNATIONAL TRADE SHOW

The Association for Unmanned Vehicle Systems International's (AUVSI's) Unmanned Systems 2015 Trade Show, in Atlanta, once again attracted hundreds of exhibitors, including the NUAIR Alliance, and thousands of attendees, tackling key issues facing the industry.

More than 600 exhibitors and 8,000 attendees from unmanned systems and robotics industries represented the defense, civil, commercial and academic sectors. The NUAIR Alliance team included Griffiss International Airport, CenterState CEO, MassDevelopment Finance Agency, Mohawk Valley EDGE, Empire State Development, and the Northern Michigan Unmanned Aerial Systems Consortium.

At the event, NUAIR representatives promoted the Griffiss International Airport Unmanned Aircraft Systems (UAS) Test Site, and engaged with attendees to educate businesses on incentives and opportunities to grow within the UAS industry in New York, Massachusetts and Michigan, including the START-UP NY program. The NUAIR site offers a location for the testing, research and development of civil and commercial UAS and the training of their operators, and is only one of six UAS test sites in the United States.

The tradeshow included panel discussions addressing current issues in the unmanned aircraft industry, noting that in just a decade, incident-free technology will make drones commonplace in the air. NUAIR partner and CenterState CEO member Lockheed Martin displayed its K-MAX unmanned helicopter and the Indago UAS. Flyterra, a UAS software company, also exhibited its capabilities at the Griffiss NUAIR Alliance booth. New to the team this year was Avwatch, a Service-Disabled Veteran Small Owned Business, which focuses on homeland security and disaster recovery.



A model of Lockheed Martin's K-MAX, an unmanned cargo helicopter, at AUVSI's Unmanned Systems Trade Show in Atlanta.

JETS TO BOSTON, BIGGER JETS TO DETROIT, NON-STOP TO SOUTH FLORIDA

US Airways (now part of **American Airlines**) has introduced new jet service between Syracuse and Boston. The 50-seat jets replace turbo-props, which have flown this route for years. With jets, flight times between the two cities will now be less than an hour.

Additionally, **Delta Air Lines** is moving from 50-seat regional jets to larger jet aircraft on its flights between Syracuse and Detroit. Delta has started using 76-seat CRJ-900s on some flights on this route, featuring dual-class cabins and available Delta Comfort+ seating.

Earlier this year, discount carrier **Allegiant Air** introduced a third non-stop destination from Syracuse. Allegiant now offers twice-weekly, non-stop flights between Syracuse and Ft. Lauderdale. This service is in addition to its flights from Syracuse to Myrtle Beach and Tampa/St. Petersburg.



Becoming Australia Ready

Australians are quickly becoming the next largest group of travelers to New York City and New York state. It is projected that between 2010 and 2018, Australian visitors will increase by 33 percent. For that reason, last month, I LOVE NEW YORK initiated plans to help the New York state tourism industry and its partners understand this new customer and how to meet their travel needs.

Three free Australia Ready Workshops were held in Albany, Syracuse and Buffalo in May. Visit Syracuse hosted the Syracuse workshop with a dozen members of an Australia Ready delegation, including I LOVE NEW YORK Australia staff, and a variety of owners and managers who handle a wide demographic of the Australian traveler; including Qantas Holidays, American Express and Flight Centre (the largest travel trade outlet in Australia). Close to 50 tourism professionals, representatives, government officials and organizations also attended the interactive workshop at the Oncenter; which featured:

- A detailed overview of the Australia Outbound Market
- How the Australia travel industry works
- One-on-one appointments by regions with Australia tour operators
- Marketing presentation with Q&A

“It was surprising to learn about the Australian interest in New York,” said Visit Syracuse President David Holder. “However when you learn about what they are looking for, the list matches up with what we have to offer.”

Visit Syracuse hired NOexcuses Tours, LLC to lead a walking tour of the city. Before the Australian delegation left, they joined Visit Syracuse for a pair of adventures in Destiny USA’s 5 Wits.

Australians’ Travel Interests

- 62 percent of Australians seeking international destinations are looking for cultural and historical attractions including national parks, monuments and historical locations
- 58 percent are very interested in local lifestyles, small towns and countrysides
- 39 percent are looking for dining and gastronomy
- 47 percent are interested in shopping
- Australians spent \$6.8 million in 2013 on travel (ranked 10th in international visitor spending)



Australian tour operators before the Australia Ready Workshop and panel discussion. From left: Sue Rennick, Fight Centre Travel Group; Yvonne Verstandig, Executive Edge Travel & Events; Caroline Gair, Cievvents; Gabrielle Milling, American Express Travel & Lifestyle; and Jennifer Vali, Qantas Airways Limited.



Tour leader, Michael John Heagerty of NOexcuses Tours (center) had Kitty Hoynes Irish Pub and Restaurant deliver Shepherd’s Pie to the Australian delegation at Clinton Square.

Downtown Farmers Market Opens for the Season

The Downtown Committee continues to celebrate its 40th anniversary by highlighting a new theme each month on the committee's website and social media platforms.

The focus on festivals this month includes the weekly Downtown Farmers Market. Starting June 9 and continuing every Tuesday through October 13, 50 of the region's best farmers, produce dealers and vendors converge on Clinton Square. The market offers a convenient, open-air alternative to shop for locally grown and produced fresh fruits, vegetables, wine, baked goods, plants and flowers.



Annual Meeting

The Downtown Committee's Annual Meeting is scheduled for noon to 1:30 p.m. Wednesday, June 24 at the Oncenter. Downtown Committee Executive Director Merike Treier will provide a report on Downtown, highlighting the incredible investment activity being experienced in the city's center. The keynote speaker is Lynn Richards, president and CEO of the Congress for the New Urbanism (CNU). Richards, a Rochester native, will speak to the national demographic trends as the tipping point for cities, the benefits of investing in places, and the importance of collaboration. For more information, please visit www.downtownsyracuse.com/aboutus.



Lynn Richards

Help Us Help Downtown Blossom

This month, you'll notice more than 330 hanging flower baskets throughout Downtown Syracuse. To support the program, now in its fifth year, sponsor a flower basket (or several) with a tax-deductible donation of \$45/basket. Interested sponsors may donate online by visiting www.DowntownSyracuse.com/flowers or by mailing a check to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St., Syracuse, NY 13202.

Partners in Planting Program

The Downtown Committee is proud to offer a new, highly visible program that combines employee engagement and downtown beautification. Downtown sponsor partners are invited to participate in a beautification day, where employees participate in a downtown cleanup and plant flowers in planters along Washington Street. For more information and how you can sponsor a hanging flower basket, please visit www.DowntownSyracuse.com/flowers.



VISIT THE SOUTH PACIFIC, STOPS IN SYDNEY AND FIJI

CenterState CEO's next exciting adventure invites travelers to A Taste of the South Pacific, scheduled for **November 29 to December 13, 2015**. The 15-day trip includes tours of: Cairns, the Great Barrier Reef, Tjapukai Aboriginal Cultural Park, Hartley's Crocodile Farm, Sydney, Sydney Opera House, Sydney Harbor Cruise and Fiji. The trip includes first class and deluxe hotel accommodations, 16 meals (10 breakfasts, one lunch and five dinners) as well as roundtrip airfare from Syracuse Hancock International Airport. Rates are: \$5,399/double; \$6,479/single; and \$5,349/triple.

For additional information on the trip please contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com



MEMBER ESSENTIALS

Cornell University to offer new concentration in entrepreneurship.

Armory Square Ventures hosts tech conference in Skaneateles in May.

Hancock International Airport to host live music in its lobby each month.

St. Joseph's Hospital Health Center to become a member of Trinity Health, one of the nation's largest health care systems to improve financial stability and patient care.

CEO of **Cayuga Milk Ingredients** takes trade mission trip to Cuba with Gov. Andrew Cuomo.



WonderWorks at Destiny USA launches science summer camp and WonderKids awards program.

Musicians from several local companies recently competed in the Battle of the Bands at the Landmark Theatre. Bands from member companies included: **Six Pack from Anheuser Busch; The Actuators from Young & Franklin/Tactair Fluid Controls; Petty Ca\$h from Bank of NY Mellon; Defense Mechanism from Lockheed Martin; Dinosaurs from CXtec; and The Chillerz from Carrier Corporation.**

Yellow Brick Road Casino, the latest casino from the **Oneida Indian Nation**, will feature Oz themed restaurants and establishments.

Ephesus Lighting saves 45 million kilowatts of energy and 34,000 tons of CO2 emissions at sports venues. **Ephesus'** growth supports need for new electronics factory in Clay.

COR Development says construction of apartments in Syracuse Inner Harbor to begin by fall.

Empire Brewing Co. breaks ground on new Empire Farmstead Brewery in Cazenovia.



Excellus BlueCross BlueShield is looking for owners of forgotten funds, excellusbcbs.com/forgottenfunds.

Syracuse University lands \$330,000 to teach business skills to veterans.

Eric Mower + Associates named one of the best companies to work for in New York state.

CNY ASTD announces several CenterState CEO members to be recognized in the CNY BEST Learning and Performance Program and Awards Ceremony. Nominees include **O'Brien & Gere, Oneida Nation Enterprises, LLC; Suburban Propane; Golf at Turning Stone Resort Casino; Crouse Hospital; Elmcrest Children's Center, Inc.; and Excellus BlueCross BlueShield.**

Welch Allyn acquires Scale-Tronix, a White Plains-based maker of medical scales and patient weighing systems.

Empower Federal Credit Union will expand its Fairmount branch.

Housing Visions and New York State Homes and Community Renewal break ground on Salina Crossing, a mixed-use development.

Symphoria announces 2015-2016 concert lineup featuring five series: masterworks, pops, casual, spark and kids.

Cameron Group, the developers behind Township 5 in Camillus, announces Movie Tavern will open early next year.

Creole Soul Café opens new restaurant on East Jefferson Street in downtown Syracuse inspired by Louisiana cooking.

U.S. Small Business Administration honors the following CenterState CEO member companies at annual Small Business Excellence Awards luncheon: **Allied Spring & Service, XTO Inc., Paul J. Cowley & Associates Inc., Euphony Inc., CME Associates Inc., SERVPRO of North & East Onondaga and Oswego Counties.**

Sutton Real Estate Co. awarded \$2.76 million in state funding to develop historic textile factory on Syracuse's West Side into apartments.

Peppino's Pizzeria owners open restaurant and catering operations at the Marcellus Golf Club.

Solvay Bank named to American Banker's Top 200 list.

Wegmans to open new store in Brooklyn Navy Yard by 2017. **Wegmans** will fund \$4.9 million in scholarships for the 2015-2016 school year.

5 Wits opens new show, Deep Space, a sci-fi-themed adventure.



Share Member News with Us!

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



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Game is free and open to the public.

The CenterState Legends are led by
CenterState CEO President Robert Simpson.

There will be a silent raffle to benefit the MOST.

Info: Contact Jane Amico at 315-470-1832 or jamico@centerstateceo.com.



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

AMS Models & Talent

AMS Models (Syracuse, Rochester, Buffalo, Albany), founded in 1999 by Ann Marie Stonecypher, was one of the first online talent agencies. Now the largest in Upstate New York, they provide honest representation to 600 models and actors throughout the state. AMS Models South in South Carolina will launch this year.
 Anne Marie Stonecypher
 5701 E. Circle Drive, #311
 Cicero, NY 13039 315-451-8553
www.amsmodels.com

ASI Energy



Ithaca, New York-based ASI Energy provides integrated, technology-agnostic clean-energy solutions tailored to the requirements of commercial, institutional and industrial customers, utilities, and governmental entities primarily in the Northeast. ASI Energy is building upon its expertise in designing and installing combined heat and power (CHP) systems, which the company believes to be a key generation asset to enable the transition to a low-carbon economy.
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www.asienergy.com

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www.buffalo-energy.com

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www.lyft.com

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Van Duyn Center for Rehabilitation and Nursing is a 513-bed certified skilled nursing facility. Van Duyn's medical professionals specialize in short-term rehabilitation, post hospitalization recovery, long-term skilled nursing, hospice care and respite care. Physicians are assigned to each nursing unit to assure continuity of care. Consults in many specialties, an out-patient lab, and X-ray services are also provided, as needed. Van Duyn recently opened its new preimer orthopedic unit. Physical, occupational and speech therapy services are provided to both short and long-term residents.

Mark Smith
 5075 W. Seneca Turnpike
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www.vanduyncenter.com

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www.vology.com

MEMBER MILESTONES

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

40 YEARS

Northwestern Mutual

30 YEARS

Cadaret, Grant & Co., Inc.

Hansen QP

15 YEARS

Euchner-USA, Inc.

Laboratory Alliance of CNY, LLC

On Point for College, Inc.

CNY SHRM

Urist Financial and Retirement Planning

10 YEARS

Holiday Inn Express Fairgrounds

5 YEARS

Arabella Wealth Advisors

Environmental Design & Research, Landscape Architecture, Engineering & Environmental Services, D.P.C.

FASTSIGNS

SWBR Architects

Visions For Change

CENTERSTATE ECONOMIC CHAMPION

VIP Structures

VIP Structures was established in 1975 by David C. Nutting, AIA. Nutting's vision was to serve clients more effectively by combining the best elements of design and construction: integrated design-build. For the last 40 years, VIP's focus on perfecting this approach with in-house architecture, engineering, construction and development has delivered project successes time and again with a consistent track record of superior quality, reduced risk, improved project delivery speed and significant cost savings for its clients.

VIP is incredibly thankful to the Syracuse community for its immense support. In 2008, VIP was awarded the development opportunity to revitalize a vacant and unused piece of Syracuse's historic downtown known as the Pike Block. Located at the most important intersection in downtown Syracuse, the Pike Block is in the heart of downtown and is now comprised of 68 residential units and 35,000 square feet of retail space. VIP continues to work on similar projects as part of downtown's ongoing revitalization.

Community focus is one of VIP's core values as it supports local organizations such as the Food Bank of Central New York, the Salvation Army, United Way and several other agencies throughout the area. VIP encourages its employees to get involved with the community in their own way. Many employees are volunteer firefighters, coaches, Boy Scout leaders, and advocates for the causes of their choice.

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



The Pike Block – a collection of four historic buildings in the heart of downtown Syracuse – was transformed by VIP Structures for retail, business and residential use. Pictured above is the 4th floor rooftop patio atop the Witherill Building.

CENTERSTATE CEO MEMBER DISCOUNTS

One of the benefits of CenterState CEO membership is being listed on the CenterState CEO website at www.centerstateceo.com. Your company can gain additional exposure by utilizing the "discount" incentive for fellow CenterState CEO members. Visit the "Discounts" page often to see what's new. **New this month:**

Saxton Sign Corp

1320 Route 9
Castleton, NY 12033
315-307-4467

<http://saxtonsign.com>

Since 1932 Saxton Sign Corp has been creating signs and helping businesses maximize their identity. As one of the Northeast's largest custom sign shops, Saxton specializes in design, manufacturing, installation and maintenance of all sign types, including site surveys, permitting and parking lot lighting. Our team of professionals can manage your sign program every step of the way.

Discount: CenterState CEO members receive 10 percent off the first order for manufacturing or service. Offer expires December 31, 2015.

Seabreeze

4600 Culver Road
Rochester, NY 14622
585-323-1900

www.seabreeze.com

Seabreeze Park is Rochester's landmark family fun destination. You'll find four roller coasters, adult and kiddie rides, and a full waterpark with wave pool, slides and more. Enjoy live entertainment, games, great food – and cool breezes off scenic Lake Ontario.

Discount: CenterState CEO members save \$5 when you buy your tickets online and use the Corporate Code: 115. Offer expires September 6, 2015.

Onondaga Flooring, Inc.

1510 N. Salina St.
Syracuse, NY 13208
315-471-2243

www.onondagaflooring.com

Residential, commercial and wholesale floor covering from three convenient locations: Syracuse, Fulton and Clay. All types and categories of flooring are represented. One of the largest in-stock inventories in the Northeast. Lowest sale prices in the region. Our own professionally trained installers. Unsurpassed customer service.

Discount: CenterState CEO members receive free six-pound pad with the purchase of \$1,000 or more in carpet with installation. Offer expires July 31, 2015.

EVENTS

CenterState CEO Clambake

August 6, 2015

Hinerwadel's Grove
5300 West Taft Road, North Syracuse

4 to 8 p.m.

Join CenterState CEO for great food, music and fun!

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

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

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

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

PRESENTED BY:



MEDIA SPONSORS:



Save the Dates!

Tech Meets Taste, **July 16**
The Tech Garden

7 Habits of 7 Highly Successful People,
September 18 Everson Museum of Art

B2B Marketplace, **October 14**
Convention Center at Oncenter
www.centerstateb2bmarketplace.com

Economic Champions Luncheon,
October 14
Convention Center at Oncenter

Buy Local Bash, **November 23**

Register online at www.centerstateceo.com/events

SyracuseFirst's New Economy Summit, June 3

Genesee Grande Hotel, 1060 E. Genesee St., Syracuse

8 a.m. to noon

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

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



LinkedIn 101, June 4

The Tech Garden, 235 Harrison St., Syracuse

8:30 to 9:30 a.m.

Learn the core features and functionality of LinkedIn to grow your professional network. We will explore the purpose of LinkedIn; personal profile formatting; strategies for connecting with professionals; LinkedIn posts and updates; as well as groups and communities. Presented by Tony Kershaw, innovation specialist at The Tech Garden.

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



Business After Hours, June 11

Dave & Buster's, Destiny USA

5 to 6:30 p.m.

Attendees will enjoy a complimentary appetizer buffet, happy hour prices on beverages and a Power Card with unlimited video game play for the evening. (Good for non-ticket/non-redemption games.)

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



Speed Networking, June 18

CXtec, 5404 South Bay Road, Syracuse

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

New format receives rave reviews for the enhanced opportunity to build relationships! Bring your business cards to share as you engage in small group dialogue, network and make your one-to-two-minute "pitch." Space is limited. Please pre-register.

Cost: \$10 for members; \$25 for non-members. For more information contact Karen DeJoseph at 315-470-1997 or kdejoseph@centerstateceo.com.



B2B Marketplace Information Session, June 23

CenterState CEO, 115 W. Fayette St., Syracuse

8:30 to 9:30 a.m.

Learn how you and your business can maximize the second annual B2B Marketplace, presented by Time Warner Cable Business Class, October 14 at the Oncenter. This unique event connects buyers and sellers during up to 18 pre-arranged meetings throughout the day. Enjoy complimentary refreshments while having your questions answered by staff and exhibitors from last year.

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



Downtown Committee Annual Meeting, June 24

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

Noon to 1:30 p.m.

Join us for a State-of-Downtown report, highlighting the incredible investment activity transforming the city's center, and Awards of Excellence. Keynote speaker, Lynn Richards, president and CEO of the Congress for the New Urbanism, will speak to the national demographic trends as the tipping point for cities, the benefits of investing in places, and the importance of collaboration.

Cost: \$40/person; \$320/table of eight. For more information contact Kristine Sherlock at 315-470-1952 or ksherlock@downtownsyracuse.com.



CENTERSTATE CEO AMBASSADORS

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



The **Distillery** restaurant, 3112 Erie Blvd. E., celebrates its grand opening.



Housing Visions, 1201 E. Fayette St., Syracuse, celebrates its 25th anniversary.



The staff at **J.R. Clancy**, 7041 Interstate Island Road in Syracuse, celebrates the company's remarkable 130th anniversary.



Syracuse Executive Association celebrates its 40th anniversary at the Bella Domani restaurant.

ENJOY A HOLLAND AND BELGIUM RIVER CRUISE, NEXT SPRING

CenterState CEO invites travelers on a seven-night Springtime Tulip River Cruise featuring Dutch and Belgian Waterways, **April 6 to 14, 2016**. Highlights include Amsterdam, Volendam, Arnhem, Middelburg, Ghent, Bruges, Antwerp, Kinderdijk Windmills and Keukenhof Gardens. River cruise tours feature small, intimate vessels for personal experiences as you travel the waterways. Trip includes round-trip airfare from Syracuse Hancock International Airport, seven-night cruise, and 20 meals: seven breakfasts, six lunches and seven dinners. Per person rates are: lower outside double \$4,199; middle outside double \$4,449; upper outside double \$4,699; suite double \$4,999. Book now and save \$200 per person. For additional information, contact Shannon Fults at 315-470-1884 or sfults@centerstateceo.com



Kinderdijk Windmills, Holland

CEO ESSENTIALS



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