

ECONOMIC FORECASTERS REPORT SIGNIFICANT OPTIMISM & PREDICT PROGRESS FOR 2020

CenterState CEO's 2020 Economic Forecast for Central New York predicts progress and significant optimism for this year. The report was released at CEO's 2020 Economic Forecast Breakfast last month to a record-breaking crowd of more than 750 business and community leaders.

The 2020 Economic Forecast report includes the perspectives and projections of CenterState CEO members and business leaders from 17 industry sectors, and includes data on exporting, industry and employment trends.

The event's keynote speaker, M&T Bank Regional Economist Gary Keith, provided an analytic assessment of national and regional economic trends from the past year, and an outlook into 2020. According to Keith, there is much to be optimistic about through 2020.

"After battling choppy performance earlier in the decade, CenterState New York's regional growth expanded solidly for the third consecutive year in 2019. Private sector employers added 7,100 new jobs, more than double the year-ago total and the largest gain in several years," said Keith. "However, as regional unemployment rates continue to hover near an all-time low, it is essential that we have enough productive, well-trained workers available to meet employer needs. Continued public and private sector collaboration to address labor and skill shortages is critically important to sustaining and building upon the region's recent economic progress."

CenterState CEO President Rob Simpson highlighted that the optimism shared by Gary Keith was echoed by this year's forecasters. He challenged the community to set a new vision for what could be achieved over the next decade and begin the work needed to ensure ongoing success.

"As we begin this new decade we do so with confidence that the regional economy is headed in the right direction," said Simpson. "There is both statistical and anecdotal evidence that reinforces this optimism.

continued on page 4

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Download the 2020 Economic Forecast Report at:
www.centerstateceo.com/Economic-Forecast-Report



CEO's Work Train Team Helps Guide Syracuse Build



CNY Regional Council Receives \$86.2 Million Award



Transportation and Climate Initiative, Member Input Needed by Feb. 28



CenterState CEO Events

CenterState CEO Annual Meeting: Celebrating 10 Years

Wednesday, April 29

11:30 a.m. Registration; 12 to 1:30 p.m. Program

The Oncenter, 800 S. State St., Syracuse

Join the region's largest annual gathering of business leaders for a celebration of CenterState CEO's 10 year anniversary, and a look toward the region's future growth.

Register at www.centerstateceo.com/events

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CenterState CEO 2020 Legislative Agenda

The annual CenterState CEO Legislative Agenda sets CEO's key legislative and policy priorities for the year. It is aligned with regional priorities and projects, input from members and expected legislative initiatives at the state and federal levels.

FEDERAL

Key federal issues include infrastructure, unmanned systems and improving global competitiveness for products and services produced in the region. CenterState CEO supports tariff reductions and agreement on fair trade rules to benefit local companies that export, as well as resources to assist more companies to enter export markets. Infrastructure priorities include Interstate 81 and passage of a new Federal Surface Transportation bill. For the unmanned systems industry, swifter approvals by the FAA combined with moving past one-off waivers to timely rule-making will provide meaningful progress for the unmanned systems industry in the U.S., especially the regional unmanned systems ecosystem.

STATE

Priority policies in Albany focus on the areas of economic development, infrastructure, health care and climate change.

Economic Development: Support for reducing New York's small business tax rate from 6.5% to 4% for corporations with fewer than 100 employees and \$390,000 in net income; enhancing the New York State Historic Preservation Tax Credit to increase transferability and increased credit for smaller projects; and supporting another round of funding for the Regional Economic Development Councils and Downtown Revitalization Initiative.

Infrastructure: Continued support to advance the re-development of I-81, including completion of the project's Environmental Impact Statement; additional investments in the Erie Canal corridor; accelerated expansion of rural broadband access; and creation of the UAS "Skydome" test facility for small drone development.

Health Care: Support for efforts to achieve universal health care coverage in New York, while maintaining consumer choice and promoting the health of the region's health care sector.

Climate Change: With New York's Climate Leadership and Community Protection Act in place, CenterState CEO is actively working through its Government Relations Committee to ensure that member voices are heard and the region is well positioned to realize new opportunities from this law and mitigate any challenges that it may pose. CEO is also engaging on the northeast regional Transportation and Climate Initiative. See page 7 for details.

In addition to these priority areas, CenterState CEO is engaged on measures in the areas of labor, housing, energy and more.

The Legislative Agenda is available at www.centerstateceo.com and www.syracusetomorrow.com. To learn more, contact Kevin Schwab, vice president of public policy and government relations, at 315-470-1944 or kschwab@centerstateceo.com.



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

GO TO: CAREERS.GOODLIFECNY.COM

Companies interested posting jobs to the site or connecting with job seekers in the talent network should contact CenterState CEO Chief of Staff Ben Sio at 315-470-1838 or bsio@centerstateceo.com.



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CEO'S WORK TRAIN TEAM HELPS GUIDE SYRACUSE BUILD

In his January State of the City address, Mayor Ben Walsh announced Syracuse Build, a new initiative designed to support Syracuse's construction boom by connecting capable job seekers from Syracuse's historically marginalized communities with career pathways in construction-related fields.

To capitalize on the opportunity from high impact projects such as continued development in the urban core, the University Hill, and the impending construction of the Community Grid, the City of Syracuse convened anchor partners including Onondaga County and Syracuse University to develop Syracuse Build.

With the support of a National Fund for Workforce Solutions grant, funded by the Ballmer Group, CenterState CEO's Work Train team has served as the initiative's lead planning consultant. CenterState CEO staff have helped drive the design and incubation of a new approach to holistically address the needs of employers and job seekers, while removing barriers that prevent both of these groups from reaching their full potential. The result of this work is a partnership that connects local government, anchor institutions and construction firms to a coordinated network of community, training and workforce partners.

Syracuse Build will be led by a steering committee and managed by CNY Works, Central New York's single point of entry to the workforce system whose mission is to bring businesses, job seekers, and training providers together with the goal of providing skilled workers for every business and employment for every job seeker. **By the end of 2020, Syracuse Build aims to place 100 people into construction industry jobs and work has already begun in the community under this partnership driven initiative.**

For more information on Syracuse Build contact Jessica Barbuto at jbarbuto@centerstateceo.com.



Build Ready students construct a guard shack at training partner SUNY EOC's campus.

GENIUS NY FINALS NIGHT TO AWARD \$3 MILLION, APRIL 22

Five startups in the GENIUS NY program recently arrived in Syracuse to compete in the fourth round of the world's largest business accelerator for unmanned systems. The teams will pitch their companies on April 22 to a panel of judges before a live audience. This exciting event will draw more than 500 people and include past GENIUS NY teams, local UAS companies and startups from The Tech Garden.



Finals Night is at the Marriot Syracuse Downtown ballroom at 5 p.m. Wednesday, April 22. Space is limited. Free tickets are available at www.thetechgarden.com/events.

GENIUS NY is housed at CenterState CEO's Tech Garden. With support from New York state, the accelerator annually invests \$3 million in five startups, including a grand prize of \$1 million and four \$500,000 awards.

Since 2013 GENIUS NY has invested \$9 million in 17 startups. The accelerator is based in Syracuse and is a short drive to the New York UAS Test Site managed by NUAIR, one of only seven in the nation.



It was standing room only at GENIUS NY Finals Night 2019 at the Marriott Syracuse Downtown.

SIGNIFICANT OPTIMISM & PROGRESS FOR 2020 continued from front page

The seeds of this progress were planted nearly a decade ago when we revised our approach to more strategically target investments in key projects and industries, and advance those efforts with a spirit of collaboration and a shared vision. As we look to the future we must tackle the opportunities and challenges before us with the same focus and dedication to ensure that this economic progress continues.”

Through a survey and focus groups conducted by third-party research firm Research & Marketing Strategies, Inc., forecasters reflected on the growth they experienced in 2019 and shared their predictions for 2020:

- 74% described their business in 2019 as being strong or very strong.
- 76% described their outlook for the strength of their business in 2020 as strong or very strong.
- 70% anticipate increased sales or revenue in 2020; down 5% from 2019 projections.
- 60% expect to expand product and services in 2020; no change from 2019 projections.
- 49% expect to increase capital investments; no change from 2019 projections.
- 65% expect an increase in jobs and hiring in 2020; up 10% from 2019 projections.

The forecasters also identified several environmental factors expected to have impact in 2020.



Economic Forecast keynote speaker M&T Regional Economist Gary Keith said Central New York has much to be positive about. Public and private collaboration needs to continue, though, to address labor and skill shortages. **Review Keith's presentation at www.centerstateceo.com/Economic-Forecast-Report. Watch his remarks at www.youtube.com/CenterStateCEO.**



CenterState CEO President Rob Simpson challenges the community to set a new vision for what could be achieved over the next decade and begin the work needed to ensure ongoing success. **Read his remarks at <http://bit.ly/RSRemarks20>. Watch the video at www.youtube.com/CenterStateCEO.**

Innovations within an industry, and the advancement of technology and its impact on business operations, was noted as the top positive environmental factor in 2020.

Government policy and regulatory issues; the ability to attract and retain the right people in the right position, and the ability to invest in and develop the skills of the existing workforce, were noted as top factors expected to negatively impact businesses in 2020.

Forecasters acknowledged that strong local and national economic trends and job opportunities impacted their projections for their business and the regional economy. Organizations are also developing new products and services to drive continued success and be more competitive. The unmanned systems, IoT, big data and sensing sectors are experiencing strong growth and advancing technology, including automation. Additionally, an increase in the use of data has created efficiencies and enabled companies to create new solutions for clients.

Forecasters also noted several challenges and pressures for 2020, including: attracting and retaining skilled talent; tariffs that drive up costs for exporters and create uncertainty in the supply chain; the ability of small businesses and startups to access capital for growth; uncertainty at the federal level, which impacts businesses ability to plan and make continued progress; and pressures on businesses from New York state regulations.

The CenterState CEO Economic Forecast is presented by M&T Bank and St. Joseph's Health. Corporate Sponsors include: Dermody, Burke & Brown, CPAs, LLC; Exelon Generation; C&S Companies; Novelis, Inc.; and Research & Marketing Strategies. Media Sponsors are: News Radio 570 WSYR Now on 106.9 FM; The Central New York Business Journal; and Visual Technologies.

CNY REGIONAL COUNCIL RECEIVES \$86.2 MILLION AWARD

The Central New York (CNY) region was awarded \$86.2 million for 93 projects in the ninth round of the Regional Economic Development Councils (REDC) in December. The Central New York region has received the most investment out of all 10 council regions since the inception of this statewide competitive funding program.

“Being selected once again as an REDC Top Performer illustrates that this year’s projects — many driven by our members — will continue to create jobs, strengthen industry opportunities and deliver strong ROI on the state’s investment,” said Rob Simpson, president of CenterState CEO. “CenterState CEO members’ projects represent 54% of the funded projects in round nine, estimated to add more than 450 jobs to the region and retain over 5,200 jobs, a testament to the integral role our members play in advancing our long-term inclusive economic development strategies for the region.”

The funding for this latest round of projects allows for further implementation of the CNYREDC’s strategic plan to continue the region’s forward momentum for the long term.

Also in Round 9, downtown Fulton was selected as CNY’s Downtown Revitalization Initiative (DRI) recipient, receiving \$10 million for its strategic investment and revitalization plan, part of an effort to improve the urban vitality of city centers across New York state. Fulton leaders aims to “Blaze New Trails” by building on recent momentum in its historic downtown waterfront and NYS 481 corridor, enhancing natural and cultural attractions, and continuing to grow opportunity in local health, service, and manufacturing industries. With a boost from DRI, the city will strengthen the infrastructure necessary to support downtown businesses and create recreational and cultural opportunities attractive to visitors and residents.

“I am proud to serve on the council to advocate for our region, and I applaud Central New York regional council co-chairs Randy Wolken and Deborah Stanley for their ongoing leadership, vision and commitment,” said Simpson.

For more information about the CNYREDC Consolidated Funding Application process and opportunities to advance capital projects, contact Andrew Fish at afish@centerstateceo.com.



To read a full list of CNYREDC projects selected in Round 9, visit <https://on.ny.gov/35SDkaR>.



Members and supporters of the CNY Regional Economic Development Council celebrate winning \$86.2 million to fund 93 projects. Photo credit: Office of Governor Andrew Cuomo

CNY REDC Round 9 Project Highlights



Photo Credit: Cayuga Milk Ingredients

Cayuga Milk Ingredients, LLC

This project will install an evaporator and feed system and a UHT/Aseptic bottling line. With this investment, CMI, a respected manufacturer of high quality/infant grade milk ingredients, will increase output by 20% and increase sales of high value milk powders around the globe.

Award: \$2.5 million ESD grant; \$2.5 million ESD Excelsior Jobs Program tax credits

Total Project Cost: \$89 million



Access Dental is part of the planned Salina 1st mixed-use development project on Syracuse’s South Side.

ACCESS Dental Laboratories

This project will renovate the property at 1081 S. Salina St. in Syracuse, into a light manufacturing facility and a day care center. The project includes building renovations and the purchase and installation of production machinery and equipment.

Award: \$280,000 ESD grant; \$150,000 ESD Excelsior Jobs Program tax credits

Total Project Cost: \$1.4 million

CAN NUAIR BUSINESS CONSULTING ASSIST YOUR COMPANY?

Unmanned Aircraft Systems (UAS), commonly referred to as drones, are being used by public and private organizations to complete meaningful work. The challenge for organizations is to figure out how to integrate the unmanned aircraft safely, cost effectively and within the current regulatory framework. NUAIR offers business consulting services to help organizations implement their UAS program.

NUAIR has already helped more than 25 state, county and local municipality emergency responders get their UAS programs up and running, including law enforcement, land/wildlife management and fire agencies. In addition to the use of unmanned aircraft for public safety, drones can and are being used to increase the efficiency of operations of a wide variety of fields including: powerlines, pipeline and windmill inspections, mapping construction sites, conducting land surveys, precision agriculture and much more.

From small public entities to Fortune 500 companies, NUAIR can provide guidance and direct assistance to incorporate UAS into an organization's daily business operations to help save time, money and resources. The NUAIR consulting process focuses on the business use-case from the beginning. Once the benefits to the organization are identified, NUAIR experts work side-by-side with the client through program development, platform selection, training, implementation and ongoing support.

If you'd like to learn more about drones and if they can help out your business contact NUAIR at www.nuair.org/consulting.



NUAIR continues to help public and private organizations learn how drones can help their work.

SkyDome Coming to Griffiss

Gov. Andrew Cuomo announced in his 2020 State of the State Address that \$9 million is being allocated to fund Oneida County's SkyDome project at Griffiss International Airport.

The 55,000-square-foot-facility will be the largest, state-of-the art, indoor/outdoor instrumented unmanned aircraft systems (UAS) cyber physical experimentation environment in the country. It will support year-round development and testing of advanced UAS technologies, including artificial intelligence-based flight control, autonomous swarms, resilient, cyber-secure command and control, vehicle-to-vehicle communication and counter UAS techniques.

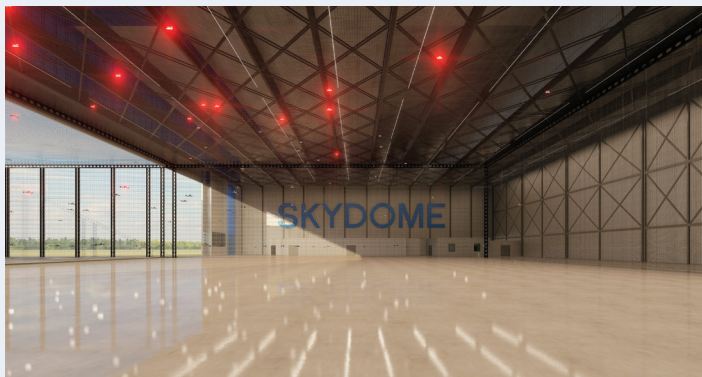


Photo courtesy of Oneida County.

The indoor SkyDome will be 200 feet long, 250 feet wide and 50 feet high connected to a netted outdoor facility that is 150 feet long, 250 feet wide and 72 feet high, which will be reconfigurable to support the testing of more than 100 small UAS simultaneously. This environment will enable the development of UAS applications in a safe environment with the ability to connect the experimentation into NY UAS Instrumented Corridor, a true microcosm of the future National Air Space.

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TRANSPORTATION AND CLIMATE INITIATIVE, MEMBER INPUT NEEDED BY FEB. 28

There is a new regional initiative taking shape that will impact business and personal transportation: the Transportation and Climate Initiative (TCI). It includes all states from Maine to Virginia, including New York and the District of Columbia.

The goal is to implement a cooperative plan to reduce greenhouse gas (GHG) emissions from the transportation sector and its 52 million registered vehicles in the region. The focus is on vehicles as a source of GHG emissions because since 1990, transportation has become the largest source of GHG emissions, now contributing 40% of the pollutants.

The TCI proposes a cap on the amount of carbon emissions permitted and imposes a fee on distributors of fossil fuels. The proceeds of that fee are used to invest in low carbon transportation alternatives. It is anticipated that the TCI could reduce GHG emissions by 20% with a 5 cent per gallon increase in fuel, 22% with a 9 cent increase and 25% with a 17 cent per gallon increase.

In December, the TCI states released a draft memorandum of understanding (MOU) to implement this system. The draft MOU is open for public comment until February 28. For the remainder of 2020, the states will hold hearings; legislation will be drafted in 2021; with possible implementation in January 2022.

Industries that are largely reliant on freight movement, trucking and distribution operations, and businesses that need employees to come to a central work place will be impacted.

Proponents argue that in addition to reducing GHG emissions, which contribute to climate change, the reduction will also lead to better health outcomes; improvements in the region's cities; and more. Opponents cite the tax has increased costs for businesses and individuals; an imbalance of benefits with costs being generated in more rural areas; among others.



LEARN more about the TCI:

Transportation and Climate Initiative of the Northeast and Mid-Atlantic States

<http://bit.ly/2QWHIBB>

Eastern States Introduce a Plan to Cap Tailpipe Pollution by The New York Times

<https://nyti.ms/36Sr2R8>

In the Green Transition, Transportation Is the Next Big Baddie by The Wall Street Journal

<https://on.wsj.com/2QWwsFm>

Group of States and The District Draft Pact to Cut Emissions from Cars and Trucks

by The Washington Post

<https://wapo.st/2Ntox01>

SHARE your VIEWS by Feb. 28:

Send comments about the TCI and how it will impact your business to Dave Mankiewicz at dmankiewicz@centerstateceo.com. Your input will help guide the Government Relations Committee draft a statement that best reflects CEO's members' needs.

GOFCC ANNUAL MEETING, FEB. 13

The Greater Oswego-Fulton Chamber of Commerce is hosting its 2020 Annual Meeting, presented by Exelon Generation, at noon on February 13 at the Lake Ontario Event & Conference Center. This year's theme is: Passion. Potential. Progress. Attendees will hear from Keynote Speaker: Melanie Littlejohn, New York vice president at National Grid. Three awards will be given to outstanding individuals or organizations: Community Investor Award; Chamber Commitment Award; and the Nancy L. Premo – Woman of Distinction.

To register, visit www.oswegofultonchamber.com.



GOFCC "Celebration of Wreaths" is a Success

The GOFCC launched its inaugural "Celebration of Wreaths," presented by Novelis, in December. Companies were encouraged to promote their business and compete to create the most festive wreath in Oswego County, with the GOFCC donating to the victor's charity of choice. Off Bridge St. Bagelry & Deli was the proud winner and chose Oswego's Human Concerns Center to receive the donation. The money will be used to provide food and clothing to those in crisis.





Akrobotix Wins SBIR Grant for Unmanned Systems Operations

Akrobotix (GENIUS NY '17) was awarded a National Science Foundation (NSF) Small Business Innovation Research (SBIR) Phase I grant to enable safe and reliable autonomous unmanned flight operations for drones. NSF supports research and development of deep technologies — those that are based on discoveries in fundamental science and engineering.

“This NSF SBIR grant will enable Akrobotix to develop and commercialize its unique, core technology: a universal, platform-independent autopilot for autonomous vehicles,” said Amit Sanyal, co-founder of Akrobotix.

As the diversity and number of applications of autonomous



unmanned aircraft systems (UAS) grows across industries, platform-independent solutions to onboard autonomy become increasingly important. Akrobotix plans to advance in platform-independent onboard autonomy, particularly for small unmanned aircraft systems (sUAS), to enable safety and reliability of UAS.

In 2017, Akrobotix won \$250,000 in the GENIUS NY competition at The Tech Garden.

“Innovation in Your Industry” Targets Business Community to Become Early Adopters

The Tech Garden is holding “Innovation in Your Industry” at 4 p.m. Tuesday, February 11 with startup member, Promptous. “Innovation in Your Industry” introduces emerging tech from local startups to existing markets.

Promptous is ready to launch its beta product and engage with the dental and human resources community in Central New York. The startup uses a disruptive software solution to address major issues found in the dental insurance industry.

Learn more about this innovative and cost-saving software that is simplifying dental benefits for small- to mid-sized businesses, and how to profit from becoming an early adopter, at this free event. Visit www.thetechgarden.com/events or contact Mia Tomasello at mtomasello@thetechgarden.com to register.



Visit Syracuse & The Oncenter – Partnership Brands Community

It’s no secret that marketing success is very often built upon strong partnerships. Within the area’s hospitality industry, the partnership between Visit Syracuse and the Oncenter continues to thrive as the marketing teams from both organizations work to bring a bright, warm and welcoming message to all who visit the Oncenter Convention Center, War Memorial Arena and Civic Center Theaters.



Included among the ongoing cooperative promotional initiatives is the permanent addition of Visit Syracuse within the marquees. Along with promoting the variety of scheduled events within the rotation network, the Oncenter’s outdoor digital marquees now include “Welcome to Syracuse” messaging.

Engaging signage is critical to the branding of any business, and in this case, to the branding of this community. Outdoor digital marquees offer a fun and effective form of messaging to a wide variety of audiences. Visitors and residents alike will admire the messaging, which will lead event-lovers of all types to the three venues, ideally attracting new fans along the way.

The Oncenter has availability for additional advertisers interested in using the marquees. To learn more, contact Sales & Marketing Manager Jackie Atkins at j_atkins@asmsyracuse.com or 315-435-8009.



CENTERSTATE CEO ECONOMIC CHAMPION

Oneida Indian Nation

Since the 1993 opening of its flagship property, Turning Stone Resort Casino, the Oneida Indian Nation, has become one of the region's largest employers and leading tourism destinations. What began with gaming has grown into a diversified collection of enterprises that includes fine dining, hospitality, retail, outdoor recreation and live entertainment.

As an engine of local job creation and prosperity, the Nation has stayed true to its mission of continual reinvestment in the Oneida people and in Central New York.

In 2019, Oneida Nation Enterprises created new jobs, dispensed more than \$140 million in payroll, spent tens of millions of dollars on local vendor spending and paid a record \$70 million to the state of New York – the most of any upstate casino.

This \$70 million is part of the Oneida Indian Nation's 2013 settlement agreement with the state of New York and Madison and Oneida counties to officially end all disputes among the respective parties. As part of this agreement, the state receives 25 percent of the Nation's slot machine revenues. A portion of this is redistributed to the 10 surrounding counties within the Nation's gaming exclusivity zone.

Since 2013, Nation settlement payments have totaled more than \$300 million, a significant portion of which supports the region's public safety, schools, roads and social services. The revenues have also enabled Oneida County to freeze property tax rates for six years straight.

Arts and cultural programs have been supported as well. St. Joseph's Health Amphitheater at Lakeview is a direct recipient of the Nation's annual payment stream to Onondaga County – roughly \$2.5 million a year. This 17,500-seat concert venue was constructed in 2014 with municipal bonds backed by those payments.

As the Nation grows, so will its commitment to the region – thus ensuring Central New York's success and vitality for the future.

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 Year, New Website

www.DowntownSyracuse.com

The Downtown Committee is proud to reveal a brand new, next-generation website that invites the community to “Explore,” “Eat and Drink,” “Go to an Event,” “Get Around,” “Do Business” in and “Live” in downtown Syracuse.

The new website, still accessible at www.DowntownSyracuse.com, features a modern, engaging user interface that includes improved and dynamic tools to promote downtown’s constituents while highlighting the committee’s mission. The Downtown Committee worked with Cowley Associates to launch the website. A tremendous amount of collaboration behind the scenes resulted in a unique platform to tell downtown’s stories establishing DowntownSyracuse.com as the go-to resource for all things related to downtown.

In just a few clicks, users have the ability to:

- Find a place to live downtown
- Search for available properties to purchase or lease space downtown
- Sort through a variety of cuisine offerings to make coffee, lunch and dinner plans
- Browse downtown activities and happenings
- Read and download guides to learn more about downtown

Since the start of the new year, the Downtown Committee has been using its social media platforms to share helpful hints to navigate its new website. Check out the committee’s weekly #WebsiteWednesday feature on Facebook, Twitter and Instagram.



Downtown Dining Weeks

Monday, February 17 – Sunday, March 1

The most popular winter dining event in downtown Syracuse kicks off on Monday, February 17. Presented by the Downtown Committee and Visions Federal Credit Union, dozens of downtown restaurants will participate in the once-a-year promotion by serving three dinner courses (or more!) for \$30 or less, and/or three-course lunches for \$10 or less. Check www.DowntownSyracuse.com often – the Downtown Committee posts menus from participating restaurants as they come in!

Social Media Contest: While dining, patrons are encouraged to look for the return of the Downtown Committee’s “Spot the Chef’s Hat” contest. Each participating restaurant has hidden a chef’s hat somewhere in their dining area(s). When customers see it, they may take a picture of it and email the image – or a thorough description of the hat’s placement – to mail@downtownsyracuse.com. Correct guesses will be entered into drawings held during Downtown Dining Weeks for a restaurant gift certificate.



Dining Weeks draws an estimated 50,000 diners from across Central New York every winter. This is the 16th annual “serving” of the tradition.

Volunteers Still Needed: Join the Downtown Committee for its Earth Day Clean-Up!

Saturday, April 25, 2020

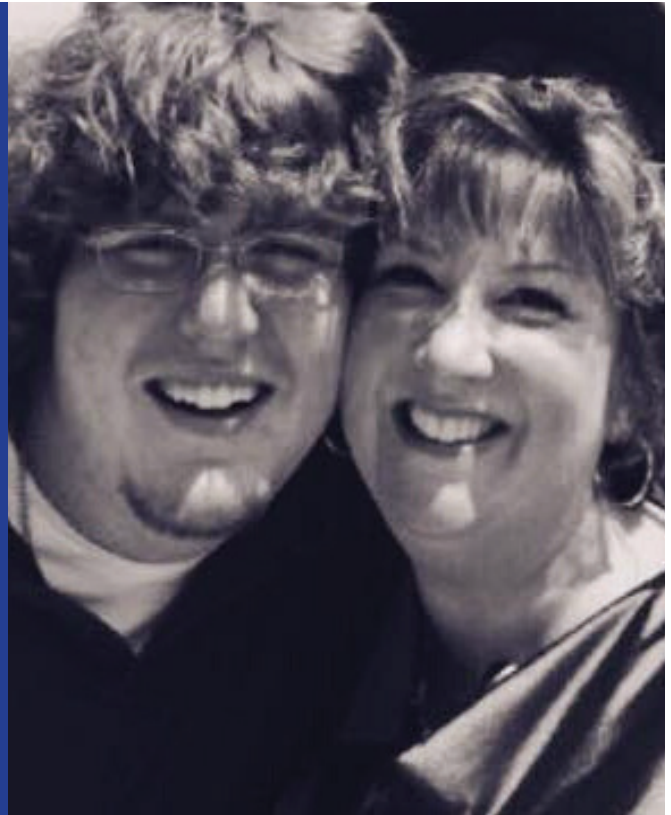
This Earth Day, join the Downtown Committee to make sure the gateways to downtown Syracuse are clean and attractive to welcome the new season. Downtown Committee staff will meet volunteers at five locations in downtown 8:30 a.m. to 11:30 a.m. Saturday, April 25. The Downtown Committee will supply volunteers with trash bags, gloves and green T-shirts. There will be an opportunity to have lunch following the clean-up. Anyone interested in volunteering with their family, friends or colleagues, is encouraged to contact (315) 422-8284 or mail@downtownsyracuse.com. Learn more at DowntownSyracuse.com



In 2018, 275 volunteers delivered more than 550 volunteer hours of community service to pick up litter throughout downtown Syracuse.

Sixth Annual
**Mark J.
Palumbo
Memorial
Clothing
Drive**

Honoring
Nancy Premo



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

Mark lost his life on January 27, 2014, from hypothermia. This drive, started by his mother, Nancy Premo, and continued in her memory, is a **quest to prevent anyone from losing their life from exposure.**

ACCEPTING DONATIONS OF:
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Bring your donations to CenterState CEO's office at 115 W. Fayette St., Syracuse; The Tech Garden at 235 Harrison St., Syracuse; or one of the participating locations listed below between Jan. 27 and Feb 28:

Beauty and Wellness Spa at Innovations
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Bond, Schoeneck & King*
Bousquet Holstein*
C&S Companies*
Carrier Corp.*
Clinton's Ditch Cooperative Co., Inc.*
Cohen, Compagni, Beckman, Appler & Knoll, PLLC
CPS Recruitment*
Grossman St. Amour*

*Indicates a CenterState CEO member

Hancock Estabrook, LLP*
Liehs & Steigerwald*
Onondaga County Transportation Dept.
Northland Communications *
NUAIR*
Remedy Intelligent Staffing*
Scolaro Fetter Grizanti & McGough, P.C.*
Solvay Bank (10 Locations)*
Sutton Real Estate*
Toshiba Business Solutions
Town of Clay (Tax Receivers Office)



ITEMS WILL BE DONATED TO THE RESCUE MISSION

MEMBER ESSENTIALS

On Point for College receives \$130,000 grant from The Community Foundation of Herkimer & Oneida counties.

ARISE completes renovations to headquarters.



Wegmans to open a regional distribution center in Virginia.

St. Joseph's Health named one of nation's best by watchdog group.

Upstate Community Hospital to open renovated 24-bed unit, plans to hire 60. **Upstate Medical University** purchases naming rights of Onondaga County War Memorial.

Barton & Loguidice was presented with the "Above and Beyond Award" by the New York State Employer Support of the Guard & Reserve.

Genesee Grande Hotel changes name to Scholar Hotel; renovations are nearly complete.

Syracuse College of Law, Whitman School launch online joint J.D./MBA degree. Newhouse Foundation gives **Syracuse University** the school's largest donation ever, \$75 million.

The Onondaga County Public Library board of trustees names Christian Zabriskie as the library's new executive director.

Cazenovia College will use a \$40,000 state grant to help develop a financial trading laboratory.

Le Moyne College to use state REDC funding for plaza project.

Citizens Bank appoints J. Theodore Smith Upstate New York region president.

Tessy Plastics to expand plant in Elbridge and add 50 jobs.

Digital Hyve was awarded \$1 million in tax credits from ESD Excelsior Jobs Program.

Summit Federal Credit Union hires Laurie Baker as its next CEO.

Crouse Health has partnered with Viz.ai to bring artificial-intelligence software to Upstate New York for use in its stroke care.

Gov. Cuomo proposes a \$9 million drone test facility at **Griffiss Airport** in Rome.

Syracuse Hancock International Airport rolls out blended lanes at passenger check-in.

Lockheed Martin awarded nearly \$40 million radar contract for military sale to Iraq.

Rescue Mission serves 2,000 meals to less fortunate in Syracuse on Christmas.



Crews begin work on \$30M project to renovate **SUNY Cortland** dorms.

The Maternity Center of **Oswego Health** has received a grant for infant emergency evacuation bags. Boenheim Foundation supports ER pediatrics at **Oswego Health** with a \$10,000 donation.



The **BizEventz** Family Business Awards of CNY presented by NBT Bank included CenterState CEO members: Westelcom – Community Service Excellence; Carl Byrne, Byrne Dairy – Family Business Leader of the Year; Cell Phones for Less, Inc. – Fastest-Growing Family Business; McQuade & Bannigan, Inc. – Multi-Generational Family Business; and Speach Family Candy Shoppe – Special Recognition – Celebrating 100 Years.

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!](mailto:membernews@centerstateceo.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.



Dreissig Apparel, Inc., located at 2002 Teall Ave. in Syracuse, is recognized on the company's 20th anniversary.

Grand Openings

Blink Fitness, 4722 Onondaga Blvd., Syracuse
Kate Spade of New York, Destiny USA



SWBR celebrates its 50th anniversary. SWBR is located at 309 S. Franklin St. in Syracuse.

Anniversaries

C.R. Fletcher Associates, Inc., 126 N. Salina St., Suite 107, Syracuse, 30th
Habiba's Ethiopian Restaurant, 656 N. Salina St., Syracuse, 1st

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.

BlueRock Solar



BlueRock Solar is New York State's Local Community Solar Provider headquartered in Syracuse.

Commercial and residential utility ratepayers may subscribe to a solar farm and receive a guaranteed 10% savings on electricity expenses with no cost to enroll. Your enrollment will help New York achieve its clean energy goals.

Michael Francis
125 E. Jefferson St., Suite 800
Syracuse, NY 13202 877-421-0340
www.bluerocksolar.com

Phoenix Technologies Experts



Phoenix Technologies Experts assist clients as a trusted adviser, navigating the challenges of digital transformation, cloud and connectivity, application management, security and compliance to optimize their business for the future. They use a process of meeting with clients to design a strategy, source a vendor, implement the solution and support it.

JJ Schwartz
PO Box 15275
Syracuse, NY 13215 315-484-4647
www.phoenixtechexperts.com

Susie Ippolito Brands



Susie Ippolito Brands develops brands into successful, sustainable businesses. They are an international, collaborative team of experts in user experience, design, coding, data, graphic design, audio/visual applications and social media that work together to develop a system of strategy for brands that are seeking sustainable profitability. Susie Ippolito Brands offers brand strategy, marketing design, and brand development workshops.

Susie Ippolito
120 E. Washington St., Suite 715
Syracuse, NY 13202 212-256-1472
www.susieippolito.com

Daylight Blue Media Group



Daylight Blue Media Group is a multimedia production company creating compelling video and photography content by pairing beautiful imagery with crafted storytelling. They specialize in documentary style promotional projects for corporate, nonprofit and manufacturing, and is FAA-certified for aerial imaging.

Courtney Riley

Syracuse, NY 315-925-6811
www.daylightblue.com

MEMBER MILESTONES

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

55 YEARS

Modern Kitchens of Syracuse Division of MKS Industries, Inc.
NewsChannel 9 WSYR-TV

30 YEARS

Fuccillo Automotive Group
Liftech Equipment Companies
United Radio, Inc.
Waste Management of New York, LLC

25 YEARS

Central New York PGA, Inc.
G & C Food Distributors and Brokers, Inc.
Integrated Marketing

20 YEARS

Continental Blower, LLC
Finger Lakes NY Chapter NECA
Grossman St. Amour CPAs PLLC
The Law Firm of Frank W. Miller
Onondaga Free Library
Ronald McDonald House Charities of CNY
Syracuse Orthopedic Specialists, PC
Tricon Piping Systems, Inc.

15 YEARS

Brochures Unlimited
Elmcrest Children's Center, Inc.
Syracuse Builders Exchange
Tier One Building Services

10 YEARS

D'Arcangelo & Company LLP
Fleet Feet
NEHDA, Inc.
Sustainable Office Solutions, LLC
TOPS Markets, LLC

5 YEARS

CNY Technology Consultants, LLC
Lake Effect Applications
Live Nation
Paulus Development Co.
ProZ.com, Inc.
RushTera

EVENTS

GENIUS NY Finals Night

Wednesday, April 22

5 to 8 p.m.

Marriott Syracuse Downtown
100 E. Onondaga St., Syracuse

Five startups developing technologies in the unmanned aerial systems sector will pitch their companies for a shot at a \$1 million! See page 3 to learn more.

GENIUS NY is the world's largest business accelerator for unmanned systems. It invests \$3 million in five startups; including a grand prize \$1 million and four \$500,000 awards.

Sponsorship opportunities are available. Contact Beth Savicki at 315-470-1800 or bsavicki@centerstateceo.com for more information.

Cost: Free. Registration is required at www.centerstateceo.com/events or contact Kara Jones at kjones@centerstateceo.com.



GENIUS NY

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Dermody, Burke & Brown, CPAs, LLC

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

Understanding US Tariffs – CNYIBA Members Luncheon, February 5

Noon to 1:30 p.m.

Century Club, 480 James St., Syracuse



Tariffs have always been around, but current trade policy makes understanding them more important than ever. Reginald Smith, CPIM, CTL, global supply chain manager, ITT-Goulds Pumps, will discuss how U.S. tariffs work, how you can negotiate supplier increases due to tariffs, and how to understand the basics of the tariff regime. Personnel in purchasing, supply chain, finance and general management will benefit from this program. Smith is the author of "The Basic Guide to U.S. Tariffs." Open to CNYIBA members only. Cost: \$35 per person and includes lunch.

Sandler Strategies and Tactics: Product Knowledge CAN Hurt You!, February 5

8:30 to 10 a.m.

ONEGROUP, 706 N. Clinton St., Syracuse



Have you ever found yourself doing too much talking during a client meeting? Do you dispense product information too soon? Are YOU getting in the way of engaging in business? Attend this Sandler program to learn strategies and tactics that will help you control your sales process and gather the necessary information to qualify, close and present. Presented by Sandler Training; hosted by ONEGROUP.

Cost: \$15 for members, \$25 for non-members.

Innovation in Your Industry, February 11

4 to 5 p.m.

The Tech Garden, 235 Harrison St., Syracuse



Meet Promptous, a startup ready to launch their beta product and engage with the CNY dental and HR community. Promptous is a disruptive software solution using blockchain technology. Learn about the innovative and cost-saving software that is simplifying dental benefits for small- to mid-sized businesses and how you can profit from becoming an early adopter.

Cost: Free, but registration is required.

Speed Networking, February 20

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

TERACAI, 217 Lawrence Road E., North Syracuse



Bring your business cards and be prepared to engage in small group dialogue while building relationships with other members. There is time for informal networking and sharing your one- to two-minute "pitch." Space is limited. Please pre-register.

Cost: \$15 for members, \$25 for non-members.

Business After Hours with Generation Next, February 27

5 to 7 p.m.

Apex Entertainment Center, Destiny USA



Celebrate diversity in our business community while networking with members of Generation Next, a new initiative supporting members' efforts to recruit and engage diverse talent from a wide array of backgrounds to Syracuse. Learn how diversity, equity and inclusion programming at CenterState CEO can help you build a competitive workplace that welcomes and embraces workforce diversity. Tabletop displays are available. Contact Beth Savicki at 315-470-1833 or bsavicki@centerstateceo.com. Cost: \$15 for members; \$25 for non-members. Attend this event for free by donating a warm clothing item to the 6th Annual Mark J. Palumbo Memorial Clothing Drive.

Save the date:

Diversity & Inclusion Luncheon and Panel Discussion, March 26

GOFCC Events

GOFCC Annual Meeting, February 13

12 to 1:30 p.m.

Lake Ontario Event & Conference Center, Oswego

Join the Greater Oswego-Fulton Chamber of Commerce for its premier gathering of business and community leaders at its 2020 Annual Meeting. Attendees will hear from Melanie Littlejohn, New York vice president, National Grid, this year's keynote speaker.

Cost: \$39 for members; \$49 for non-members. Tables of 8 are also available. Register at www.oswegofultonchamber.com.

Oswego County Restaurant Week, March 7 to 14

Throughout Oswego County

This exciting week-long program drives business to Oswego County restaurants during the colder months. Don't miss the chance to sample the area's many unique menus at a discounted price by exploring new restaurants or by visiting old favorites.

Learn more at www.oswegofultonchamber.com.



TRAVEL THE WORLD WITH CENTERSTATE CEO

Tour Sicily & Malta

CenterState CEO journeys to Sicily and Malta from October 31 to November 12, 2020. Highlights include Palermo, Cefalu, a farm visit, Erice, Agrigento, Taormina, Siracusa, Tas-Sliema, Medina and Valletta. This trip includes roundtrip air from Syracuse Hancock International Airport, air taxes and fees, hotel transfers and 18 meals. Per person rates if booked by May 1, 2020: double \$4,549; single \$5,149; triple \$4,499. Contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com to reserve your spot.



Travelers will enjoy stunning views and historic sites in Sicily and Malta.

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